

INVESTOR PRESENTATION

FNAC DARTY

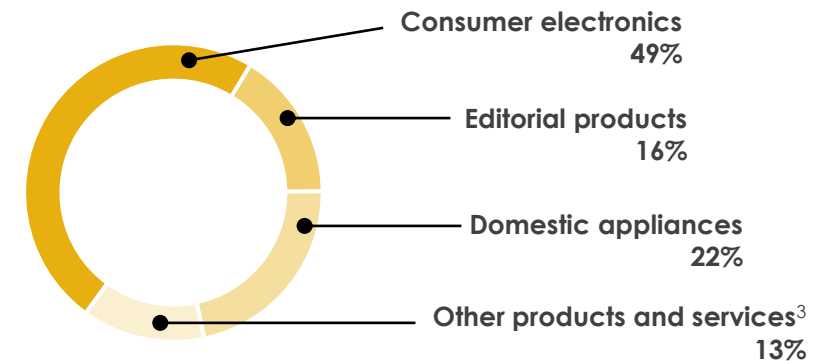

NOVEMBER 2022

FNAC DARTY AT A GLANCE

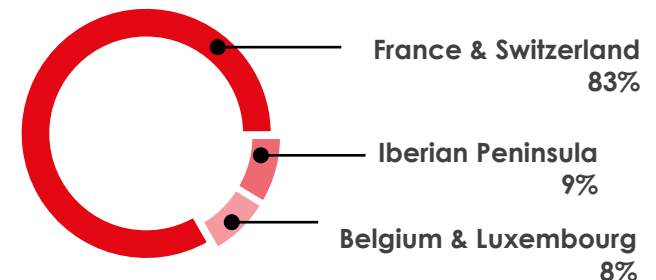
A EUROPEAN OMNICHANNEL LEADER WITH AN EFFICIENT CENTRALISED OPERATIONS PLATFORM

- **8.0 bn€ Group revenue in 2021 – 25,000 employees**
- **Top European omnichannel retailer**
 - 26% of total sales in 2021 are online sales
 - c. 50% of online sales are omnichannel (click & collect)
- **971 multiformat stores in 13 countries¹**
 - 405 franchises stores¹
 - c. 90% of customers have a store less than 15' from home
- **No. 1 after-sales service in France²**
 - 2.1 million products repaired in 2021
 - c. 3,000 employees dedicated to after-sales service

2021 revenue breakdown by category



2021 revenue breakdown by region



¹ At 30 September 2022

² Internal customer studies

³ Include: Ticketing, B2B, after sales service, membership fees, franchise fees, insurance, consumer credit

