

It gives us great pleasure to share Manutan's corporate presentation with you.

It features 18 slides that you can use to present the Manutan Group.

If you decide to opt for a short presentation, we would advise you to only use slides 2 to 12.

Happy presenting!





Manutan

A European leader in BtoB e-commerce



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A family-run business with a European-wide footprint

Organised into three divisions

Nearly 60 years of success in a few figures

1M

customers

4,000

suppliers

2,415

employees

€1.03bn

revenue
in 2024/25

13

logistics sites

i.e. 220,000 m²

+850,000

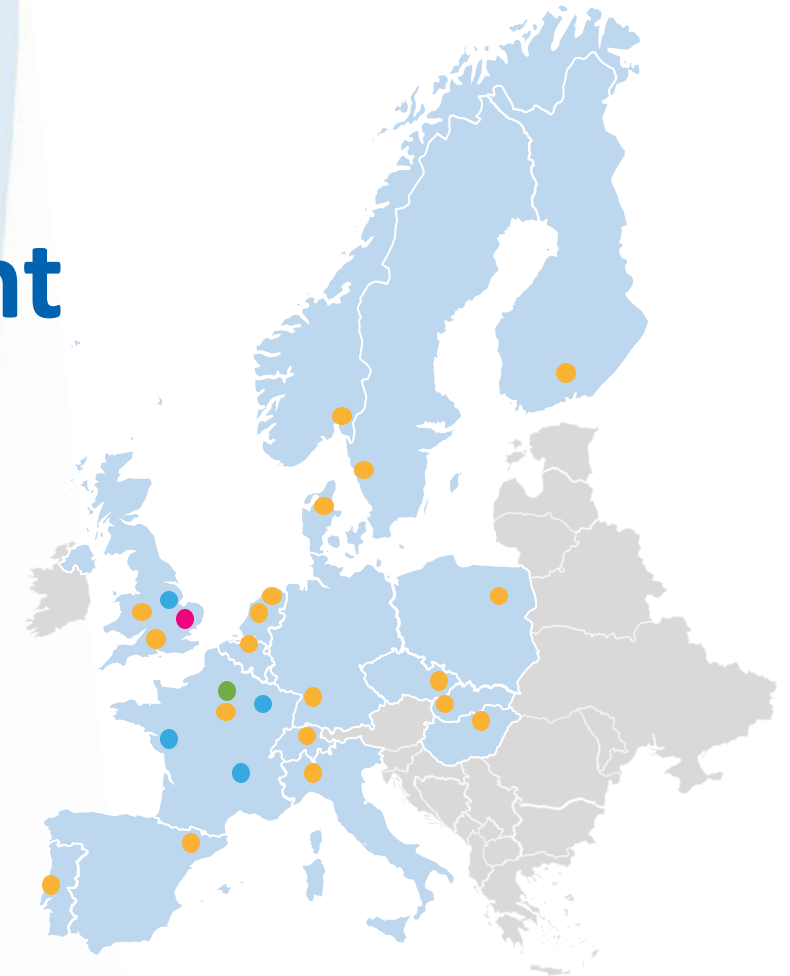
products

17

countries

25

subsidiaries



- Enterprise Division
- Local Authorities Division
- Traders Division
- Manutan International

Enterprising for a better World

By building a sustainable BtoB model where all our stakeholders can develop and progress



To achieve our ambitions, we keep a close eye on **six key performance indicators**, including four specific to our ecosystem



Turnover
Total sales



Operating income
Company profitability



With Love Customers
Satisfaction of our customers



With Love Suppliers
Relations with our suppliers



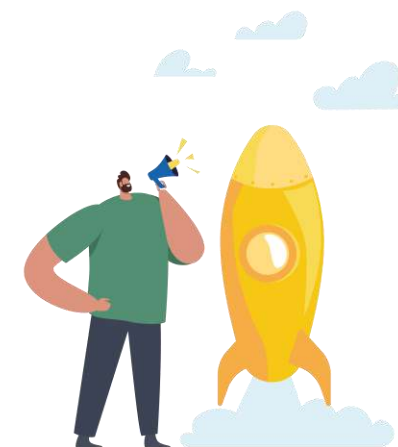
With Love Planet
Reduction in our CO₂ emissions*



With Love Employees
Employee experience

Our history

Some key dates...



1966

Manutan, France's first mail-order company for industrial equipment, is **founded by André and Jean-Pierre Guichard**

1973

The company begins its European expansion strategy by **acquiring "Key"** in the United Kingdom

2000

The company opens its first **e-commerce platforms**

2007

Revenue reaches **€500 million**, with **25%** from online sales

2011

Manutan opens its **European Centre in Gonesse** (France), symbolising the Group's determination to improve social commitment while developing business as well as its human and environmental vision.

2013

The Group divides its organisational structure into **three divisions: Enterprises, Local Authorities and Traders.**

2019

Manutan **acquires Kruizinga**, heralding a major shift towards a more circular business model

2021

Manutan inaugurates **two ultra-automated logistics hubs** at the **Papeteries Pichon** site and its head office in **Gonesse**

2024

Manutan **acquires Findel** and forges its status as **Europe's leading** retailer of educational equipment and supplies

Creation of its **Circular Hub**, integrated reuse center dedicated to used professional furniture

Revenue reaches **€1.01 billion**, with **65%** from online orders

2026

18 subsidiaries across the Group obtain **Great Place to Work®** certification

Our culture

At Manutan, we like...



