INVESTOR PRESENTATION

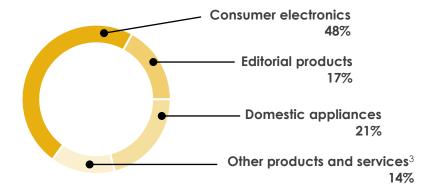
FNAC DARTY

FNAC DARTY AT A GLANCE

A EUROPEAN OMNICHANNEL LEADER WITH AN EFFICIENT CENTRALISED OPERATIONS PLATFORM

- 7.9bn€ Group revenue in 2022 25,000 employees
- Top European omnichannel retailer
 - 22% of total sales in 2022 are online sales
 - c. 50% of online sales are omnichannel (click & collect)
- 987 multiformat stores
 - 420 franchises stores (43%)
 - c. 90% of customers have a store less than 15' from home
- No. 1 after-sales service in France²
 - 2.3 million products repaired in 2022
 - c. 3,000 employees dedicated to after-sales service

2022 revenue breakdown by category



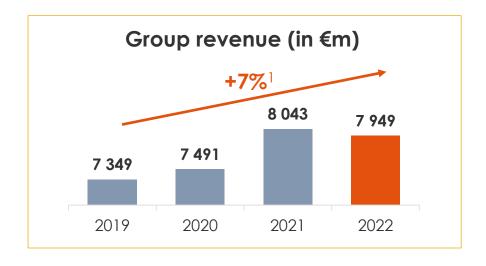
2022 revenue breakdown by region



FY 2022 ACTIVITY AND STRATEGIC EXECUTION REVIEW

FNAC DARTY

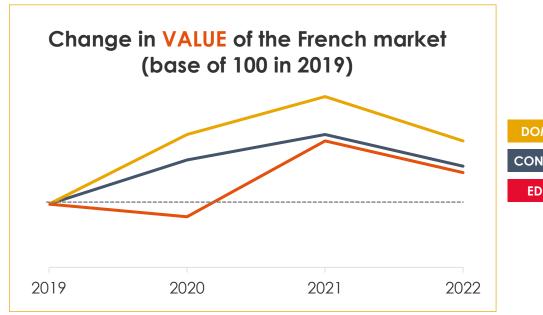
GROUP'S RESILIENCE



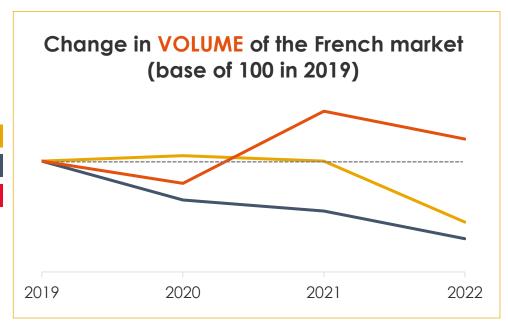


- Resilient sales of €7,949 million in 2022
 - Growth of +7% compared to pro-forma 2019 figures
- Solid gross margin performance, up by +€36 million year on year
 - Gross margin rate in line with 2019 level
- **©** 2022 current operating income of €231 million
 - Period of inflation much higher than in previous years, impacting costs

BACKGROUND INFORMATION







- Markets that have recorded **positive growth in value since 2019**, with mixed changes in volume depending on the product category
- A retail sector undergoing a profound transformation, with some players struggling and a greater focus on specialists
- An e-commerce market with lower-than-expected growth, primarily impacting pure players

FNAC DARTY SHOWED RESILIENCE BY RELYING ON ITS STRENGTHS

A winning complementarity of its stores and web platforms

- This year, stores performed well, as they were open and popular with customers
- Omnichannel sales remain high (≈ 50%)

