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Gonesse, October 13th, 2022

MANUTAN GROUP

Turnover Q4 2021 /2022

A growing financial year 2021/2022 with turnover of 906.5 million euros

In thousands of euros	Turnover at the end of September 2022	Turnover at the end of September 2021	Q4 2022	Q4 2021	Q3 2022	Q3 2021	Q2 2022	Q2 2021	Q1 2022	Q1 2021
Total turnover	906 456	819 874	235 299	225 678	231 461	200 825	214 099	181 264	225 596	212 107

Over financial year 2021/2022, the Manutan Group's turnover amounted to €906.5 million compared to €819.9 million the previous financial year, representing an increase of +10.6% (+9.8% at constant exchange rates and days, with an exchange rate effect of +0.6% and a day effect of +0.2%).

During Q4 2021/2022, the Group's business grew by +4.3% compared with the same quarter of the 2020/2021 financial year. This rise in the turnover stood at +5.4% at constant exchange rates and days (with a currency effect of -0.1% and a day effect of -1.2%). Overall, turnover reached €235.3 million, compared with €225.7 million in the previous year.

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

In thousands of euros	Turnover at the end of September 2022	Turnover at the end of September 2021	Q4 2022	Q4 2021	Q3 2022	Q3 2021	Q2 2022	Q2 2021	Q1 2022	Q1 2021
Enterprises	706 631	620 972	171 206	153 586	178 043	157 038	182 265	150 535	175 118	159 812
South	329 800	289 200	78 205	69 374	83 400	73 254	85 984	69 473	82 210	77 099
Centre	180 977	154 424	44 733	38 777	45 639	38 103	46 285	38 645	44 320	38 899
West	125 703	116 806	31 811	30 704	30 934	29 878	32 235	28 062	30 723	28 162
North	40 927	37 024	9 215	8 514	10 341	9 917	10 680	8 982	10 690	9 611
East	29 225	23 517	7 242	6 216	7 729	5 887	7 080	5 373	7 174	6 041
Local Authorities	199 825	198 903	64 094	72 092	53 418	43 787	31 835	30 729	50 479	52 295
South	199 825	198 903	64 094	72 092	53 418	43 787	31 835	30 729	50 479	52 295
TOTAL	906 456	819 874	235 299	225 678	231 461	200 825	214 099	181 264	225 596	212 107



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At constant exchange rates and on a like-for like basis	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Financial Year
Enterprises	+8.1%	+17.9%	+13.8%	+12.4%	+13.0%
South	+6.5%	+21.9%	+14.3%	+13.6%	+13.9%
Centre	+13.8%	+16.3%	+20.2%	+15.9%	+16.5%
West	+2.3%	+9.4%	+3.4%	+4.6%	+4.9%
North	+5.9%	+17.7%	+6.5%	+10.4%	+9.9%
East	+21.0%	+22.2%	+30.2%	+19.1%	+22.9%
Local Authorities	-3.9%	+1.3%	+22.0%	-9.7%	-0.1%
South	-3.9%	+1.3%	+22.0%	-9.7%	-0.1%
TOTAL	+5.1%	+15.1%	+15.6%	+5.4%	+9.8%

- In comparison with the previous year, all the Enterprise Division's areas reported growth in the Q4. This growth was driven in particular by the dynamic momentum of the animation and expansion of all product offerings;
- The activity of the Local Authorities division in the Q4 was down compared with financial year 2020/2021, mainly because deliveries were brought forward to the Q3. For the year overall, performance was consistent with the previous financial year.

Given the current inflationary and uncertain context, the Group will devote its best efforts to mitigating any impacts, all while remaining focused on the implementation of its development strategy. This strategy will notably involve expanding its offering of responsible products and services, its storage capacities, as well as strengthening its hybrid business model, combining digital, personalized omnichannel customer approach and operational agility that is necessary in the current context.

About the Manutan Group

A family-run business created in 1966, Manutan is one of Europe's leading B2B e-commerce companies specialized in the distribution of equipment and supplies, thanks to a model that allies the strengths of digital to a human ambition.

Its vast range of carefully selected products and services enables its customers – be they in the private sector, the public sector, or the trade – to operate efficiently and sustainably on a daily basis, along with the implementation of a purchasing optimization strategy.

With 27 subsidiaries established in 17 countries in Europe, the Group has more than 2,200 employees and a turnover of 820 million euros in 2020/2021. Manutan France is awarded Best Workplaces 2022 and 9 other subsidiaries among the Group are certified Great Place to Work.

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

www.manutan.com

Next publication: Publication of the Annual results 2021/2022:
scheduled for December 1st 2022 (after market closure)