BECOMING A RESPONSIBLE DIGITIZED RETAILER DELIVERING HIGH-VALUE AND DURABLE SERVICES

2016 - 2018



**POWERFUL
LEADER**

2018 - 2020



**BEST-IN-CLASS
OMNICHANNEL
RETAILER**

> 2021



everyday au service de nos clients
everyday companion of our customers

**RESPONSIBLE DIGITIZED RETAILER
DELIVERING HIGH-VALUE AND
DURABLE SERVICES**

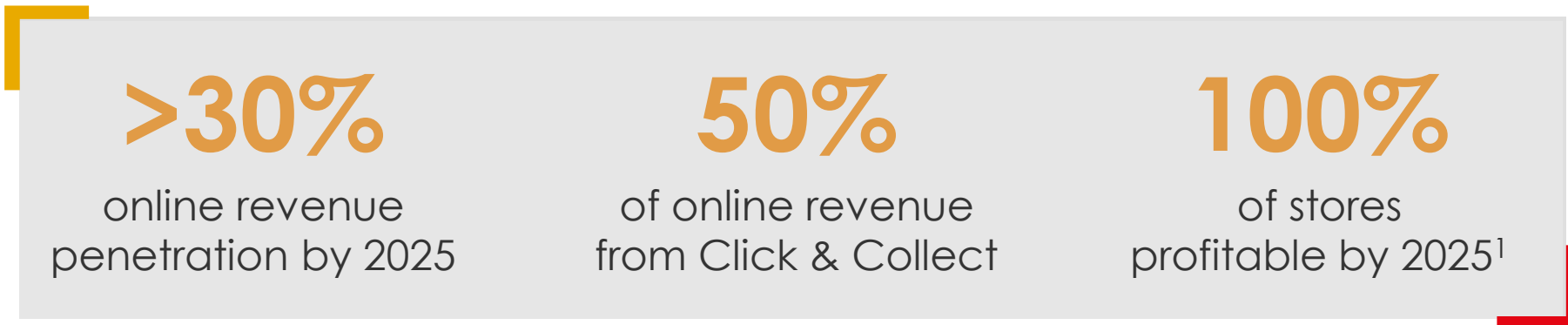
OUR STRATEGIC PLAN EVERYDAY

- 3 main ambitions to become a **responsible digitized retailer delivering high-value and durable services**



BUILD A DIGITIZED OMNICHANNEL RETAIL

- **Best-in-class online capacities**
>50% of total Capex invested by 2025 to offer the best experience
- **A profitable and digitized store network**, fostering the expertise of salespeople and digital footprint
- **An uncompromised acceleration to offer high-value products to all**



LEAD DURABLE BEHAVIORS

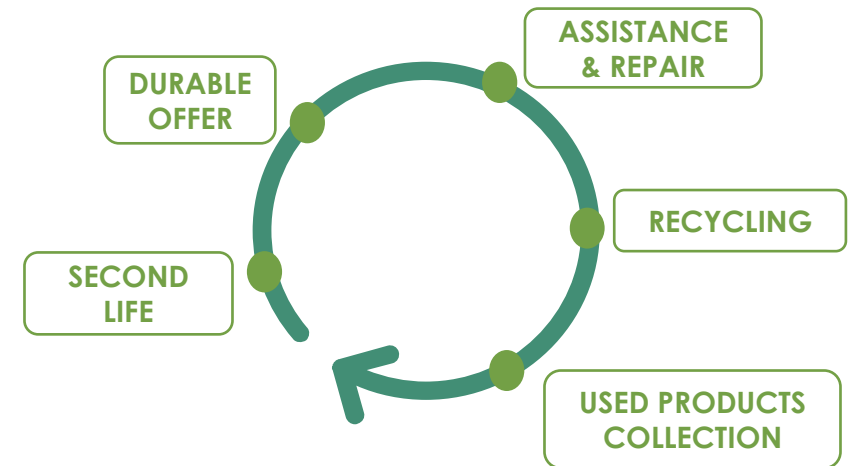
- A more durable offer, combined with customers' orientation towards durable products
- The promotion of responsible behaviors, notably through eased access to repair

135

“durability score”
by 2025¹

c.2,5M

products repaired
in 2025²



SCALE THE NEXT IN-HOME SUBSCRIPTION-BASED ASSISTANCE SERVICES

- Unlocking the full potential of our exclusive unlimited repairs subscription program
- To become the leader of in-home assistance solutions



	Essentiel €9.99/month	Évolution €14.99/month	Intégral €19.99/month
Large Domestic Appliances	•	•	•
Small Domestic Appliances		•	•
TV Home Cinema, Sound		•	•
Photography			•
Multimedia			•

Price incl. VAT



>2M

subscribers to our unlimited repairs subscription program by 2025

KEY DRIVERS TO GENERATE RECURRING CASH FLOWS

- **Revenue growth mainly driven by increased online activity**
 - >30% online revenue penetration by 2025 o/w 50% is click & collect
- **Significant contribution in gross margin of the subscription-driven service offering**
 - >2M subscribers to our unlimited repairs subscription program by 2025
 - Mitigating the impact of the product mix sold online and the development of the franchise
- **Cost-cutting program to offset the impact of inflation as much as possible**
 - Continuous reduction of our operational cost base in line with our Performance Plan
 - 100% of our stores profitable¹ by 2025
- **Controlled capex level focused on strategic initiatives**
 - c.€120m of annual normative capex, excluding major strategic initiatives
 - Additional c.€40m to be invested over the period in new modern and high-level logistic equipment

Cumulative Free Cash Flow² ~€500m 2021-2023

Run rate Free Cash Flow² ≥ €240m in 2025

1. Group owned stores perimeter

2. Net cash provided by operating activities excluding net financial charges less net operating investments and cash impacts relating to rents within the scope of IFRS 16