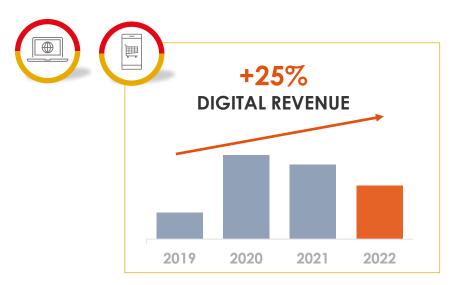
A wide range of products and services

- A positioning increasingly focused on premium products, making it easier to pass on price increases to customers and thus secure a high gross margin level
- A wide range of products and services available throughout the year to meet various customer expectations: innovative products, Second Life, services (repair, etc.)
- Targeted sales events during peak sales periods, allowing high sales to be recorded while maintaining the gross margin



The 2022 results for the Group attest to the power of its omnichannel model and its operational agility, confirming its strategic choice to transform its model

DIGITAL EXPERIENCE AT THE HEART OF THE GROUP'S STRATEGY



- Online penetration up 3 points compared to 2019, at 22% at the end of 2022
- +8% increase in active online customers¹ in France between 2019 and 2022
- ↑ 1 in 2 online sales is omnichannel



- 3,000 Fnac/Darty salespeople already trained
- Conversion rate up to 4x higher



TARGETING A 100% PROFITABLE STORE NETWORK BY 2025



Network of 987 stores, 43% of which are franchises

- Primarily franchise stores opened
 - 46 franchise stores opened in 2022
 - I.e., 87% of total store openings
 - Continued development of Darty Kitchen
 - Six Darty Kitchen franchise openings
 - Franchise openings targeted at an international market
 - Guyana, Qatar, Senegal, etc.



11 Darty Kitchen points of sale opened in 2022



First Nature & Découvertes store opened in Guyana

Action plans set reached for the few unprofitable stores

- Unit transfer/restructuring to reduce retail floor space: five stores transferred in 2022
- finac MANOR* partnership refocused in French-speaking
 Switzerland
- Agreements reached for all unprofitable stores



Transfer of Fnac from Evry 2 to Carré Sénart



Unit restructuring planned for Fnac Callao (Madrid)



At the end of the first half of 2023, Fnac will have 17 shop-in-shops within Manor

MAKING THE MOST OF OUR LOYAL CUSTOMER BASE

Recent launch of finac & moi to meet new customer expectations



- For all current and future customers that are members or subscribers, with no maximum duration



Enhanced loyalty card to reward any responsible actions











- **Partner pass** to enjoy discounts throughout the year at over 90 brands

11M+
members/subscribers











STRONG UPSWING OF NEW DARTY MAX SUBSCRIBERS



+000,000 subscribers by the end of 2022



2 million subscribers

in 2025

Subscription rolled out at













High level of customer satisfaction

Churn rate below 3%







+50%

average cart size

compared to a standard Darty customer



6 million+ products

covered for repairs



Fnac Darty, a standard-setting player aiming to become a subscription provider

Darty

ENABLING AN EDUCATED CHOICE

A sustainability score that

enables customers to
 learn about the repairability
 and reliability of hundreds
 of products



An After-Sales Service Barometer that

 allows customers to compare product categories and brands



And more

900 "sustainable choice" items in Fnac and Darty retail stores





800,000 visits on average per month in 2022

With Informed
Delivery, Fnac Darty
informs its online
customers about the
CO2 impact of
different delivery
methods





Hundreds of **products tested** each year by Labo Fnac, which has just turned 50

ACCELERATING PRODUCT REPAIRS



2.3 million products repaired in 2022



2.5 million products repaired in 2025











- 2,500 staff members dedicated to repairs
- 41 Tech Academies opened since 2019 and the first apprentice training center (centre de formation d'apprentis - CFA) opened
- Opportunistic acquisitions (Next France Service)



Objective: Recruit 500 additional technicians by 2025

More sq.m dedicated to repair

- **New Tours Val de Loire site** with four repair workshops
- New service center in Chilly-Mazarin with the capacity to repair 220,000 devices per year



Tours Val de Loire site located over nearly 8,000 m² with a central spare parts warehouse (140,000 parts in stock)

DEVELOPING SECOND LIFE

1.5 million
Second Life
products sold in
2022





- +34% increase in Second Life products¹ sold in 2022 compared to 2021
- 1 in 3 products sold on Marketplace is a second-hand product
- Quality and service levels identical to those of new products (delivery, reliability, etc.)





