Unieuro S.p.A.

Fiscal Year 2017/18 Results Presentation

26 April 2018

Safe Harbor Statement

This documentation has been prepared by Unieuro S.p.A. for information purposes only and for use in presentations of Unieuro's results and strategies.

This presentation is being provided to you solely for your information and may not be reproduced or redistributed to any other person or legal entity.

This presentation might contain certain forward looking statements that reflect the Company’s management’s current views with respect to future events and financial and operational performance of the Company and its subsidiaries.

Statements contained in this presentation, particularly regarding any possible or assumed future performance of Unieuro S.p.A., are or may be forward-looking statements based on Unieuro S.p.A.’s current expectations and projections about future events, and in this respect may involve some risks and uncertainties. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of Unieuro S.p.A. to control or estimate.

You are cautioned not to place undue reliance on the forward-looking statements contained herein, which are made only as of the date of this presentation. Unieuro S.p.A. does not undertake any obligation to publicly release any updates or revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation.

Any reference to past performance or trends or activities of Unieuro S.p.A. shall not be taken as a representation or indication that such performance, trends or activities will continue in the future.

This presentation has to be accompanied by a verbal explanation. A simple reading of this presentation without the appropriate verbal explanation could give rise to a partial or incorrect understanding.

This presentation is merely informational and does not constitute an offer to sell or the solicitation of an offer to buy Unieuro’s securities, nor shall the document form the basis of or be relied on in connection with any contract or investment decision relating thereto, or constitute a recommendation regarding the securities of Unieuro.

Unieuro’s securities referred to in this document have not been and will not be registered under the U.S. Securities Act of 1933 and may not be offered or sold in the United States absent registration or an applicable exemption from registration requirements.

Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Italo Valenti, the manager in charge of preparing the corporate accounting documents, declares that, pursuant to art.154-bis, paragraph 2, of the Legislative Decree no. 58 of February 24, 1998, the accounting information contained herein correspond to document results, books and accounting records.

Summary

- Highlights
- Market Scenario and Sales Performance
- Strategic Goals and Achievements
- Financials
- Outlook and Closing Remarks

Highlights

- **Record FY Sales** despite a competitive market environment: **+12.8%** to almost **€1.9 billion**
  - Unieuro **close to market leadership** in terms of revenues

- Offline sales benefitting from **acquisitions (41 stores)** and **new openings (7 stores)**, thus reversing consumer market trend: -2.2%

- Strong boost from **Online sales, now at 10% of total sales**:
  - Fully leveraging on unieuro.it potential and click&collect store network outreach: +36.5%
  - Monclick integrating Unieuro's online offer: 33.1 €m

- Confirming and accelerating growth strategy:
  - Development and streamlining of retail network: 7 new openings, 30 total refurbishments, 3 relocations, online enhanceme
  - New acquisitions in pipeline after Monclick, Andreoli, Euroma2 and Cerioni

- Adjusted EBITDA[1] at 68.9 €m, already benefiting from acquisitions
- Slight dilution in Adjusted Ebitda margin as a consequence of challenging market conditions
- Adjusted Net Income[2] exceeding 39 €m

- **Impressive cash generation financing growth**
- **Net Financial Debt substantially flat and close to zero** despite investments and dividends

