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# Q3 2021 REVENUE

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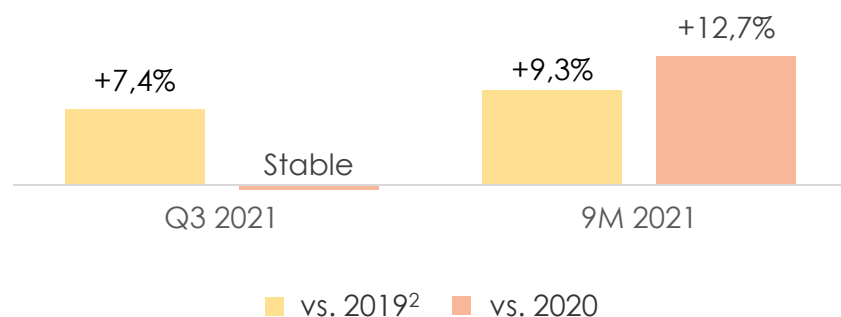
October 21, 2021

**FNAC DARTY**

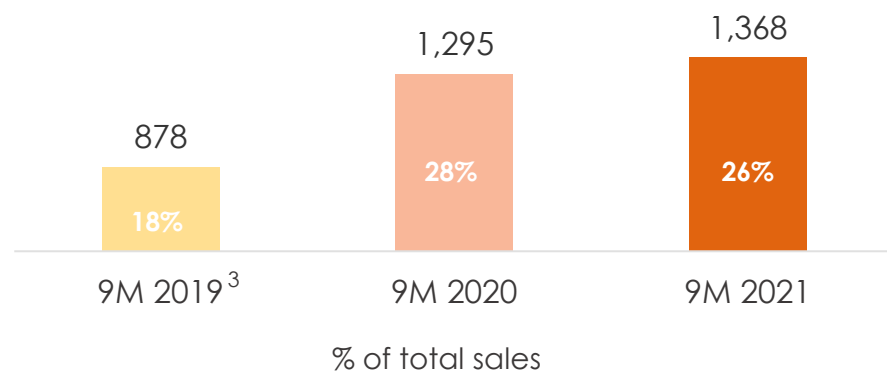
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# KEY HIGHLIGHTS

## Group LFL<sup>1</sup> revenue growth evolution



## Online sales still growing - €m



- **Q3 2021 sales at €1,854m, roughly stable<sup>1</sup> vs. Q3 2020**
  - All the Group's stores remaining open
  - Very few health restrictions (Pass Sanitaire in France and restrictions on opening hours in Portugal)
- **9M 2021 sales up +12.7%<sup>1</sup> compared with 9M 2020**
- **Continued growth in e-commerce** over the quarter in a normal store opening context
  - **Online sales representing c. 26% of total sales** for 9M 2021
  - **Click & Collect rate remains high at 46%** of online sales in Q3 2021
- **Gross margin rate stable for 9M 2021 versus 9M 2020** and slightly up excluding the impact of ticketing and the technical dilutive effect of the franchise

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

<sup>2</sup> Excluding Nature & Découvertes and BCC

<sup>3</sup> Proforma Nature & Découvertes

# A QUARTER ALMOST STABLE YOY UNDERLYING A SOLID LEVEL OF SALES

- **France and Switzerland** showed good resilience, with sales growth roughly stable in Q3 yoy, but up compared to Q3 2019
- **Belgium and Luxembourg** reported a decrease mainly due to a high comparable basis last year, but still above Q3 2019 sales
- The **Iberian Peninsula** is gradually recovering as expected with positive sales growth in Q3 thanks to a progressive lifting of health restrictions and a gradual return of tourism

€m	Q3 2021	Change compared with Q3 2020 (LFL <sup>1</sup> )	Change compared with Q3 2019 (LFL <sup>1&amp;2</sup> )
France and Switzerland	1,539	-0.2%	+9,4%
Iberian Peninsula	165	+0.8%	-3,5%
Belgium and Luxembourg	150	-5.5%	+1.5%
Group	1,854	-0.5%	+7.4%

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

<sup>2</sup> Excluding Nature & Découvertes and BCC

# Q3 2021 REVENUE SPLIT BY PRODUCT CATEGORY

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- **Product categories that overperformed last year posted a slowdown in sales due to a high comparable basis while showing growth versus 2019**
  - **Technical products** showed strong resilience with solid growth in telephony linked to the launch of the iPhone 13, TV and sound, which offset the decline in IT
  - **Appliance** sales were notably impacted by lower sales for cooler categories due to fewer heatwave periods in Q3 this year compared to last year
- **Editorial products performed well in all regions**
  - Good growth in **books**, mainly driven by the positive impact of comics and the continued positive impact of the Pass Culture in France
  - **Gaming** still positively impacted by the new generation consoles even with a low level of inventory on the market
- **Services performance**
  - **Darty Max** continued its full roll-out with the three complementary offers
  - **Marketplace** activity impacted by lower product availability on marketplaces, particularly in telephony, and the recent change in European regulation

# RECENT STRATEGIC INITIATIVES

- **Enhanced customer experience**

- Sales made through video conference or chat extended to all integrated Darty stores and to be extended to all integrated Fnac stores in the coming months
- **c. 90,000 visio/chat with salespeople** at the end of September

- **Fnac new digital platform media: L'Éclaireur Fnac**

- A digital platform for informed opinions and choices on themes related to **culture** and **technology**
- Existing prescriber content (La Claque Fnac, Labo Fnac) as well as new content that will intensify interactions with customers on the web



- **CSR initiatives once again recognized by the extra-financial rating agencies in 2021**

- Rating **AA** by **MSCI** for the third time in a row
  - **Top 17% of MSCI specialized retail sector** with an Industry-Adjusted Score of 7.8/10
- Integration of the **V.E (Moody's ESG Solutions)** category "**Robust**" with an ESG Assessment of **54/100 (+6 pts yoy)**
  - **Top 10 in the specialized distribution sector**<sup>1</sup> with an ESG Assessment well above the sector average of 35/100
  - **All of the E, S and G components have improved**, with a strong increase in **environmental aspects** (+14 pts yoy)

<sup>1</sup> European specialized distribution sector as defined by V.E.

# OUTLOOK

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- We expect our store network to remain open by the end of the year in all our countries with no major health constraints
- The Group remains **confident in its operational ability to succeed in the major commercial events** at the end of the year thanks to:
  - The strength of its logistics and digital capabilities
  - The good level of inventories thanks to the quality of its relationships with suppliers in the context of supply chain tensions
  - A strong operational agility already demonstrated in uncertain circumstances and a good capacity to conclude exclusive partnerships in order to offer a good quality in product and service offering
- The Group is expecting for FY 2021<sup>1</sup>:
  - **Total revenue to increase by slightly more than +5%**<sup>2</sup> compared to 2020;
  - **Current operating income to be at the high end of the previously communicated guidance range, between €260m and €270m.**

<sup>1</sup> Subject to the health situation not deteriorating significantly by the end of the year

<sup>2</sup> Like-for-like: excludes the effect of changes in foreign exchange rates and scope of consolidation, and directly owned store openings and closures.



Q&A

**FNAC DARTY**



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