



All you need. **With love.**

Gonesse, April 15th 2021

MANUTAN GROUP

H1 2020/2021 Turnover

The Group continues its momentum and posts growth of 5.7% (at constant exchange rates and days) over the first half of the year

€ thousands	Turnover at the end of March 2021	Turnover at the end of March 2020	Q2 2021	Q2 2020	Q1 2021	Q1 2020
Total Turnover	393 371	376 241	181 264	179 218	212 107	197 023

During Q2 2020/2021, Manutan Group's business continues its growth over the same quarter of the previous year with an increase of 1.1%, including a currency effect of -0.5% and -1.7% effect days (+ 3.4% at constant exchange rates and days, no scope effect). Turnover amounted to 181.3 million euros, compared with 179.2 million euros for the second quarter of the previous year.

The cyber-attack targeting the Group on Sunday February 21st slowed down activity for a few days, and was followed by a rapid recovery in activity from the first week of March. The impacts on the company's activity are limited.

Over the first half of 2020/2021, the Manutan Group's business remains up + 4.6% compared to the first half of the 2019/2020 financial, including a currency effect of -0.6% and a day effect of -0.5% (+5.7% at constant exchange rates and number of working days, no scope effect). Turnover stood at 393.4 million euros as of March 31st, 2021, compared to 376.2 million euros as of March 31st, 2020.

In terms of its operational areas , the Group's situation is as follows:

€ thousands	H1 2021	H1 2020	Q2 2021	Q2 2020	Q1 2021	Q1 2020
Enterprises	310 347	301 037	150 535	152 078	159 812	148 959
South	146 573	141 193	69 473	69 506	77 099	71 687
Centre	77 544	74 306	38 645	38 693	38 899	35 613
West	56 224	53 917	28 062	27 065	28 162	26 852
North	18 593	18 098	8 982	9 104	9 611	8 995
Est	11 414	13 522	5 373	7 710	6 041	5 812
Local Authorities	83 024	75 204	30 729	27 140	52 295	48 064
South	83 024	75 204	30 729	27 140	52 295	48 064
TOTAL	393 371	376 241	181 264	179 218	212 107	197 023



All you need. **With love.**

At constant scope, exchange rates and number of working days	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Exercise
Enterprises	7.5%	1.1%			4.3%
South	6.2%	1.4%			3.9%
Centre	8.7%	1.5%			5.0%
West	9.8%	8.4%			9.1%
North	4.9%	-1.6%			1.7%
Est	8.4%	-26.2%			-11.2%
Local Authorities	7.0%	16.0%			11.2%
South	7.0%	16.0%			11.2%
TOTAL	7.4%	3.4%			5.7%

The hybrid business model of the Manutan group, combining B2B e-commerce, a personalized omnichannel customer approach and the operational agility required in the current context, allows the Group to pursue its growth momentum. It is driven by all zones and divisions, except for East zone (due to an unfavourable base effect, with growth of + 30.0% in the second quarter of the previous fiscal year).

For the rest of 2020/2021 financial year, the Group continues to implement its development strategy and in particular the extension of its storage capacities and the deployment of the digital model. And will carry on actively seeking external growth targets.

About the Manutan Group

A family-run business created in 1966, Manutan is Europe's leading B2B e-commerce company and specialises in the distribution of equipment and supplies for enterprises and local authorities.

Its vast range of carefully selected products and services is one of the largest offerings in Europe. This enables the company to meet all of its client's needs and help them reduce their indirect purchase costs.

With 26 subsidiaries established in 17 countries in Europe, the Group has more than 2,100 employees and a turnover of 780 million euros in 2019/2020. Manutan France was awarded Best Workplaces by Great Place to Work in 2021.

Manutan International est une société cotée sur Euronext Paris – compartiment B - ISIN : FR0000032302-MAN.

www.manutan.com

Next publication (subject to change):
 Publication of results for the H1 2020/2021 on June 15, 2021
 (after market closure)
 (and not May 26, 2021 as initially planned)

Find on our website the indicative calendar for publishing the figures for the 2020/2021 financial year, updated without notice for modification of a change in dates:

<https://www.manutan.com/fr/accueil/investisseurs/agenda>