ENSURING SUSTAINABLE SHAREHOLDER RETURNS

Increased
Free Cash Flow



Controlled net debt

Leverage¹ (net debt/ EBITDA)
of max 2.0x



Fund profitable growth

- Reinvest in the business
- Tactical bolt-on M&A



Shareholder return policy

- **Dividend of €1/share paid in 2021**
- **Dividend of €2/share paid in 2022**
- Target mid-term **payout ratio > 30%**



Opportunity-driven decision

Incremental shareholder return

- Leverage¹ of max 2.0x
- Via special dividend or share buyback

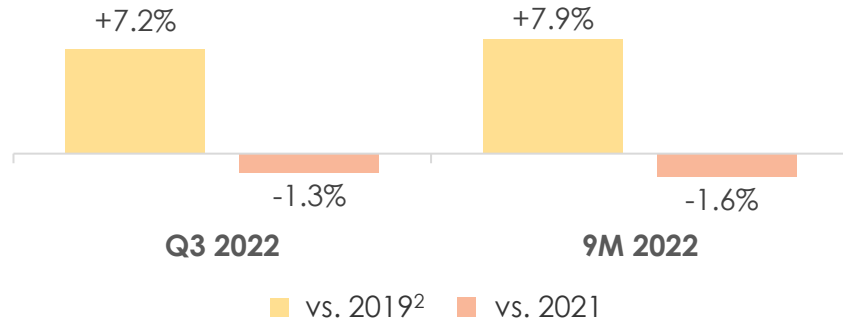


Q3 2022 REVENUE

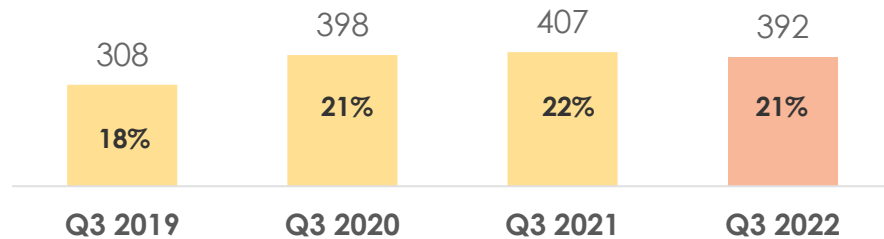
FNAC DARTY

GOOD RESILIENCE OF Q3 2022 REVENUE

Group LFL¹ revenue growth evolution



Online sales remaining at a higher level than pre-covid crisis (€m)



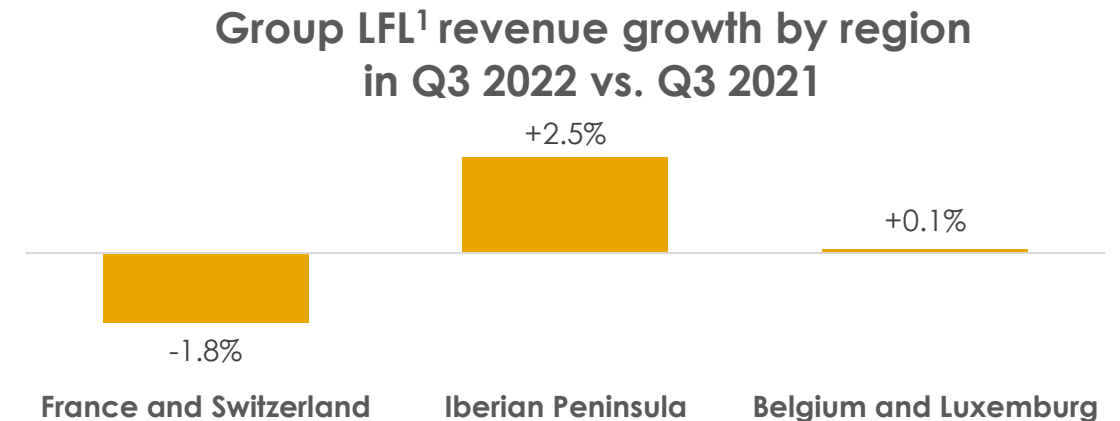
- **Q3 2022 sales at €1,849 million, stable on a reported basis** and down by -1.3% on a like-for-like basis¹ vs. Q3 2021
 - **Impact from a shift in the summer sales period in France** accounting for c. -60 bps
 - **Good performance in stores** while online sales continued to normalize and represented 21% of total sales, up +3 pts vs. pre-pandemic levels
 - **Click & Collect rate remains high at 47%** of online sales in Q3 2022
 - **Compared to the proforma 2019², Q3 sales show strong growth of +7.2%**, driven by an increase in the average checkout value
- **Q3 2022 gross margin rate stable year-on-year** excluding the dilutive technical impact of the franchise