Relationships and Care

Listen to others and speak **as equals**

Share **constructive feedback**

Celebrate victories and build a strong **team spirit**



Performance and Continuous improvement

Keep things **simple**

Commit to **ambitious goals**, striving to surpass both them and ourselves

Continually **learn and develop**



Technology and data

Combine the **strengths of both digital and human resources**

Rely on **data** to make decisions

Use **technology** for the benefit of all



Customers and Entrepreneurship

Innovate and **care for our customers**

Explore new opportunities

Challenge ourselves to go faster and further!

Satisfying our customers every day

Our customers, whether businesses, local authorities or traders, **face a number of challenges** in delivering their purchasing strategy.



Digitisation



Security



Save money



Social
responsibility



Reliability



Compliance



Regulations

To provide our customers with effective long-term support, we provide **a one stop shop for products and services.**



Alliance model

To maximise value for our customers

ALL YOU NEED

An extensive and digitised range of products and services



WITH LOVE

All the power of close customer relationships

Our advanced purchasing solutions

Advanced e-procurement solutions, procurement optimisation (Savin'side®, CSR 360) and bespoke product offer



Our value added-services

Sales force for personalised advice and contractualised relationship, project expertise, quotation and supply chain services, product collection and reuse, Product Environmental Impact Score



Our foundations

Extensive product offer (+ 850,000 references), responsible range (nearly 100,000 sustainable references* and second-hand offer), owned brands with great value for money, quick and effective web platforms, supply chain excellence



Bespoke expertise

for all our customers in the three divisions



Enterprises

Manutan: the promise of "Well-Working" and streamlining long-tail purchases through a range of general-purpose products and complementary services.

Kruizinga, Rapid Racking: specialising in specific product families.



Local Authorities

Manutan Collectivités: products and services for the world of education.

Casal Sport: sports equipment and materials

Papeteries Pichon: school supplies and books, educational equipment and materials.

Findel Education: school and educational equipment



Traders

IronmongeryDirect: ironmongery products for the building trades.



Cutting-edge logistics

same-day/next-day deliveries

13

logistics sites

220,000 m²

of storage capacity

110,000

products in stock

15,000

orders sent every day

Our warehouses are equipped with the latest technologies, including cutting-edge automation systems and equipment to guarantee:



Together, let's actively contribute towards



A better planet

By engaging our value chain and leading it towards zero environmental impact.

FRET21 commitment, installation of solar panels, fleet of hybrid and electric vehicles



A better society

By embarking all our stakeholders and providing an inclusive environment for growth and development.

18 subsidiaries holding Great Place to Work® certification, operational excellence training (LEAN), programme to improve the employee experience in our warehouses



A better business

By transforming our business activity and its entire ecosystem in order to develop a model that combines performance, sustainability and ethics.

Product Environmental Impact Score, Circular Hub, collection and reuse service, eco-friendly product range, EcoVadis certifications*



A better planet

Have a positive impact on the environment while remaining economically viable.



Reach our goal of net-zero

greenhouse gas emissions and encourage our stakeholders to pursue the same objective.



Optimise the resources associated with our business activities

and engage our value chain to embrace the circular economy.



Prioritise less polluting and more sustainable alternatives

for transportation and packaging.

A better society

Build a responsible and inclusive ecosystem.



Support inclusion and diversity

by allowing everyone to find their rightful place and express the qualities that make them special.



Provide the best working environment

and empower all our employees with the means to take action and make their contribution.



Help foster economic and social development

in the communities in which we are established.

A better business

Ensure that our actions contribute towards a better performance.



Guide our ecosystem

(suppliers, partners, employees and customers) towards a circular economy.



Innovate by proposing products and services

that respect the environment and fulfil our customers' needs.



Ensure ethical and transparent conduct

when working with our stakeholders.

Towards a more circular model

In an effort to contribute to **changes in consumer behaviour**, we are focusing on reusing:

- **Electronic products**
- **Office and warehouse furniture**

In 2024/25:

+ 500,000 kg

Equipment and collected

11 employees

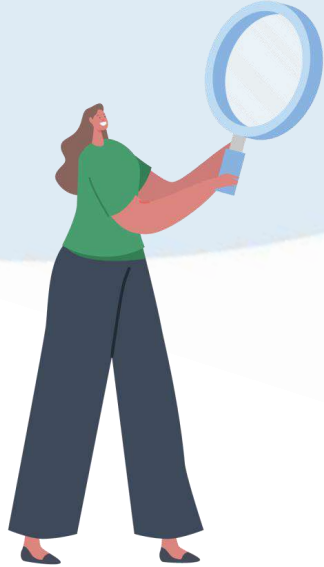
on back-to-work schemes supported

5,000 tons

of CO₂ equivalent saved



The Group Management Board



- Caroline Haquet**
Chief People Officer
- Nisrene Haddad**
CSR Director
- Alexis Clarke**
Chief Marketing Officer
- Xavier Guichard**
Executive Chairman
- Armelle Lavoisy**
Chief Information & Transformation Officer
- Fabienne Ménard**
Chief Finance Officer
- Pierre-Olivier Brial**
Managing Director
- Philippe Mallard**
Managing Director Local Authorities Division

CONTACT
Email address
Telephone number

All you need,
With love.

