

## COMPANY FACT SHEET

(STATUS: JUNE 2021)

### COMPANY PROFILE

- CECONOMY is the leading Consumer Electronics platform in Europe
- 2 iconic brands: MediaMarkt and Saturn
- Successful omnichannel model with multiple online and physical (>1,000 stores) touchpoints
- Core markets in Germany, Austria, Spain, Italy, the Netherlands and Turkey
- Market leadership in 6 countries
- 2.4 billion customer touchpoints per year
- Strong and loyal customer base with 23 million loyalty club members
- Unmatched Services & Solutions offering throughout the customer journey
- 162 €bn market opportunity in FY 22/23 in CECONOMY's home countries

### MANAGEMENT BOARD

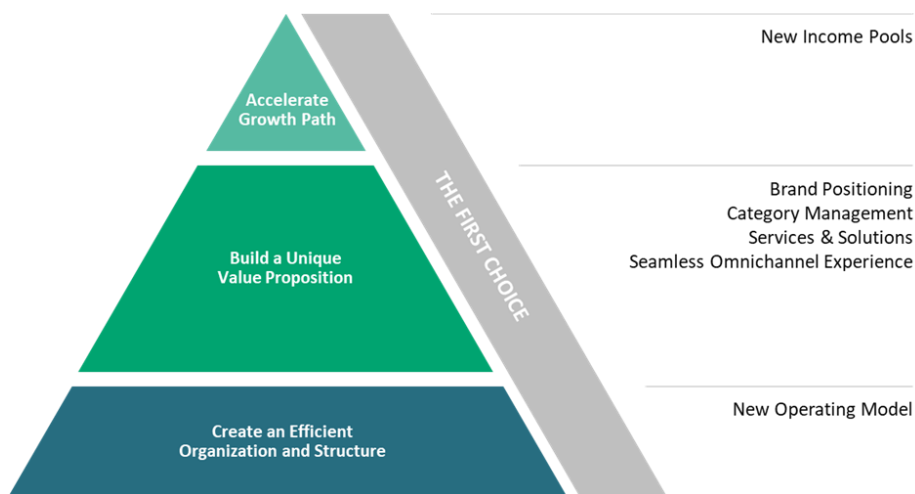


**Dr Bernhard Düttmann**  
CEO  
(before: Tesa, Lanxess, Beiersdorf)



**Florian Wieser**  
CFO  
(before: MediaMarktSaturn, Metro Group)

### OUR STRATEGY ROADMAP GOING FORWARD



### FINANCIAL AMBITION FOR FY 22/23

- Market share gains
- Group sales<sup>1</sup> >22 €bn
- Adj. EBIT<sup>2</sup> margin of 2.5 – 2.7%
- Gross margin uplift
- Return to normalized CAPEX level of 1.5%
- Positive FCF development

### INVESTMENT THESIS

- We operate in an attractive market fuelled by innovation and increasing demand for solutions.
- We are the leading category authority with great assets to succeed in the omnichannel world.
- We have the right platform to expand into new income and accelerate our growth path.
- We have a sizeable EBIT improvement potential over a tangible time horizon.

<sup>1</sup>Adj. for portfolio change effects.

<sup>2</sup>Adj. for portfolio changes, excl. non-recurring effects and associates.

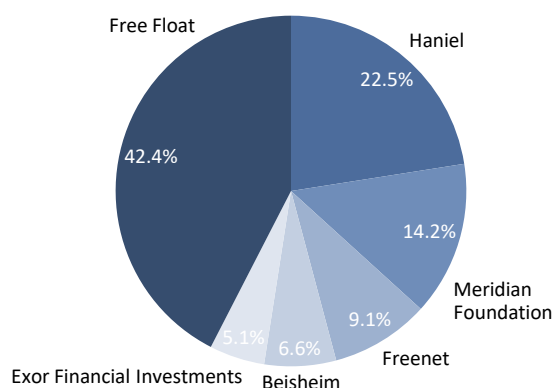
## CECONOMY IN FIGURES

€m	FY 18/19	FY 19/20
<b>Sales</b>	<b>21,455</b>	<b>20,831</b>
Sales development <sup>1</sup>	0.8%	-1.8%
Online sales	2,935	4,203
Online sales share	13.7%	20.2%
Services & Solutions sales	1,229	1,129
Services & Solutions sales share	5.7%	5.4%
<b>Adj. EBIT<sup>2</sup> excl. associates</b>	<b>403</b>	<b>236</b>
<b>Adj. EBIT<sup>2</sup> margin excl. associates</b>	<b>1.9%</b>	<b>1.1%</b>
Net result	121	-237
EPS (€)	0.34	-0.66
Free Cash Flow	-1,283 <sup>3</sup>	983
Net Working Capital	-1,023 <sup>3</sup>	-1,256
Number of stores	1,042	1,023
Total selling space (thousand m <sup>2</sup> )	2,746	2,661
Workforce by full-time equivalents <sup>4</sup>	50,451	46,186

## STOCK FUNDAMENTALS

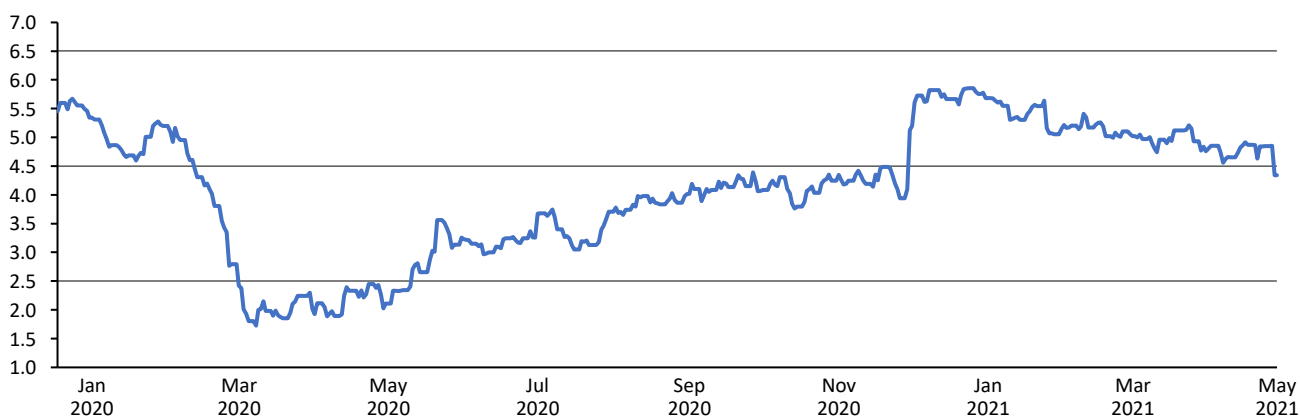
ISIN ord. / pref. shares	DE0007257503 / DE0007257537
Code number ord. / pref. shares	725750 / 725753
Ticker	CEC
Sector	Retail
Index	SDAX, STOXX EU 600 Retail
Segment	Prime Standard
No. of ord. shares	356,743,118
No. of pref. shares	2,677,966

## SHAREHOLDER STRUCTURE<sup>5</sup>



## SHARE CHART

Share Price in € (Ordinary Shares; XETRA)



### Contact

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### Investor Relations

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