Second Life products available on the Group's web platforms and in Fnac and Darty stores

A GROUP INVESTED IN ENERGY EFFICIENCY

- Objective: Reduce the Group's electricity consumption in France by -15% by the end of 2024
 - Signature of the Ecowatt commitment charter
 - Objective included in the variable compensation for Group employees
- Numerous initiatives to reduce emissions, including
 - Plan to modernize in-store equipment
 LED lighting and centralized building management systems
 - Rollout of the corporate PPA signed with Valeco to increase the Group's share of green energy



Charter signed in October 2022



≈ €20 million invested in stores by 2024



FNAC DARTY+



Solar farm expected to be operational by mid-2023

FY 2022 FINANCIAL RESULTS

FNAC DARTY

REVENUE AND GROSS MARGIN

€M	2021	2022	% change
Revenues	8,043	7,949	-1.2%
France and Switzerland	6,701	6,613	-1.3%
Iberian Peninsula	702	720	+2.6%
Belgium and Luxembourg	640	616	-3.7%
Gross margin As a % of revenue	2,374 29.5%	2,410 30.3%	+36 +0.8pt

Resilient sales of €7,949 million in 2022

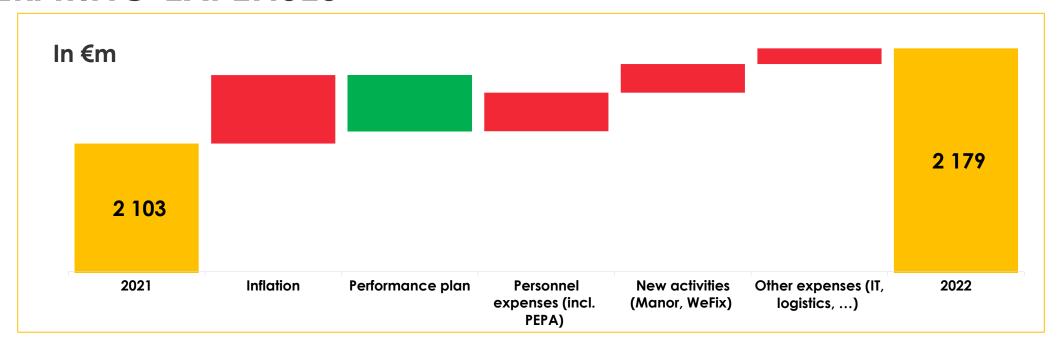
- This was a drop of just -1.2% on a reported basis and
 -1.9% on a like-for-like basis¹ compared to 2021
- Continued growth at +7% compared to pro-forma 2019 figures²
- Only the Iberian Peninsula posted sales growth in 2022, which was linked to a more gradual lifting of health restrictions compared to the other two regions

Solid gross margin performance: +€36 million in 2022

- Gross margin rate of 30.3%, up +80 bps compared to 2021
- More favorable product mix effect, growth of services and recovery of ticket sales more than compensated for the dilutive technical effect of the franchise activity



OPERATING EXPENSES



- Against the backdrop of high inflation, operating costs were €2,179 million in 2022, up +3.6% compared to 2021
- The increase in inflation-related costs was almost entirely contained by the performance plans
- Payroll rose by +3% between 2022 and 2021, representing 40% of the total increase in costs
 - Historic impact of the closure of certain stores related to the health crisis in the first half of 2021
 - Average increase in salaries in 2022 higher than previous years against a backdrop of high inflation
 - PEPA of approximately €7 million distributed at the start of the year