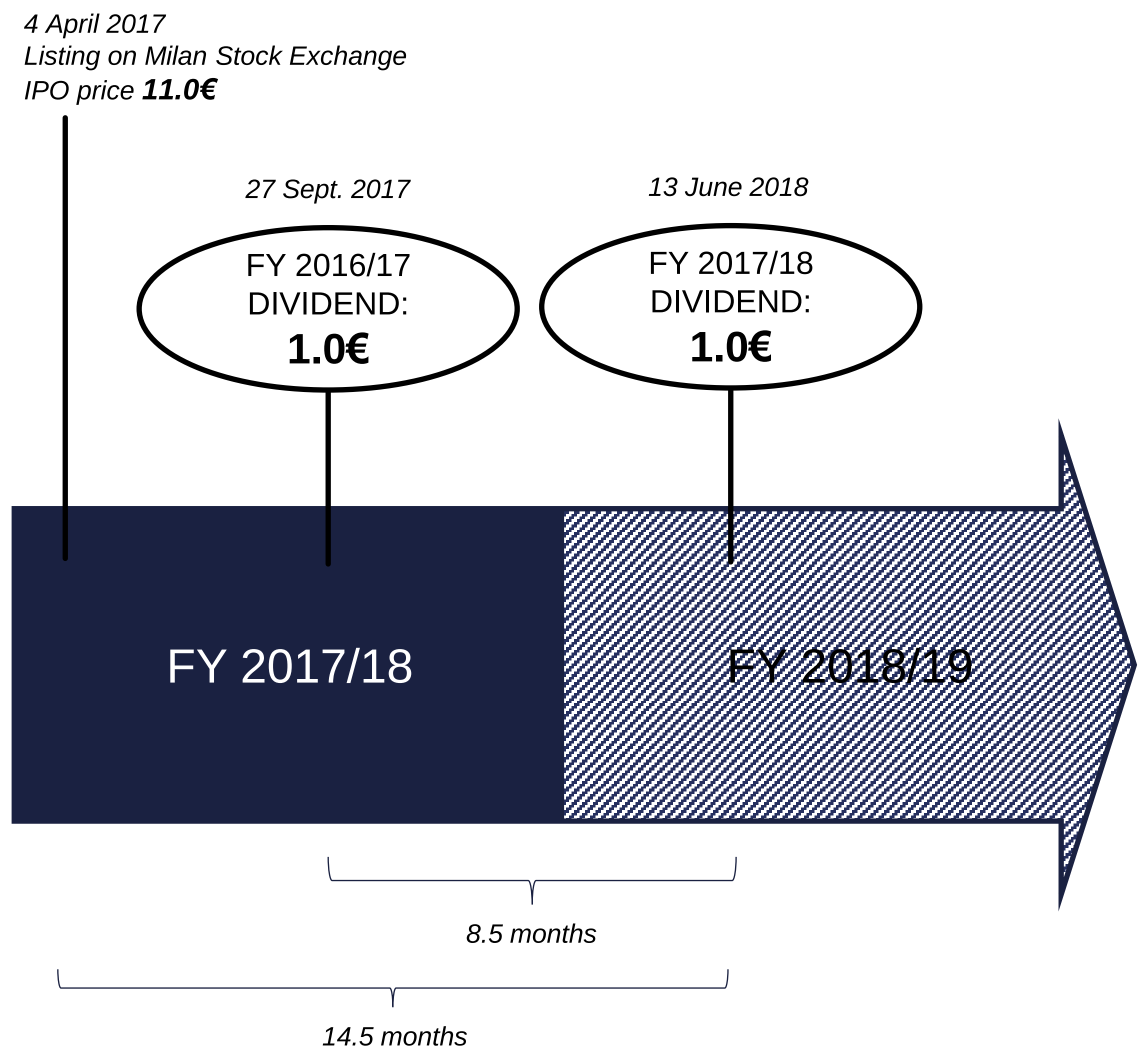
- Celebrating the first listing anniversary with a Total shareholders return of +25%[3]
- Proposed **dividend of 1 Euro per share**, to be paid in a lump sum on 13 June 2018

Notes: Unieuro Fiscal year ends on 28 February. (1) Adjusted EBITDA is EBITDA adjusted for: (i) non-recurring expenses/(income) and (ii) the impact from the adjustment of revenues for extended warranty services net of related estimated future costs to provide the assistance service, as a result of the change in the business model for directly managed assistance services.(2) The adjusted net profit (loss) for the period is calculated as the profit (loss) for the period adjusted (i) for adjustments incorporated in adjusted EBITDA (ii) non recurring financial expenses and (iii) for the theoretical tax impact of those adjustments. (3) The Total return was calculated on the closing price of the Unieuro stock at 25 April 2018, taking into account the 1€ dividend paid out in September 2017