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

² Including Nature & Découvertes on a full-year basis

Q3 2022 REVENUE BY REGION AND PRODUCT CATEGORY

- Good sales resilience in **France & Switzerland** and **Belgium & Luxembourg** regions while the **Iberian Peninsula** showed strong growth in Q3



- By product category,
 - **Appliances:** sales continued to normalize with a drop in market volumes while the average sale price continued to rise;
 - **Consumer electronics:** strong momentum in sound, photography and telephony, driven in particular by the successful launch of the iPhone 14, but offset by the decline in IT and TV in a context of high comparison basis;
 - **Editorial products:** books continued to post good growth driven by the autumn literary season and the Culture Pass as well as video and audio which were boosted by momentum in vinyl sales;
 - Growth of **services** thanks to the Darty Max roll out and the ongoing recovery of ticketing.

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

A GROUP FULLY COMMITTED TO MEET CUSTOMERS' EXPECTATIONS

The Group offers a **wide range of products and services** to meet different consumer's expectations:

- **Innovative offers** with **high-end products** (iPhone 14 or Samsung's new generation foldable smartphones)
- **Sustainable offers** through better informing customers about product reliability and reparability with the fifth edition of the After-Sales Service Barometer
- **Alternative offers to purchasing new products** through:
 - o Second life offer primarily focused on IT and large domestic appliances
 - o Repair with the continued roll-out of the Darty Max unlimited repair service
- **Specific sales events in stores:**
 - o To support new releases like 2022 Fnac Literary Awards (Prix du Roman Fnac 2022) or the Fnac Gaming Tour
 - o To target customers such as students during the back-to-school period with IT product bundles



OUTLOOK

FNAC DARTY

OUTLOOK

- The Group has successfully **outperformed its markets** since the beginning of 2022 in a context of rising inflation and pressure on purchasing power
- **Success of the Back-to-School period** supported by good supply management, making the Group confident enough to date to succeed in the upcoming key events
- For the rest of the year, the Group:
 - ✓ **Remains fully committed to ensuring a solid business execution**, in order to succeed in the usual major commercial events, as well as the Soccer World Cup
 - ✓ **Keeps focusing its efforts on optimizing its gross margin rate** thanks to:
 - A good level of product availability
 - A continuous increase in prices, particularly in the most premium products
 - A positive mix of services mainly driven by Darty Max
 - ✓ **Continues to implement solid cost control through efficient performance plans** that already offset most impacts of inflation from the beginning of the year
 - ✓ **Still targets a level of operating investments** for 2022 to be **slightly below €140 million**



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 "non-current 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.

DEFINITIONS (2/2)

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

Q1/Q2/H1 REVENUE

(€m)	Q1 2022	Change vs. Q1 2021			Q2 2022	Change vs. Q2 2021			H1 2022	Change vs. H1 2021		
		Reported	At constant FX and comparable scope of consolidation	Like-for-like		Reported	At constant FX and comparable scope of consolidation	Like-for-like		Reported	At constant FX and comparable scope of consolidation	Like-for-like
France and Switzerland	1,471	-2.3%	-2.4%	-2.8%	1,373	-0.1%	-0.2%	-0.9%	2,844	-1.2%	-1.3%	-1.9%
Iberian Peninsula	157	8.5%	8.5%	7.4%	148	5.6%	5.6%	4.9%	306	7.1%	7.1%	6.2%
Belgium and Luxembourg	154	-8.6%	-8.6%	-8.6%	126	-5.6%	-5.6%	-6.3%	279	-7.3%	-7.3%	-7.6%
Group	1,782	-2.0%	-2.1%	-2.5%	1,647	0.0%	-0.2%	-0.8%	3,428	-1.1%	-1.2%	-1.7%