FINANCIAL RESULTS

€M	2021	2022
Current operating income	271	231
Other non-current operating income and expenses	-10	-27
Operating income	260	204
Net financial expense	-42	-45
Income tax	-74	-54
Net income from continuing operations, Group share	145	100
Income from discontinued operations	15	-132
Net income, Group share	160	-32

© Current operating income of €231 million

- Down -€40 million compared to 2021, in a period when inflation was much higher than in previous years
- Net income from continuing operations, Group share of €100 million
 - Non-current items of -€27 million, including exceptional expenses incurred by the restructuring of the property portfolio (including the closure of the Fnac Italie 2 store)
 - Financial expenses¹ unchanged year on year at -€45 million
 - Tax expense of -€54 million, down -€20 million in line with the reduction in the Group's results; effective tax rate virtually stable compared to 2021
- Net income from discontinued operations of -€132
 million
 - In connection with the litigation relating to the disposal of Comet Group Limited in 2012, the Group was ordered to pay a total of €129.3 million in addition to legal fees totaling €2.6 million.

FREE CASH-FLOW FROM OPERATIONS

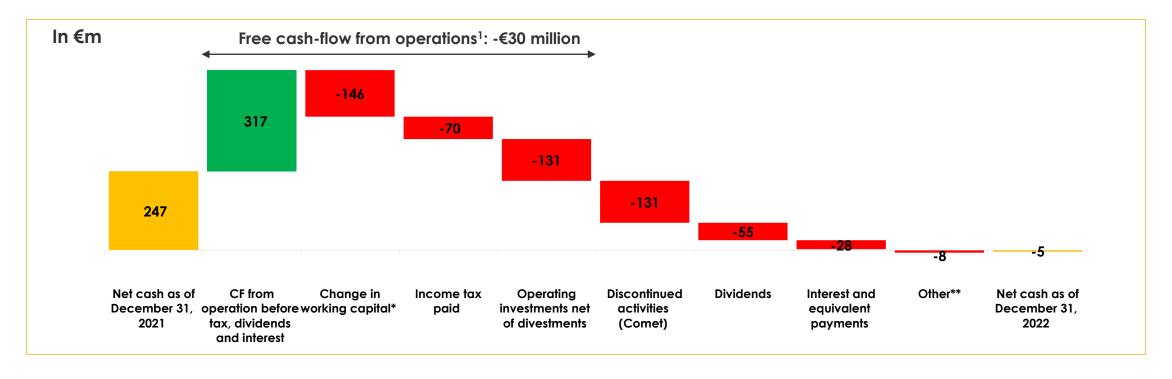
€M	2021	2022
EBITDA	621	580
IFRS 16 impact	-247	-254
Non-current cash items and EBITDA non-cash items	15	-9
Cash-flow before tax, dividends and interest, excluding IFRS 16	389	317
Change in WCR ¹	-34	-146
Operating investments ²	-116	-131
Income tax paid	-69	-70
Free cash-flow from operations ³	170	-30

- Free cash-flow from operations decreased by -€200 million between 2021 and 2022
 - Cash-flow decrease in relation to a drop in income
 - A sharp decline in WCR linked to:
 - Reduced cash inflows, which are in line with lower-than-expected sales in December 2022
 - More cash outflows early in the year, due to especially robust activity in late 2021
 - ✓ Inventories remained under control, rising by just +3% as a result of lower-than-expected activity at the end of the year
 - Investments increased by +€15 million, in line with expectations

³ Excluding IFRS 16.

 $^{^{\}rm 1}$ Includes the change in payables and receivables relating to non-current assets. $^{\rm 2}$ Investments net of divestments.

NET FINANCIAL DEBT



The change in the Group's net cash in 2022 was primarily due to:

- The change in free cash-flow from operations, explained in the previous slide
- The outflow of a total of €131 million in connection with the litigation at the end of 2022 relating to the sale of Comet Group Limited in 2012. This includes £89.6 million in penalties in addition to interest, court costs and legal fees.

