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Gonesse, July 15th, 2021

MANUTAN GROUP
Turnover Q3 2020/2021

The Group consolidates its growth momentum with an increase of 8.9% in the third quarter compared to the same quarter of the previous year

In thousands of euros	Turnover at the end of June 2021	Turnover at the end of June 2020	Q3 2021	Q3 2020	Q2 2021	Q2 2020	Q1 2021	Q1 2020
Total turnover	594 196	560 698	200 825	184 458	181 264	179 218	212 107	197 023

In Q3 2020/2021, the activity of the Manutan group grew by +8.9% (+5.6% at constant exchange rates and number of working days, with a currency effect of +0.8% and a day effect of +2.6%). This growth is supported by the Local Authorities division, which grew by + 18.4% (+14.2% on a constant number of working days) as well as by the Enterprises division which posted growth of +6.5% (+3.3% at changes and constant number of working days).

Since the beginning of the fiscal year until the end of the Q3 2020/2021, the cumulative Turnover of Manutan Group was up 6.0% (+5.6% at constant exchange rates and number of working days) compared to the same period of the 2019/2020 financial year. Turnover stood at 594.2 million euros at June 30, 2021 against 560.7 million euros at June 30, 2020.

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

In thousands of euros	Turnover at the end of June 2021	Turnover at the end of June 2020	Q3 2021	Q3 2020	Q2 2021	Q2 2020	Q1 2021	Q1 2020
Enterprises	467 386	448 503	157 038	147 466	150 535	152 078	159 812	148 959
South	219 826	216 478	73 254	75 285	69 473	69 506	77 099	71 687
Centre	115 647	107 754	38 103	33 448	38 645	38 693	38 899	35 613
West	86 102	78 500	29 878	24 583	28 062	27 065	28 162	26 852
North	28 510	26 995	9 917	8 897	8 982	9 104	9 611	8 995
East	17 301	18 776	5 887	5 253	5 373	7 710	6 041	5 812
Local Authorities	126 811	112 196	43 787	36 992	30 729	27 140	52 295	48 064
South	126 811	112 196	43 787	36 992	30 729	27 140	52 295	48 064
TOTAL	594 196	560 698	200 825	184 458	181 264	179 218	212 107	197 023



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At constant exchange rates and days, and on a like-for-like basis	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	Financial Year
Enterprises	7.5%	1.1%	3.3%		4.0%
South	6.2%	1.4%	-5.7%		0.6%
Centre	8.7%	1.5%	12.1%		7.2%
West	9.8%	8.4%	18.2%		11.9%
North	4.9%	-1.6%	4.1%		2.5%
East	8.4%	-26.2%	7.0%		-6.2%
Local Authorities	7.0%	16.0%	14.2%		12.3%
South	7.0%	16.0%	14.2%		12.3%
TOTAL	7.4%	3.4%	5.5%		5.6%

All of the Group's operational areas are growing, except the South area of the Enterprises division. It should be noted that the third quarter of the 2019/2020 financial year had been particularly affected by the first lock-down related to Covid crisis:

- For Local Authorities division, Turnover was adversely impacted due to school closures.
- In the South area of the Enterprises division, exceptional COVID related products sales had on the contrary supported the growth in turnover.

The Group's priorities for the rest of the 2020/2021 financial year remain focused on the implementation of its development strategy, in particular the extension of its storage capacities and the deployment of the digital model. The Group 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 and IronmongeryDirect were awarded Best Workplaces by Great Place to Work in 2021.

Manutan International is listed on Euronext Paris – Compartment B - ISIN: FR0000032302-MAN.

www.manutan.com

Next publication: Publication of the Turnover for Q4 2020/2021 scheduled for October 14th, 2021 (after market closure)