FRANCE AND SWITZERLAND IN H1 2022

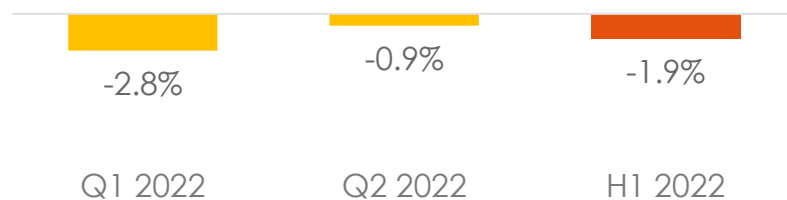
€m	H1 2021	H1 2022	Change
Revenue	2,878	2,844	-1.2%
Current operating income	32.7	16.7	-16.0

■ Resilience of sales in H1 2022

- Strong momentum in books, telephony and sound
- IT equipment and TV suffered from high comparison basis and appliances from sluggish household consumption, which penalized volumes in this market
- Nature & Découvertes showed growth in revenue yoy but is still penalized by a level of traffic that remains below the pre-crisis level
- Services performed well, driven by solid growth from Darty Max and the gradual recovery of ticketing

- **Current operating income** decreased to €17m mainly due to the impact of the PEPA bonus and the opex allocated to the rolling out of new activities during H1

H1 2022 revenue¹ change vs. H1 2021



¹ Like-for-like excludes changes in foreign exchange rates, changes in scope of consolidation, openings and closures of integrated stores

IBERIAN PENINSULA IN H1 2022

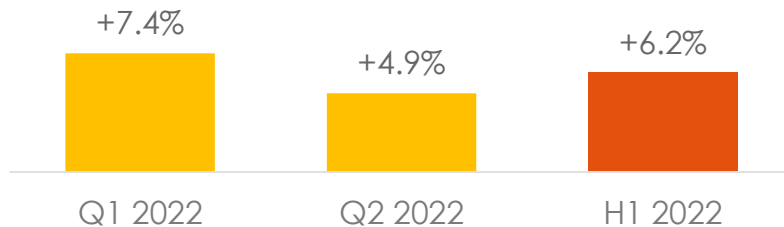
€m	H1 2021	H1 2022	Change
Revenue	285	306	+7.1%
Current operating income	-4.2	-1.9	+2.3

■ Strong revenue growth

- Significant store performance, boosted by a more favorable comparison basis due to the later end of lockdown measures in 2021
- All product categories sustained the sales growth in both countries, particularly books, telephony, photo and sound as well as services

- **Current operating income** improved by €2.3m despite an aggressive competitive environment, particularly in Spain

H1 2022 revenue¹ change vs. H1 2021



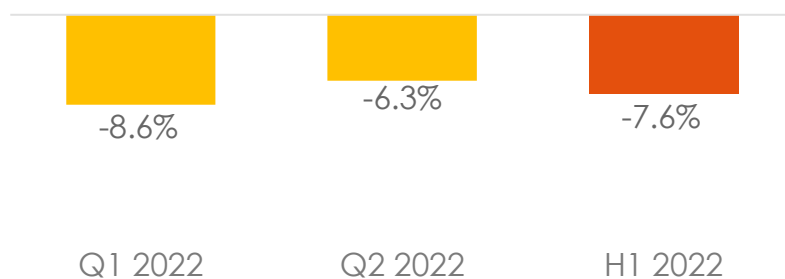
¹ Like-for-like excludes changes in foreign exchange rates, changes in scope of consolidation, openings and closures of integrated stores

BELGIUM AND LUXEMBOURG IN H1 2022

€m	H1 2021	H1 2022	Change
Revenue	301	279	-7.3%
Current operating income	5.6	3.8	-1.8

- **Revenue** decreased mainly due to lower sales volumes in domestic appliances in a context of a very high basis of comparison and particularly high level of inflation, while services posted a good performance
- However, the team's solid commercial execution enabled the region to outperform the market and post a resilient **Current operating income of €4m**

H1 2022 revenue¹ change vs. H1 2021



¹ Like-for-like excludes changes in foreign exchange rates, changes in scope of consolidation, openings and closures of integrated stores