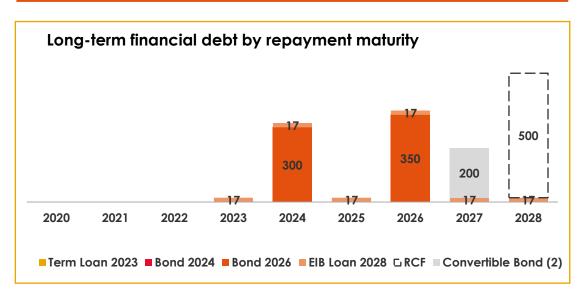


¹ Excluding IFRS 16.

^{*} Includes the change in payables and receivables relating to non-current assets.
** Includes acquisitions and disposals of subsidiaries net of debt
as well as acquisitions and disposals of other financial assets.

FINANCIAL STRUCTURE

€M	2021 2022	
Shareholders' equity	1,564	1,523
Net cash ¹	247	-5
Gross financial debt	934	937
Cash and cash equivalents	1,181	932
Leasing debt IFRS 16	1,130	1,141



- Strong cash and cash equivalents position amounted to €932 million, and there was also an undrawn €500 million revolving credit facility as of 12/31/2022
- Securing the refinancing of the next major bond debt maturity of 2024
 - Additional bank credit line (in the form of a delayed drawn term loan) of €300 million, which is as yet undrawn
 - Drawn down only once by the Group and only to repay the bond loan maturing in 2024
 - Maturity of three years in case of a drawdown, which can be extended by two years

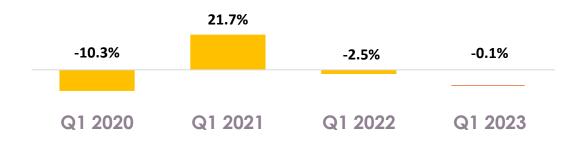
	S&P Global Ratings	SCOPE	Moody's
Rating	BB+	BBB	Ba2
Outlook	Negative April 2023	Positive April 2022	Positive April 2022

Q1 2023 REVENUE

FNAC DARTY

STABLE Q1 2023 REVENUE

Group LFL¹ revenue evolution (%)



Steady online sales share (€m)



- © Q1 2023 revenue at €1,781m, stable both on a reported basis and a like-for-like basis¹ compared with Q1 2022, in the context of increased inflation and pressure on household purchasing power
- Performance driven by solid in-store sales growth while digital remains at a high level with the click & collect rate up +2 pts yoy to 49% of online sales²
- Gross margin rate stable vs. Q1 2022 and up +20bps excluding the dilutive impact of franchising, mainly driven by positive impact of services (Darty Max, Ticketing), partially offset by a negative Channel/product mix effect (gaming, appliances)

SIGNING OF AN AGREEMENT IN VIEW OF ACQUIRING MEDIAMARKT IN PORTUGAL



Fnac Portugal €370m sales

1,700 Employees 35 Fnac stores fnac.pt



MediaMarkt Portugal €140m sales

> 450 employees 10 stores mediamark.pt



- Seizing opportunity to accelerate growth in historical businesses, to diversify and expand in large and small domestic appliances, to strengthen services and to improve global efficiency
- Opportunity to offer to Portuguees clients...
- Accretive impact before synergies

Opening a new chapter of successful expansion after a success story for 25 years

OUTLOOK

FNAC DARTY

OBJECTIVES

- The Group remains attentive to the evolving situation and its potential impact on its activities and results and it:
 - 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
 - Accelerates investments in energy efficiency to mitigate the rise in electricity prices (target to equip 100% of owned stores with full LED by the end of H1 2024)
- The Group will continue to execute its strategic plan Everyday and confirms its 2023 objectives of achieving:
 - Current Operating Income to be around €200m
 - Cumulative Free cash-flow from operations¹ of c. €500m over the 2021-2024 period

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Free cash-flow from operations¹ ≥ €240m from 2025 onwards

SHAREHOLDER RETURN



- **▼** Distribution rate: 38%¹
 - In line with the strategic plan Everyday shareholder return policy
 - Stable compared to 2021
- **⊘** Rate of return: 4.1%²

- This dividend will be payable in cash or shares (5% discount), at the shareholder's discretion.
- "Ex-date" June 13, 2023.
- Distribution date (payment or new share issue): July 06, 2023.

