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Gonesse, October 14th 2021

MANUTAN GROUP
Turnover Q4 2020/2021 : continued growth dynamics
A record of € 820 million for the entire 2020/2021 financial year

In thousands of euros	Turnover at the end of September 2021	Turnover at the end of September 2020	Q4 2021	Q4 2020	Q3 2021	Q3 2020	Q2 2021	Q2 2020	Q1 2021	Q1 2020
Total turnover	819 874	779 705	225 678	219 007	200 825	184 458	181 264	179 218	212 107	197 023

Over the 2020/2021 fiscal year, the Manutan Group's Turnover amounted to € 819.9 million compared to € 779.7 million previous fiscal year, an increase of +5.2% (+4.7% at constant exchange rates and number of working days, with a currency effect of +0.1% and a day effect of +0.3%, no scope effect).

During Q4 2020/2021, the Manutan Group's business has grown by +3.0% compared to the same quarter of fiscal year 2019/2020. This increase amounted to +2.4% at constant exchange rates and number of working days (with a currency effect of +0.69% and a day effect of -0.02%). Turnover therefore stood at € 225.7 million compared to € 219.0 million for the fourth quarter of the previous year.

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

€ thousands	Turnover at the end of September 2021	Turnover at the end of September 2020	Q4 2021	Q4 2020	Q3 2021	Q3 2020	Q2 2021	Q2 2020	Q1 2021	Q1 2020
Enterprises	620 972	593 705	153 586	145 202	157 038	147 466	150 535	152 078	159 812	148 959
South	289 200	284 905	69 374	68 427	73 254	75 285	69 473	69 506	77 099	71 687
Centre	154 424	143 552	38 777	35 799	38 103	33 448	38 645	38 693	38 899	35 613
West	116 806	106 454	30 704	27 954	29 878	24 583	28 062	27 065	28 162	26 852
North	37 024	35 160	8 514	8 165	9 917	8 897	8 982	9 104	9 611	8 995
East	23 517	23 634	6 216	4 858	5 887	5 253	5 373	7 710	6 041	5 812
Local Authorities	198 903	186 000	72 092	73 805	43 787	36 992	30 729	27 140	52 295	48 064
South	198 903	186 000	72 092	73 805	43 787	36 992	30 729	27 140	52 295	48 064
TOTAL	819 874	779 705	225 678	219 007	200 825	184 458	181 264	179 218	212 107	197 023



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At constant exchange rates and on a like-for like basis	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Financial Year
Enterprises	+7.5%	+1.1%	+3.3%	+4.8%	+4.2%
South	+6.2%	+1.4%	-5.7%	+1.4%	+0.8%
Centre	+8.7%	+1.5%	+12.1%	+8.3%	+7.5%
West	+9.8%	+8.4%	+18.2%	+5.1%	+10.1%
North	+4.9%	-1.6%	+4.1%	+2.5%	+2.5%
East	+8.4%	-26.2%	+7.0%	+27.9%	+0.9%
Local Authorities	+7.0%	+16.0%	+14.2%	-2.3%	+6.5%
South	+7.0%	+16.0%	+14.2%	-2.3%	+6.5%
TOTAL	+7.4%	+3.4%	+5.5%	+2.4%	+4.7%

- All the areas of the Enterprises division are growing in the fourth quarter. This growth is driven by a very strong dynamic of animation and extension of all product ranges, with the exception of sales of Covid products, which are mechanically in sharp decline.
- The business of the Local Authorities division fell slightly in the fourth quarter mainly due to a one-off delay in deliveries, the level of orders remaining solid and in line with our expectations.

As the Group's fundamental strengths remain solid, its priorities remain focused on pursuing its growth dynamic and implementing its development strategy. This desire is reflected in particular in the expansion of its storage capacities and the deployment of its hybrid business model. This model combines e-commerce, a personalized omnichannel customer approach and the operational agility required in the current context. 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 Annual results 2020/2021
scheduled for December 2nd 2021 (after market closure)