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Gonesse, April 19<sup>th</sup> 2022

## MANUTAN GROUP

### H1 2021/2022 Turnover

**Record half-year Turnover of €439.7 million, an increase of +9.6% at constant exchange rates and days**

€ thousands	Turnover at the end of March 2022	Turnover at the end of March 2021	Q2 2022	Q2 2021	Q1 2022	Q1 2021
<b>Total Turnover</b>	439 696	393 371	214 099	181 264	225 596	212 107

During Q2 2021/2022, Manutan Group continues its growth over the same quarter of the previous financial year with an increase of +18.1%, including a currency effect of +1.0% and +2.0% day effect (+15.1% at constant exchange rates and days, no scope effect). Turnover amounted to 214.1 million euros against 181.3 million euros for the second quarter of the previous financial year. As a reminder, in the second quarter of the previous financial year, the Group's activity had been impacted by the cyber-attack of which the Group had been the target in February 2021.

Overall, in the first half of 2021/2022, the Manutan Group's turnover increased by +11.8% compared to H1 2020/2021, including a +1.0% currency effect and a day effect of +1.1% (+9.6% at constant exchange rates and days, no scope effect). It stood at €439.7 million as of March 31<sup>st</sup>, 2022, compared to €393.4 million as of March 31<sup>st</sup>, 2021.

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

€ thousands	H1 2022	H1 2021	Q2 2022	Q2 2021	Q1 2022	Q1 2021
<b>Enterprises</b>	<b>357 382</b>	<b>310 347</b>	<b>182 265</b>	<b>150 535</b>	<b>175 118</b>	<b>159 812</b>
South	168 194	146 573	85 984	69 473	82 210	77 099
Centre	90 605	77 544	46 285	38 645	44 320	38 899
West	62 958	56 224	32 235	28 062	30 723	28 162
North	21 371	18 593	10 680	8 982	10 690	9 611
Est	14 254	11 414	7 080	5 373	7 174	6 041
<b>Local Authorities</b>	<b>82 314</b>	<b>83 024</b>	<b>31 835</b>	<b>30 729</b>	<b>50 479</b>	<b>52 295</b>
South	82 314	83 024	31 835	30 729	50 479	52 295
<b>TOTAL</b>	<b>439 696</b>	<b>393 371</b>	<b>214 099</b>	<b>181 264</b>	<b>225 596</b>	<b>212 107</b>



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<b>At constant scope, exchange rates and number of working days</b>	<b>1<sup>st</sup> Quarter</b>	<b>2<sup>nd</sup> Quarter</b>	<b>3<sup>rd</sup> Quarter</b>	<b>4<sup>th</sup> Quarter</b>	<b>Exercise</b>
<b>Enterprises</b>	<b>8.1%</b>	<b>17.9%</b>			<b>12.8%</b>
South	6.5%	21.9%			13.8%
Centre	13.8%	16.3%			15.1%
West	2.3%	9.4%			5.8%
North	5.9%	17.7%			11.6%
Est	21.0%	22.2%			21.3%
<b>Local Authorities</b>	<b>-3.9%</b>	<b>1.3%</b>			<b>-2.5%</b>
South	-3.9%	1.3%			-2.5%
<b>TOTAL</b>	<b>5.1%</b>	<b>15.1%</b>			<b>9.6%</b>

Second-quarter growth was driven by all of the Group's divisions and operating areas.

The Group has announced the acquisition of a majority stake in the start-up ZACK, with the ambition of putting the circular economy at the heart of its business model and a stronger desire to become a key player in the circular economy in BtoB. Zack will be taken into account in the Group's results in the second half of the 2021/2022 financial year.

For the rest of the financial year, the Group will continue to implement its development strategy while maintaining its medium-term investment plan. And will carry on actively seeking external growth targets.

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*About the Manutan Group*

*A family-run business created in 1966, Manutan is one of Europe's leading B2B e-commerce companies specialised 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 optimisation 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.*

[www.manutan.com](http://www.manutan.com)

Next publication:  
 Publication of results for the H1 2021/2022 on May 24<sup>th</sup>, 2022  
 (after market closure)