APPENDICES

FNAC DARTY

DEFINITIONS (1/2)

Definition of like-for-like sales growth

- This indicator measures changes in revenue excluding exchange rate fluctuations, the impact of change in scope and the impact of the opening and closing of directly owned stores since January 1, N-1.

Definition of current operating income

- The monitoring of the Group's operating performance uses current operating income as the main operating balance. It is defined as the difference between the total operating profit and "noncurrent operating income and expenses."
- Current operating income is an intermediate line item intended to facilitate the understanding of the entity's operating performance and that can be used as a way to estimate recurring performance.

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DEFINITIONS (2/2)

With application of IFRS 16	IFRS 16	Without application of IFRS 16	
EBITDA		EBITDA excluding IFRS 16	
Current operating income before depreciation, amortization and provisions on fixed operational assets	Rents within the scope of IFRS 16	EBITDA including rental expenses within the scope of IFRS 16	
Operating free cash-flow	Disbursement of rents	Operating free cash-flow excluding IFRS 16	
Net cash provided by operating activities less net operating investments	within the scope of IFRS 16	Free cash-flow from operations including cash impacts relating to rents within the scope of IFRS 16	
Net debt		Net debt excluding IFRS 16	
Gross financial debt less gross cash and cash equivalents	Rental debt	Net financial debt less rental debt	
Net financial income	Financial interest on rental debt	Net financial income excluding IFRS 16	

SIMPLIFIED P&L

€m	2021	2022
Revenue	8,043	7,949
Current operating income	271	231
Non-current operating income and expenses	-10	-27
Operating income	260	204
Financial expense	-42	-45
Tax	-74	-54
Consolidated net income from continuing operations, Group share	145	100
Net income from discontinued operations	15	-132
Consolidated net income, Group share	160	-32

SIMPLIFIED P&L (H1 & H2)

€m	H1 2021	H2 2021	H1 2022	H2 2022
Revenue	3,465	4,578	3,428	4,521
Current operating income	34	237	19	212
Non-current operating income and expenses	-3	-8	-14	-13
Operating income	32	229	5	199
Financial expense	-25	-17	-18	-27
Tax	-9	-65	-3	-51
Consolidated net income from continuing operations, Group share	1	144	-17	117
Net income from discontinued operations	17	-1	0	-132
Consolidated net income, Group share	17	143	-18	-14

BALANCE SHEET

Assets in €m	31 Dec. 2021	31 Dec. 2022
Goodwill	1,654	1,654
Intangible assets	528	562
Tangible assets	575	570
Rights of use relating to lease agreements	1,115	1,115
Investments in associates	1	2
Non-current financial assets	40	44
Deferred tax assets	69	60
Other non-current assets	0	0
Non-current assets	3,982	4,008
Inventories	1,104	1,144
Accounts receivable	304	250
Current tax receivables	1	6
Other current financial assets	9	19
Other current assets	378	389
Cash & cash equivalents	1,181	932
Current assets	2,978	2,739
Assets held for sale	0	0
Total assets	6,960	6,747

Equity and Liabilities in €m	31 Dec. 2021	31 Dec. 2022
Share capital	27	27
Reserves related to equity	971	971
Conversion reserves	-6	-4
Other reserves	563	518
Equity, Group share	1,555	1,512
Equity attributable to minority interests	8	11
Equity	1,564	1,523
Long-term liabilities	932	917
Long-term leasing debt	891	897
Provisions for retirement and similar benefits	188	145
Other non-current liabilities	79	22
Deferred tax liabilities	165	165
Non-current liabilities	2,255	2,147
Short-term liabilities	2	20
Short-term leasing debt	239	244
Other current financial liabilities	9	10
Accounts payable	2,037	1,965
Provisions	31	37
Tax liabilities	8	0
Other current liabilities	816	803
Current liabilities	3,142	3,078
Liabilities associated with assets classified as held for sale	0	0
Total liabilities and equity	6,960	6,747