H1 2022 GROUP FINANCIAL RESULTS

€m	H1 2021	H1 2022
Revenue	3,465	3,428
Gross margin	1,029	1,058
Costs	995	1 039
Current operating income	34	19
Non-current operating income and expenses	-3	-14
Operating income	32	5
Financial expense	-25	-18
Tax expense	-9	-3
Net income from continuing operations, Group share	1	-17
Discontinued operations	17	-0
Consolidated net income, Group share	17	-18

■ Continued tight control of operating costs

- Most of the rise in operating costs is due to the closure of some stores last year as a result of the Covid crisis, the PEPA bonus and the costs linked to the rolling out new activities
- Implementation of performance plans enabling the Group to almost entirely offset the impact of inflation
- Operating costs as a percentage of sales are slightly lower in H1 2022 than in H1 2019¹

■ Current operating income at €19m

- Roughly stable vs. H1 2021 and proforma H1 2019¹, excluding the PEPA bonus and the impact of the rolling out new activities

■ Net income from continuing operations, Group share at -€17m

¹ Including Nature & Découvertes on a full-year basis and excluding BCC

FREE CASH-FLOW GENERATION

€m	H1 2021	H1 2022
EBITDA	210	192
IFRS 16 impact	-125	-126
Non-recurring cash elements	2	2
Cash flow from operations before tax, dividends and interest	88	68
Change in working capital ¹	-581	-735
Capex	-46	-56
Tax	-38	-40
Operating free cash-flow¹	-577	-764

- **EBITDA at €192m** including the impact of IFRS 16, down by -€18m vs. H1 2021, in line with the change in current operating income
- **Operating free cash-flow¹ stands at -€764m**, mainly impacted by:
 - Unfavorable change in working capital requirements resulting in particular from advance product purchases amid sharply rising inflation and shortages of certain essential components
 - Building up inventories for the opening of 14 new Fnac shop-in-shops within Manor stores
 - Slightly higher level of capex than in H1 2021, as expected, due to the opening of the Fnac shop-in-shops in Manor

¹ Excluding IFRS 16

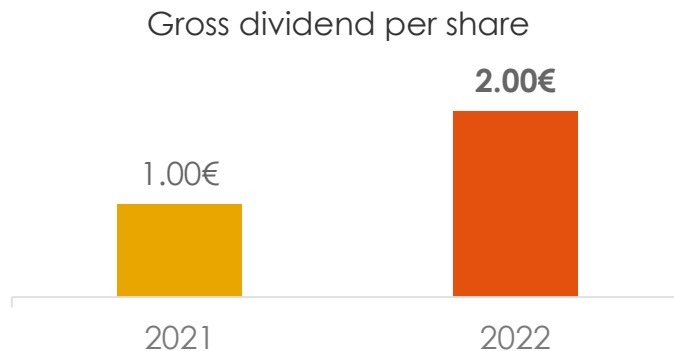
CASH FLOW STATEMENT

€m	H1 2021	H1 2022
Net Cash as at January 1	114	247
Operating free cash-flow ¹	-577	-764
Dividends paid	-1	-55
Shareholders' equity component – OCEANE bonds	21	0
Interest paid net of interest and dividends received	-17	-11
Acquisition/disposal of subsidiaries net of cash transferred	0	0
Acquisition/disposal of other financial assets (net)	2	2
Increase/decrease in equity and other transactions with shareholders	-1	-2
Cash-flow related to discontinued activities	-1	0
Others	7	-3
Change in Net Cash	-568	-832
Net Cash as at June 30	-454	-586

¹ Excluding IFRS 16

A STRONG LIQUIDITY POSITION

€m	12/31/2021	06/30/2022
Shareholders' equity	1,564	1,524
Net debt ¹	-247	586
<i>Gross debt</i>	934	936
<i>Cash & cash equivalents</i>	1,181	350
Rental debt (IFRS 16)	1,130	1,067



- **Net financial debt¹** amounted to €586 million at end of June 2022 impacted by usual seasonality of activity
- **Good cash position at €350m**, thanks to solid financial management, and a €500m revolving credit facility undrawn to date
- **Leverage² of 1.6x** at end of June 2022, in line with the Group's objective of a maximum of 2.0x²
- **Long-term credit rating upgraded to BB+** by S&P and **BBB** by Scope Ratings in H1 2022 alongside the unchanged Ba2 rating from Moody's, all with a stable outlook
- **Payment of a dividend for the second time: €2/share paid** on June 23, representing a payout ratio of c. 37%³

