

**CECONOMY**

We empower life in the digital world

# CECONOMY

## Europas führende Consumer Electronics Plattform

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Juli 2017

# #Independence

JULI

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11 12 13 14 15 16 17  
18 19 20 21 22 23 24  
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Unabhängig, fokussiert, klar

#Independence

13-07  
2017

# CECONOMY: Europas führende Consumer-Electronics-Plattform

UNABHÄNGIG

FOKUSSIERT

KLAR



FREE CASH FLOW WIRD KOMPLETT  
IN CECONOMY INVESTIERT

VOLLE KONZENTRATION DES  
MANAGEMENTS AUF CECONOMY

TRANSPARENT UND LEICHT  
VERSTÄNDLICH

# CECONOMY auf einen Blick

- // € 22 Mrd. Umsatz und >€ 700 Mio. EBITDA
- // € 2 Mrd. Online-Umsatz und >€ 1,3 Mrd. Erlöse im Dienstleistungsgeschäft
- // 2 starke Marken: MediaMarkt und Saturn
- // Marktführer in 9 europäischen Ländern
- // 1.000+ Märkte, multichannel-fähig und digital optimiert
- // 65.000 Mitarbeiter in Europa
- // Nettoliquidität von mehr als € 700 Mio.
- // Investmentgrade-Rating bestätigt:  
Baa3/Stable (Moody's), BBB-/Stable  
(Scope)

**€ 22 Mrd.**  
**Konzernumsatz**

**€ 719 Mio.**  
**EBITDA**

**€ 2 Mrd.**  
**Online-Umsatz**

**€ 1,3 Mrd.**  
**Umsatz im Dienstleistungsgeschäft**

# CECONOMY ist bereit für die Unabhängigkeit und gut aufgestellt für alle Phasen der Transformation im Consumer-Electronics-Sektor

## Rationalisierung

Aktives Management der Länder-, Marken- und Ladenportfolios; wettbewerbsfähige Kostenbasis

## Digitalisierung

Digitalisierung hat das Kundenverhalten verändert, beeinflusst die Geschäftsprozesse und ermöglicht neue Geschäftsmodelle

## Konsolidierung

Der fragmentierte Markt lässt Raum für Konsolidierung auf regionaler, nationaler und internationaler Ebene

## Transformation

Entwicklung von Geschäftsmodellen mit Fokus auf der zentralen Frage: Was können wir für unsere Kunden tun?

CECONOMY heute

# Die mittelfristigen Ziele von CECONOMY

## WESENTLICHE KENNZAHLEN

2015/16

Mittelfristziele

Umsatz <sup>1</sup>	€ 22 Mrd.		> 3% CAGR
EBITDA-Rendite <sup>2</sup>	3,3%		In Richtung 5%
Investitionen <sup>3</sup>	1,5% <sup>6</sup> des Umsatzes (2,0% des Umsatzes inkl. DSL)		1,5% des Umsatzes
FCF-Umwandlung <sup>4</sup>	44%		60 – 70%
Dividende	N.M.		45 – 55% in % vom Ergebnis je Aktie <sup>5</sup>

<sup>1</sup> Währungsbereinigt vor Portfolioeffekten. CAGR = Compound Annual Growth Rate. <sup>2</sup> Vor Sondereffekten. <sup>3</sup> Cash-Investitionen. <sup>4</sup> Free Cash Flow -Umwandlung definiert als EBITDA abzüglich Cash-Investitionen plus/minus Veränderungen im Nettovermögen geteilt durch EBITDA; 2015/16 EBITDA vor Sondereffekten, auf Basis der berichteten Segment-Investitionen und bereinigt um Veränderungen im Nettovermögen. <sup>5</sup> Berichtetes Ergebnis je Aktie. <sup>6</sup> Bereinigt um einmalige Investitionen in Digital Shelf Labels (DSLs).

# Künftige Entwicklung: Werttreiber und Grundbedingungen



- #1 Online, Mobil, Märkte
- #2 Services & Lösungen
- #3 Kundendaten/ CRM
- #4 Selektive Expansion
- #5 Category Management, Pricing, Lieferkette



- #6 Portfolio
- #7 Wettbewerbsfähige Kostenbasis
- #8 Net Working Capital
- #9 Kulturelle Transformation
- #10 Digitales & Technologie-führerschaft

# CECONOMY – ein attraktives Investment

#1	#2	#3	#4
CECONOMY TREIBT KONSOLIDIERUNG UND TRANSFORMATION EINES DYNAMISCHEN SEGMENTS VORAN	CECONOMY IST MARKTFÜHRER HINSICHTLICH MULTICHANNEL- FÄHIGKEIT UND GRÖSSE	CECONOMY VERFÜGT ÜBER EINE STARKE FINANZPOSITION	CECONOMY HAT POTENZIAL FÜR EINE STEIGERUNG VON PROFITABILITÄT UND FREE CASHFLOW

# Der Aktienkurs: Einflussfaktoren und voraussichtliche Entwicklung

1

**Die künftige CECONOMY wird weiterhin im MDAX gelistet sein.**

2

**Unmittelbar nach der Aufspaltung rechnen wir mit überdurchschnittlich volatilen Kursen.**

// Die Marktkapitalisierungen der beiden börsennotierten Unternehmen dürften jeweils geringer sein als zuvor.

// Bis zur Aufteilung war die CECONOMY die börsennotierte Holding der METRO GROUP.

// Das Großhandels- und Lebensmitteleinzelhandelsgeschäft wurde auf die neue METRO übertragen.

// Dieser Teil des Unternehmens umfasst rund 60 Prozent des Umsatzes der bisherigen METRO GROUP.

3

**Innerhalb der ersten Handelstage dürfte sich der Kurs einpendeln.**

4

**Die starke Marktposition der CECONOMY in Europa und die damit verbundenen erheblichen Wertsteigerungspotenziale werden sich in positiven Kurserwartungen widerspiegeln.**

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