CASH-FLOW STATEMENT

€m	2021	2022
Net Cash as of January 1 excl. IFRS 16	114	247
Operating free cash-flow (excl. IFRS 16)	170	-30
Dividends paid	-27	-55
Shareholders' equity component – OCEANE bonds	21	0
Interest paid net of interest and dividends received	-27	-28
Acquisition/disposal of subsidiaries net of cash transferred	-2	-2
Acquisition/disposal of other financial assets (net)	2	-6
Increase/decrease in equity and other transactions with shareholders	-1	-1
Cash-flow related to discontinued activities	-1	-131
Other	-2	1
Change in Net Cash excl. IFRS 16	133	-252
Net Cash as of December 31 excl. IFRS 16	247	-5

Q1 2023 REVENUE BY REGION AND PRODUCT CATEGORY

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



- By product category,
 - Books continued to post strong sales growth, in line with the recovery in store traffic
 - Growth of **services** thanks to Darty Max roll out and further rebound in ticketing
 - Good momentum in **telephony** (gain in market share), **sound** and **photo** offset by the decline in categories that outperformed in the crisis (computers)
 - In the context of a high inflation, volumes in **appliances** declined, partially offset by price increases

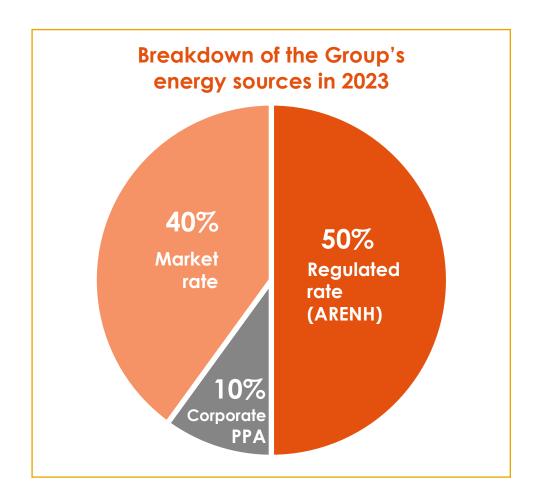
ENERGY

Background information

- General context of rising energy prices
- The Group agreed a hedging policy with Solvay that will run until 2024 for volumes that are subject to market rates
- At the end of 2022, Solvay wanted to revise this agreement → Fnac Darty was forced to enter an agreement with another supplier at a time when prices were the highest

Expected increase in energy costs in 2023

- Increase in energy costs estimated to be between
 +€30 million and +€50 million in 2023 compared to 2022
- Impact of this increase expected to be more significant over the first half of the year compared to the second half



STORE NETWORK

	December 31, 2021		December 31, 2022			
	Owned	Franchised	Total	Owned	Franchised	Total
France and Switzerland ¹	413	385	798	412	414	826
Iberian Peninsula	69	5	74	69	6	75
Belgium and Luxembourg	85	0	85	86	0	86
Group	567	390	957	567	420	987

EVERYDAY MAIN CSR KPIS

KPIs	2021	2022	2025 targets
Durability score	111	115	135
Number of products repaired	2.1m	2.3m	2.5m
Proportion of women in the Top 200 managers	27%	30%	35%
Share of women in the Executive Committee	38%	42% ²	>40%



ESG RATINGS

Agencies	2019	2020	2021	2022
Moody's ESG	44/100	48/100	54/100	61/100
SUSTAINALYTICS	12.2	11.5	11.4	12.0 Low ESG risks
MSCI	AA	AA	AA	AA
DISCLOSURE INSIGHT ACTION	В	С	A-	Α-

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FNAC DARTY