¹ Excluding IFRS 16

² Leverage (net debt/EBITDA) measured as at end of June with net debt excluding IFRS 16 measured as at end of June and 12-month rolling EBITDA excluding IFRS 16

³ Calculated on 2021 net income from continuing operations, Group share

BALANCE SHEET

Assets in €m	At December 31, 2021	At June 30, 2022
Goodwill	1,654	1,654
Intangible assets	528	541
Tangible assets	575	569
Rights of use relating to lease agreements	1,115	1,047
Investments in associates	1	1
Non-current financial assets	40	45
Deferred tax assets	69	61
Other non-current assets	0	0
Non-current assets	3,982	3,918
Inventories	1,104	1,136
Accounts receivable	304	192
Current tax receivables	1	5
Other current financial assets	9	7
Other current assets	378	289
Cash & cash equivalents	1,181	350
Current assets	2,978	1,979
Assets held for sale	0	0
Total assets	6,960	5,897

Equity and Liabilities in €m	At December 31, 2021	At June 30, 2022
Share capital	27	27
Reserves related to equity	971	971
Conversion reserves	-6	-5
Other reserves and net result	563	523
Equity, Group share	1,555	1,516
Equity attributable to minority interests	8	8
Equity	1,564	1,524
Long-term liabilities	932	934
Long-term leasing debt	891	831
Provisions for retirement and similar benefits	188	152
Other non-current liabilities	79	38
Deferred tax liabilities	165	165
Non-current liabilities	2,255	2,120
Short-term liabilities	2	2
Short-term leasing debt	239	236
Other current financial liabilities	9	8
Accounts payable	2,037	1,346
Provisions	31	36
Tax liabilities	8	-23
Other current liabilities	816	648
Current liabilities	3,142	2,253
Liabilities associated with assets classified as held for sale	0	0
Total liabilities and equity	6,960	5,897

STORE NETWORK

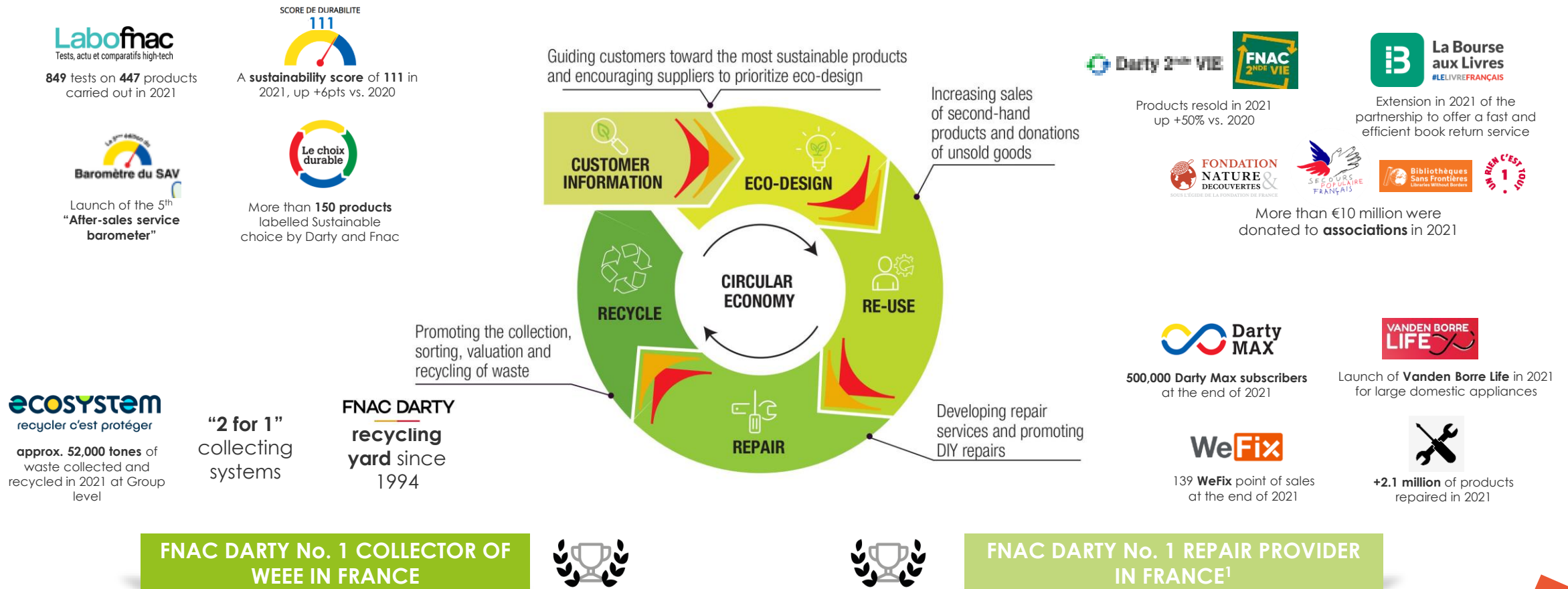
	December 31, 2021			September 30, 2022		
	Owned	Franchised	Total	Owned	Franchised	Total
France and Switzerland¹	413	385	798	411	400	811
Iberian Peninsula	69	5	74	69	5	74
Belgium and Luxembourg	85	0	85	86	0	86
Group	567	390	957	566	405	971