Dividend Proposal

1.0 € per share dividend confirmed

- **Total dividend distribution** equal to **20 €m**
- Strong payout allowed by Unieuro's strong business and financial performance
- **Payout ratio: 50.8% of Consolidated Adj, Net Income[2]**, consistently with current dividend policy (pay-out of at least 50% of Consolidated Adj. Net Income[2])
- **Dividend yield of 7.8%[1]**
- **Payment date: 13 June 2018** (ex-dividend date 11 June; record date 12 June), anticipated in the interest of shareholders
- **pay out in a lump sum**, instead of a payment in March (one-third of previous FY dividend) followed by a final payment in September (FY 2017/18 dividend net of March down payment)
- **Shareholders' Meeting** to approve dividend distribution on **5 June 2018**

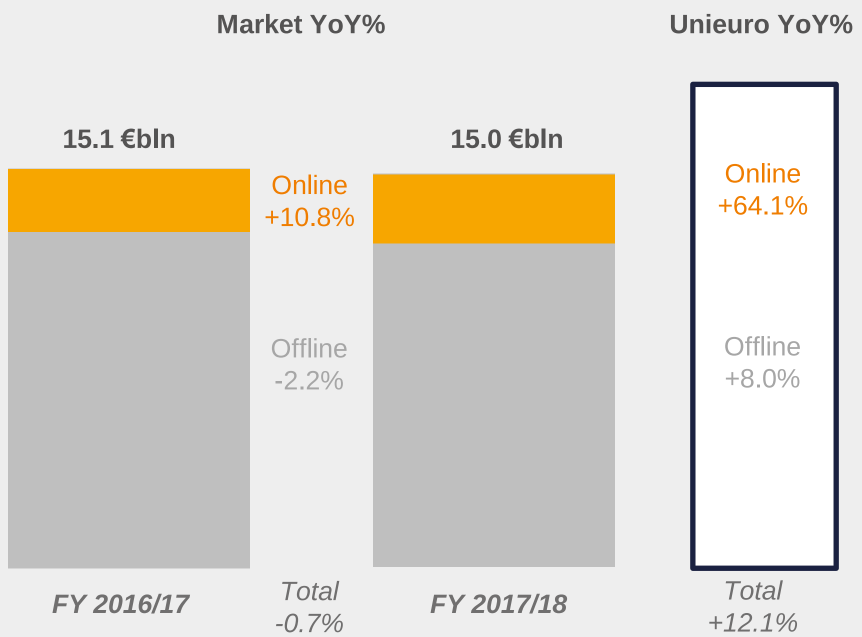


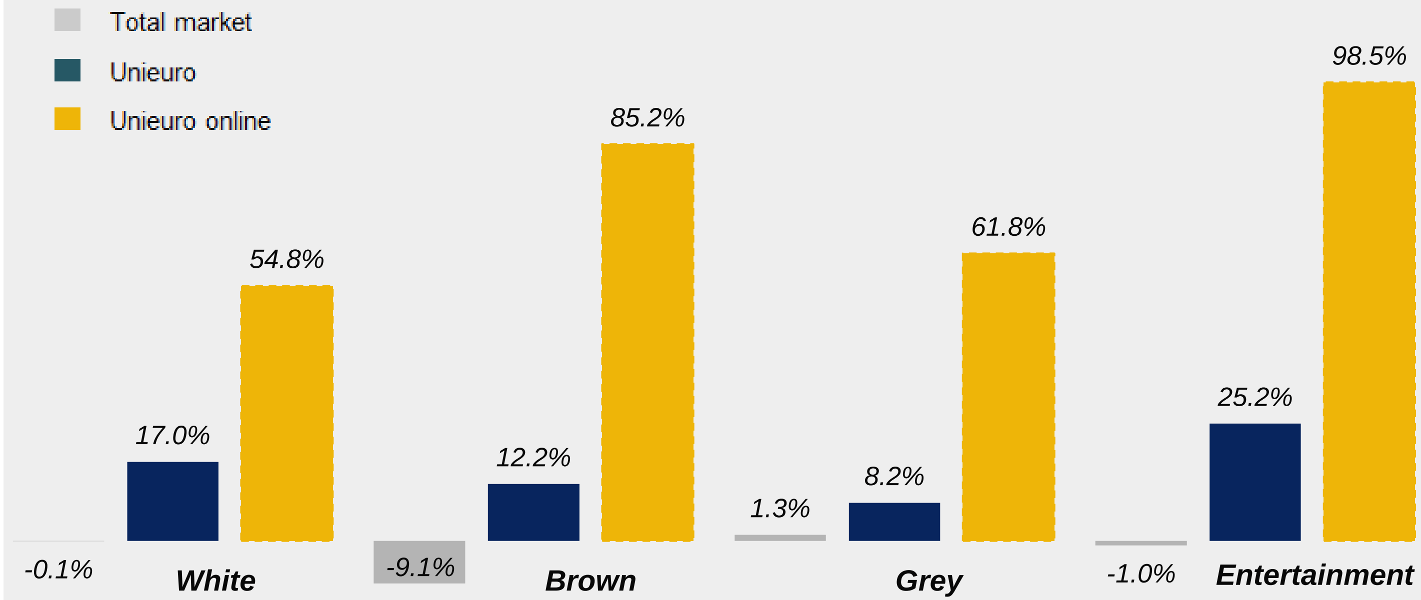
Notes: Unieuro Fiscal year ends on 28 February. (1) The dividend yield was calculated on the closing price of the Unieuro stock at 25 April 2018 (2) The adjusted net profit (loss) for the period is calculated as the profit (loss) for the period adjusted (i) for adjustments incorporated in adjusted EBITDA (ii) non recurring financial expenses and (iii) for the theoretical tax impact of those adjustments.

