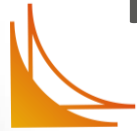


2022 
FIRST QUARTER
REVENUE

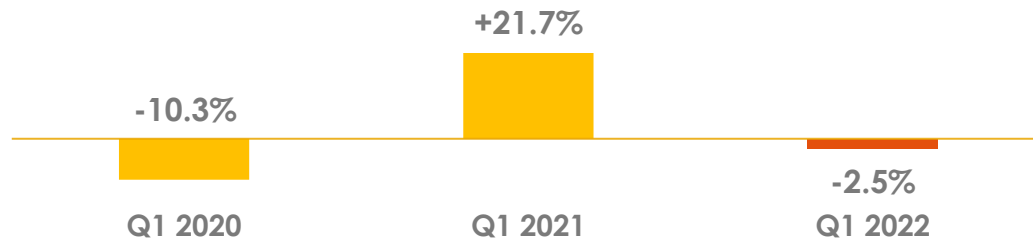


APRIL 21, 2022

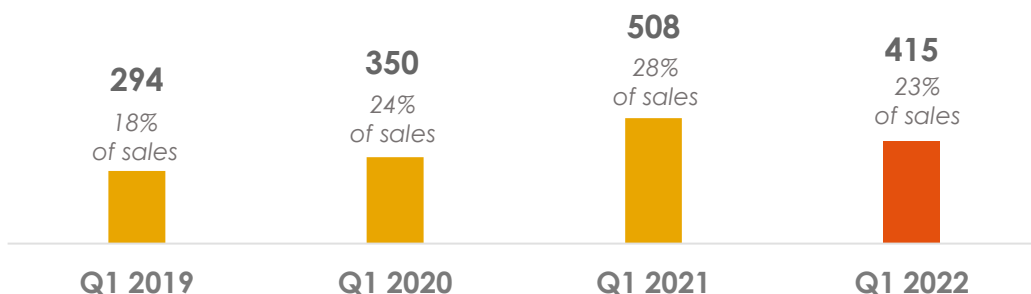
FNAC DARTY

GOOD RESILIENCE OF Q1 2022 REVENUE

Group LFL¹ revenue evolution (%)



Online sales remain at a high level (€m)



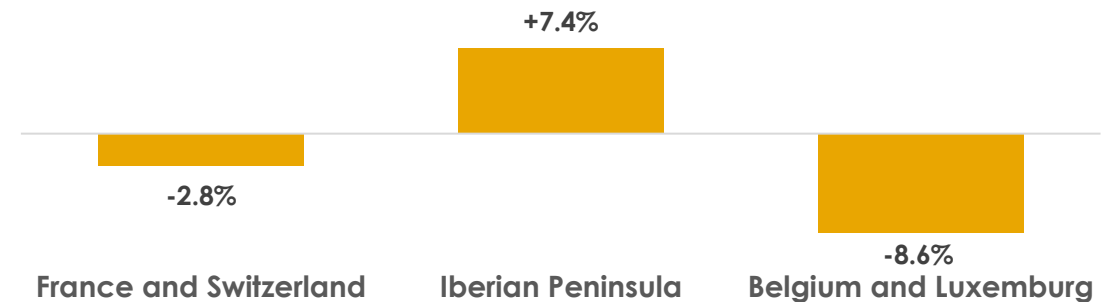
- **Q1 2022 revenue at €1,782m**, down slightly by -2.0% on a reported basis and -2.5% on a like-for-like basis¹ compared with Q1 2021, in the context of a very high comparison basis and increased inflation
- Compared to proforma 2019², Q1 sales show strong growth of +7.8%, driven by an increase in the average basket and conversion rate
- Performance driven by **solid in-store sales growth** while **digital remains at a high level** with the click & collect rate up +6 pts yoy to 47% of online sales
- **Gross margin rate up +40bps vs. Q1 2021** mainly driven by the ticketing recovery and the positive impact of services related to the Darty Max roll-out

¹ Like-for-like: excluding the effect of changes in foreign exchange rates and scope of consolidation, openings and closures of integrated stores
² Including Nature & Découvertes on a full-year basis

Q1 2022 REVENUE BY REGION AND PRODUCT CATEGORY

- Mixed sales performance by region with resilience of sales in **France and Switzerland**, good momentum in the **Iberian Peninsula** while the **Belgium and Luxembourg** region declined

Group LFL revenue growth¹ by region in Q1 2022 vs. Q1 2021



- By product category,
 - In the context of a high comparison basis, market volumes in **appliances** declined, while the average sale price continued to rise for large domestic appliances
 - Good momentum in **telephony**, **sound** and **photo** offset by the decline in categories that outperformed in the crisis
 - **Books** continued to post strong sales growth, in line with the gradual recovery in store traffic
 - Growth of **services** thanks to Darty Max roll out, good credit momentum as well as encouraging recovery in ticketing

¹ Like-for-like: excluding the effect of changes in foreign exchange rates and scope of consolidation, openings and closures of integrated stores

STRATEGIC PARTNERSHIPS IN DIGITAL AND REPAIR

Game-changing partnership with Google in Cloud to accelerate in digital

- ✓ Increasing the relevance and intuitive experience of fnac.com and darty.com search engines by implementing Google Cloud Retail Search technology;
- ✓ Integration of data analysis and processing tools, artificial intelligence and machine-learning technologies to offer enriched experiences and services to our customers.

→ Will contribute to reach the target of 30% online sales by 2025



Strong partnership with Apple to strengthen the Group's commitment to the repair and durability of products

- ✓ Our 142 WeFix points of service will join the network of Apple Authorised Service Centres (AASC) in France by summer 2022 and have access to Apple spare parts;
- ✓ AppleCare Services integrated into the range of mobile insurance products offered by the Group.

→ Will contribute to achieve the target of 2.5 million products repaired by 2025



OUTLOOK

- Against a backdrop of rising inflation and geopolitical uncertainties that will impact visibility in the coming months, the Group remains attentive to the evolving situation and its potential impact on its activities and results.
- For the rest of the year, the Group:
 - ✓ **Remains confident in its capacity to outperform the market**, as it demonstrated in Q1;
 - ✓ **Focuses its efforts on optimizing its gross margin rate** thanks to the positive impact of services and the ticketing recovery as well as its ability to pass on price increases;
 - ✓ **Continues to implement solid cost control through efficient performance plans** to offset as far as possible the impact of inflation, which is expected to be higher than in previous years.
- The Group will continue to execute its **strategic plan Everyday** and **confirms its objectives** of achieving:
 - ✓ **Cumulative Free cash-flow** from operations¹ of c. **€500m** over the **2021-2023 period**;
 - ✓ **Free cash-flow** from operations¹ **≥ €240m from 2025 onwards**.

¹ Excluding IFRS 16

NEXT EVENTS

- **May 18, 2022:** Fnac Darty's General Meeting of Shareholders
- **July 27, 2022 (after market close):** Publication of H1 2022 results

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