¹ Including 13 stores abroad: 4 in Tunisia, 1 in Congo, 1 in Cameroon, 2 in Ivory Coast, 2 in Senegal and 3 in Qatar; and 18 overseas stores. Excluding Fnac shop-in-shops in Manor stores

FNAC DARTY, A RESPONSIBLE COMPANY

FOCUS ON A STRONG COMMITMENT TOWARD A MORE CIRCULAR ECONOMY

A strong commitment to the **circular economy** with a clear engagement in **extending product durability** through a **unique service proposal**

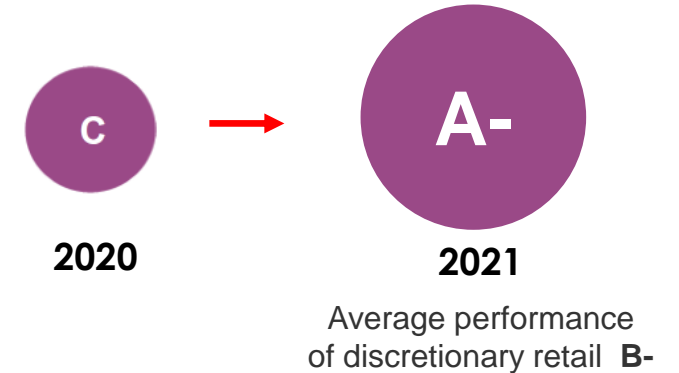


¹ OpinionWay study carried out online, from December 15 to 16, 2021, with a sample of 1,013 people representative of the French population aged 18 and over.

A RESPONSIBLE RETAILER RECOGNIZED BY EXTERNAL ESG ORGANIZATIONS

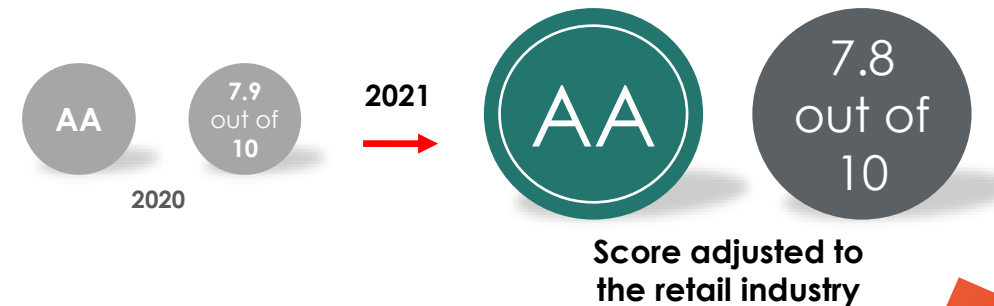
MOODY'S | ESG

CDP
DISCLOSURE INSIGHT ACTION



SUSTAINALYTICS

MSCI
ESG RATINGS



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