

FY 2022/23 GUIDANCE DELIVERED: SOLID SALES DEVELOPMENT ABOVE PREVIOUS YEAR, VERY STRONG INCREASE IN PRELIMINARY ADJUSTED EBIT

Düsseldorf, 26 October 2023

- Total sales in FY 2022/23 grew by +4.7%¹ vs. previous year to €22.2 bn with Q4 2022/23 sales increase of +2.4%¹ vs. previous year.
- Very strong increase in adjusted EBIT² for FY 2022/23 to around €240 million compared to €208 million in FY 2021/2022.
- Well positioned to achieve mid-term adjusted EBIT³ target.
- Substantial improvement in Net Promoter Score (NPS) by 3 points to 53 for FY 2022/23.

Comments from Dr Karsten Wildberger, CEO of CECONOMY AG

"We have made significant progress in the past financial year, as evidenced by our strong performance in 2022/23. We have made significant improvements in all key strategic areas. These include technology, supply chain and store transformation, to name a few. This is resonating well with our customers, as reflected in our continued increase in NPS.

For FY 2022/23, we have not only delivered solid year-on-year sales growth versus a soft market, but also a very strong year-on-year increase in preliminary adjusted EBIT, in line with the medium-term commitments we made at the Capital Markets Day. Our disciplined cost and margin management as well as service growth have strengthened both our profitability and resilience. We've transformed our business to be more agile and adaptable to respond quickly to an uncertain market environment.

With strong product availability and well-planned marketing campaigns, we anticipate the first quarter with confidence."

¹ Preliminary and unaudited, adj. for currency and portfolio change effects, pre IAS 29.

² Preliminary and unaudited, excl. associates, adj. for portfolio changes (Sweden, Portugal), pre IAS 29 and excl. non-recurring effects.

³ Excl. associates, adj. for portfolio changes (Sweden, Portugal), pre IAS 29 and excl. non-recurring effects.

TRADING STATEMENT Q4/FY 2022/23

FY 2022/23 preliminary results

- **Sales** reached €22.2 bn, up by +4.7%¹ yoy (+4.3% on a like-for-like basis).
- **Product categories:** Solid performance for entertainment products, particularly gaming consoles. Resilient performance for white goods, mobile phones and continued weak demand for brown goods (TV).
- **Preliminary adjusted EBIT²** came in at around €240 m, representing a very strong increase in line with the guidance.

Preliminary FY sales development

	FY 2021/22	Sales (€m) FY 2022/23	Change FY 2022/23	Currency effects FY 2022/23	Sales adjusted for currency and portfolio change effects FY 2022/23	Like-for-like sales (local currency) FY 2022/23
Group sales pre IAS 29	21,688	22,236	2.5%	-1.6%	4.7%	4.3%
IAS 29 effect	80	6				
Reported Sales	21,768	22,242	2.2%			

Q4 2022/23 preliminary results

- **Sales** increase of +2.4%¹ (+1.7% on a like-for-like basis) impacted by dampened consumer sentiment in most countries and a softer back to school period.
- **Product categories:** High demand for entertainment products, particularly for gaming consoles. Soft demand for brown goods (TV).
- **Preliminary adjusted EBIT²** largely unchanged year-on-year.

Q4 Preliminary sales development

	Q4 2021/22	Sales (€m) Q4 2022/23	Change Q4 2022/23	Currency Effects Q4 2022/23	Sales adjusted for currency and portfolio change effects Q4 2022/23	Like-for-like sales (local currency) Q4 2022/23
Group sales pre IAS 29	5,223	5,072	-2.9%	-3.7%	2.4%	1.7%
IAS 29 effect	14	275				
Reported Sales	5,237	5,347	2.1%			

¹ Adj. for currency and portfolio change effects, pre IAS 29.

² Excl. associates, adj. for portfolio changes (Sweden, Portugal), pre IAS 29 and excl. non-recurring effects.

TRADING STATEMENT Q4/FY 2022/23

APPENDIX

Store network

The table reflects the strategic adjustment of MediaMarktSaturn's store portfolio with 39 store closures due to the portfolio changes (Portugal and Sweden), the overall trend indicates growth and strengthening in our market presence.

	30/06/2023	Openings Q4 2022/23	Closures Q4 2022/23	30/09/2023	30/09/2022	Openings FY 2022/23	Closures FY 2022/23	30/09/2023
Germany	398	1	-1	398	399	4	-5	398
Austria	54	0	0	54	52	2	0	54
Switzerland	25	0	0	25	25	0	0	25
Hungary	36	3	0	39	36	3	0	39
DACH	513	4	-1	516	512	9	-5	516
Belgium	22	0	0	22	23	0	-1	22
Italy	123	2	0	125	122	4	-1	125
Luxembourg	2	0	0	2	2	0	0	2
Netherlands	48	0	0	48	49	0	-1	48
Portugal	10	0	-10	0	10	0	-10	0
Spain	109	1	0	110	107	4	-1	110
Western/Southern Europe	314	3	-10	307	313	8	-14	307
Poland	81	0	-1	80	81	0	-1	80
Türkiye	94	1	0	95	89	6	0	95
Eastern Europe	175	1	-1	175	170	6	-1	175
Sweden	29	0	-29	0	29	0	-29	0
Others	29	0	-29	0	29	0	-29	0
CECONOMY	1,031	8	-41	998	1,024	23	-49	998

Financial calendar

Q4/FY 2022/23 results	Monday	18 December 2023
Q1 2023/24 results	Friday	9 February 2024
Annual General Meeting	Wednesday	14 February 2024
Q2/H1 2023/24 results	Wednesday	15 May 2024
Q3/9M 2023/24 results	Wednesday	14 August 2024

TRADING STATEMENT Q4/FY 2022/23

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