Summary

- Highlights
- Market Scenario and Sales Performance
- Strategic Goals and Achievements
- Financials
- Outlook and Closing Remarks

Market Scenario





Growth: total Market slightly **down by 0.7%** after 3 years of growth
- Weak offline segment
- online sales growing at a slower rate vs. last year

Competitive Scenario: pressure on prices led by changes in consumer habits, mainly due to:
- stronger competition
- new promotional trends (i.e. Black Friday)

Internet penetration: approx. **13**% in FY 2017/18

Unieuro: outperforming the market in both channels, thanks to internal and external growth. Outstanding online performance, even on a like-for-lime basis (unieuro.it +36.5%)

White goods: growing at a slower pace
- MDA: volumes up but average price decrease due to promotions
- SDA: volumes and revenues substantially stable
- Home Comfort: good performance driven by very hot summertime

Brown goods: negative trend due to lack of innovation, especially in the TV segment. Large TVs gaining market share

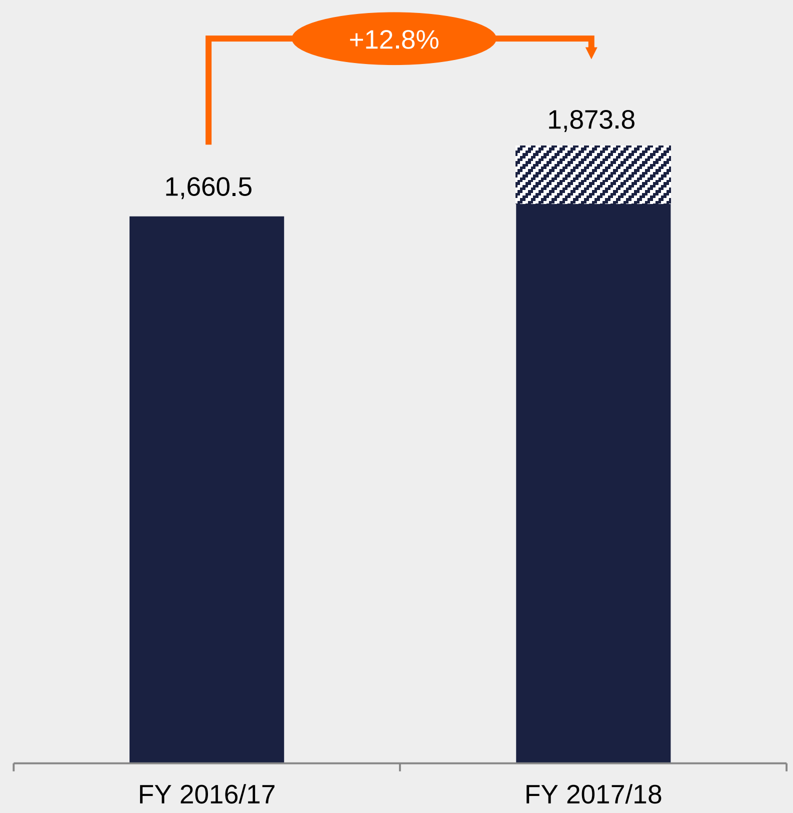
Grey goods:
- Telecom: sales up 4% led by average price increase (launches of high-end models); growing online penetration boosting volumes; competitive pressure coming from telecom retailers
- IT: negative performance

