



DESCRIPTION OF SELENA GROUP

Selena Group is a global producer and distributor of construction chemicals and one of the four largest global producers of mounting foam for construction.

30

companies in the Group

17

production plants in the world

~100

countries where the Group's products are sold

4th

Largest global producer of polyurethane foam for construction industry

>1800

employees

R&D

own R&D center in Poland with branches around the world



2022 results [in PLN k]

	2022	2021	Change	Change %
Revenues	1,963,305	1,728,350	234,955	13.6%
EBIT	153,621	92,712	60,909	65.7%
EBITDA	199,243	136,760	62,483	45.7%
Net profit	112,581	102,697	9,884	9.6%

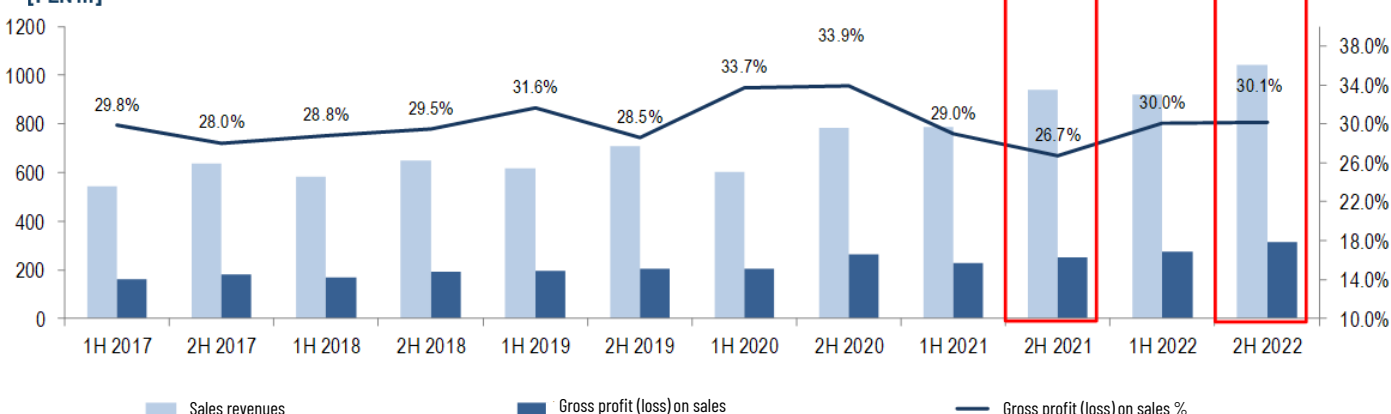
- Sales revenues up 13.6% in 2022 driven by sales price increases caused by inflation of raw materials. Selena Group is gradually transferring the increases to the market.
- Gross profit margin increased as a result of a constantly growing share of sales of innovative products and rising sales prices.
- Higher operating profit on the back of higher profit on sales.



EVOLUTION OF GROSS PROFIT

on a 6-month basis

[PLN m]



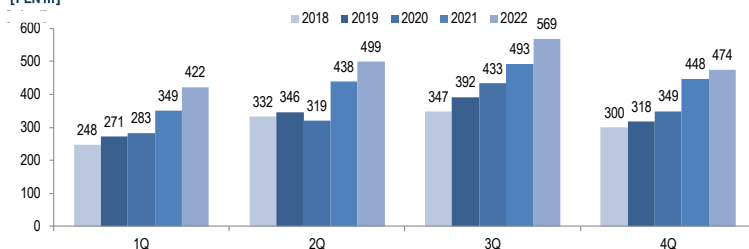
SALES BY SEGMENTS

Geography	Share in the Group's revenues		Revenue change
	2022	2021	2022 / 2021
Poland	32.4%	35.1%	5%
Western Europe	21.2%	21.3%	13%
E. Europe and Asia	28.0%	25.6%	25%
Americas	8.6%	7.3%	34%
Other	9.7%	10.7%	3%



SALES BY QUARTERS

[PLN m]



- The key segments see a significant revenue growth.
- High revenue growth in the Americas segment.