Unieuro[1]: market share significantly growing in all product segments, especially White and Brown. Brown sales growing, totally reversing the market trend despite competition from telecom retailers

Notes: [1] Unieuro's growth per product category and single channel only concerns the Consumer segment net of Services, products outside the scope of consumer electronics, and includes Travel sales

FY 2017/18 Sales

Another strong year of revenue growth

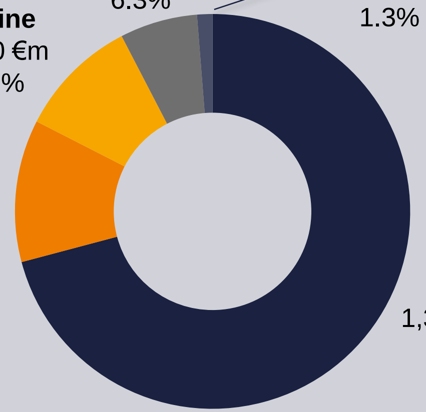


- **Record FY 2017/18 consolidated sales: 1,873.8 €m (+12.8% yoy)**
- **Acquisitions** contributing for **175.4 €m**:
  - Monclick, from 1 June 2017
  - 21 former Andreoli / Euronics stores, from 1 July 2017
  - Euroma2 former Edom / Trony flagship store, from 20 September 2017
  - 19 former Cerioni / Euronics stores, in three different steps (16 November 2017, 8 December 2017 and 27 January 2018)
- **7 new openings**
- **Online business** growing fast: **+36.5**% net of Monclick's B2C contribution
- **Resilient store network**:
  - **Like-for-like** revenues down 1.9%, also due to the predicted impact of new and acquired stores (not included in the like-for-like indicator) on the pre-existing network
  - Net of new openings impact on existing stores and 2016/17 major refurbishments, Like-for-like sales **+0.4%**

Notes: Unieuro Fiscal Year ends on 28 February. (1) Like-for-like revenues performance reflects change in revenues of stores open for at least 26 months at 28 February 2018, including both retail and click & collect sales

Sales Breakdown

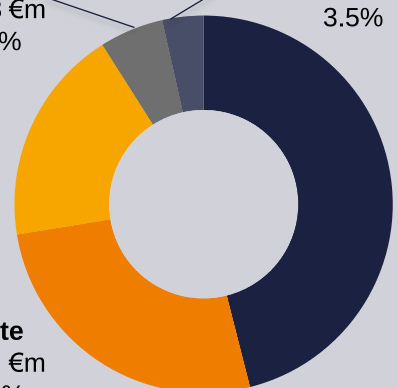
Sales by channel



- **Retail: 1,327.9 €m**
  - Acquisitions (41 stores) and new openings (5) boosting volumes
- **Wholesale: 218.5 €m**
  - Rationalization of wholesale partners' network compounded by new DOS effect and pick&pay sales increase
- **Online: 185.0 €m**
  - Unieuro.it impressive growth (+36.5%) and Monclick B2C consolidation (33.1 €m)
- **B2B: 118.9 €m**
  - Monclick B2B2C contribution
- **Travel: 23.6 €m**
  - New openings effect (3 stores, one of which at the end of FY16/17)

	YoY change
Retail	*+10.4%*
Wholesale	*-4.1%*
Online	*+66.2%*
B2B	*+15.8%*
Travel	*+45.7%*

Sales by product category



- **Grey: 862.5 €m**
  - Good performance in consumer segment, despite market weakness in the IT segment
- **White: 494.3 €m**
  - Strong strategic focus on White segment and product range expansion. Strong dishwashers dryers and refrigerators sales
- **Brown: 348.4 €m**
  - Growing success of high-end TV sets (Ultra HD and OLED) and positive impact from Monclick's B2B2C consolidation
- **Other products: 102.8 €m**
  - Strong growth in personal mobility segment (especially hover boards) and videogame consoles
- **Services: 65.8 €m**
  - Continuous focus on highly profitable services, such as extended warranties