SELENA
GROUP



selena.com

tytan.com



[Prowly](#)



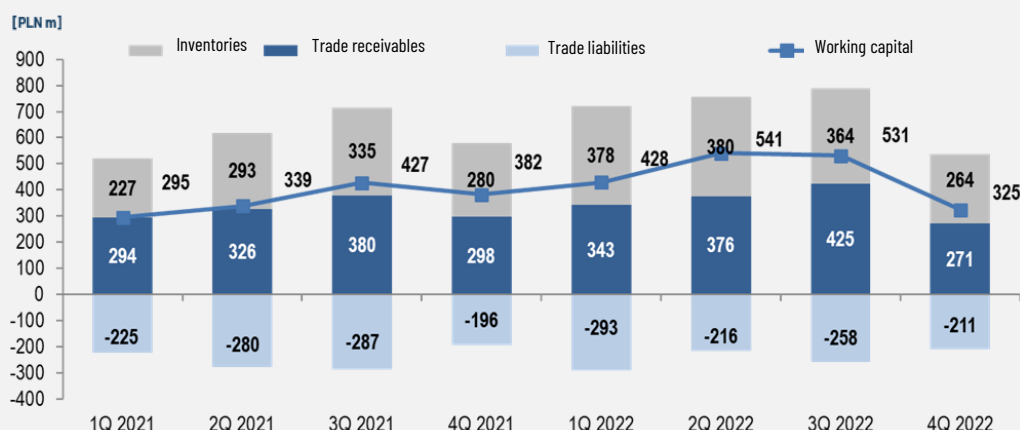
HIGHLIGHTS IN 2022



- Strengthening the Group's activities in Western markets – where a smaller part of the business concentrated before – which facilitated the achievement of business goals and objectives.
- Flexible adjustment of production, spreading it over regions to respond to fluctuating order volumes. Investments in technology: equipment and production lines, automation and robotization, increasing safety at plants, including in Dzierżonów in Poland, Bolu in Turkey and Quer in Spain.
- Putting innovative products on the market. Further growth of the development potential in the sector of foam adhesives, hybrid adhesives and sealants. Launch of the next generation Tytan PROHERO sealant and adhesive, as well as foam adhesives for the thermal insulation sector, which meet the needs of even very discerning users.
- Implementing the sustainability approach. Launching new biopolymer production installations at the Nowa Ruda plant. Introducing more environmentally friendly products, e.g. Low-Ex Green foam, containing original raw material obtained from renewable sources. Joining the Polish ESG Association and the ESG Innovators Council.
- Business growth in new areas – expanding the Group's offer with solutions and services related to photovoltaics (the Complete Energy Roof) and investments in renewable energy projects.
- Diversifying and increasing the supplier base. Standardization of formulations.
- Increasing the reach of distribution, also with a growing use of digital tools.
- Development of staff competences: e.g. training courses at the ICAN Institute and e-training.

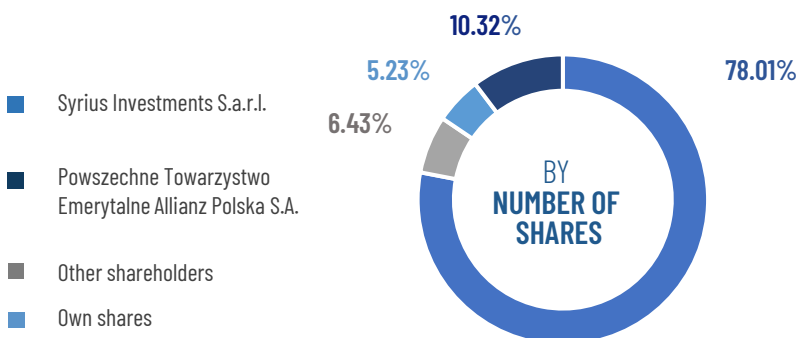
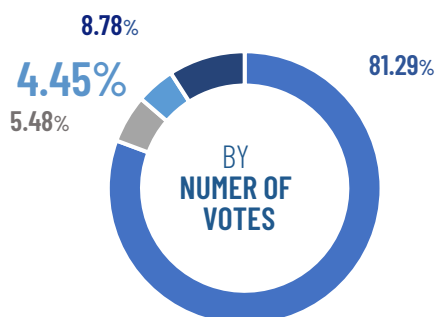


WORKING CAPITAL



SHAREHOLDER STRUCTURE

As at December 30, 2022



MANAGEMENT BOARD – CURRENT MEMBERSHIP



Jacek Michalak
CEO of
Selena FM S.A.



Sławomir Majchrowski
Vice President
Chief Commercial Officer



Roman Dziuba
Management Board Member
Chief Operating Officer



Andrzej Zygałto
Management Board Member
Chief HR Officer



Krzysztof Ościłowicz –
Management Board Member
Chief Financial Officer