	YoY change
Grey	*+8.0%*
White	*+17.2%*
Brown	*+15.6%*
Other products	*+28.7%*
Services	*+12.3%*

Notes: XXXXXXX

Summary

- Highlights
- Market Scenario and Sales Performance
- Strategic Goals and Achievements
- Financials
- Outlook and Closing Remarks

Unieuro's Strategic Goals

VISION › Continue the **profitable growth** of the business by increasing market share in **trending product categories** (MDA, SDA, Telecom), focusing on **customer-centric approach** and **omnichannel opportunities**

STRATEGIC PILLAR	Proximity	Experience	Retail Mix
OFFLINE	Further boost to geography coverage and development of proximity stores	Keep the attractiveness of stores high	Differentiation by distribution format
ONLINE	Integration into the digital ecosystem	Ensure maximum website usability by optimizing mobile opportunities	Expand the range
OMNICHANNEL	Use physical assets with a view to omnichannel exploitation	Value Customer Insight to maximize engagement opportunities (frequency, average ticket, margins)	Strenghten positioning in the Service segment; boost coverage of trending, high-margin product categories

ENABLER
- Supply Chain
- Brand Equity
- Partnership with Suppliers

FY 17/18 Achievements

STRATEGIC PILLAR

Proximity

- **Reopening of acquired stores:**
  - **21 former Andreoli stores** (1 July)
  - **Euroma2 flagship** (20 September)
  - **19 former Cerioni stores** (between November 2017 and January 2018)
- **7 new openings**
- **All new stores** (acquired and newly opened, except for Travel stores) already providing **Click&Collect service**
- **Drive To Store project** ramping up: from 7% to 14%

Experience

- **30 refurbishments** (11 DOS, 19 affiliates); **3 DOS relocations**
- Launch of Apple Pay, waiting for Samsung Pay
- Start of **NPS measurement**. Average FY17/18 score (direct channel): **40**
- **Customer Feedback Loop** projects implementation
- Adoption of **Saleforce's Service Cloud** to manage customer care with an omnichannel approach
- Continuous improvement and release of new features for the **unieuro.it digital platform**

Retail Mix

- **Extension of the Travel retail network** through openings in Bergamo Orio al Serio and Napoli Capodichino airports
- **Constant focus on the highly profitable White segment**
- Online sales significantly boosted by:
  - Ongoing broadening of the product range
  - Growth in the White Goods category, especially in the MDA segment

ENABLER

- **Supply Chain**: undergoing construction of the new logistic HUB in Piacenza, by Generali Properties
- **Brand Equity**: innovative digital and mainstream marketing activities (i.e. Upgrade TV format) to support awareness
- **Partnership with Suppliers**: multiple commercial partnerships and initiatives to strengthen relationship and offset margins erosion

Supply Chain: Setting Up The New Logistics Hub

New state-of-the-art logistics platform in Piacenza, ready in September

- **Expanding warehouse capacity to 104k sqm** from current 50k to support future acquisitions and omnichannel internal growth
- Grey goods stocking capacity doubled; white goods +50%
- Piacenza, one of the main Italian logistics hubs, confirmed as the better location for Unieuro's centralised platform, being **90% of DOS within 600 km**
- **New warehouse very close to the old one**, thus minimizing relocation costs and risks
- **9+6 years renting agreement** with landlord Generali Properties, extending a long-term partnership dated 2007
- **Lower rental costs per sqm**, also thanks to evolved real estate market conditions
- **Focus on automatization** (i.e. related to sorting and packaging activities).
- Warehouse **outsourced staff growing proportionally less** than capacity

	NEW HUB	OLD HUB
Size (sqm)	104k	~50k
Grey goods stocking capacity (# of pallets)	30k	15k
White goods stocking capacity (# of items)	60k	40k
Gates (inbound + outbound)	70	45

Current Hub

Strategic Rationale

- **Supporting future growth, overcoming current saturation of logistics facilities**
- **Improving service level while cutting costs, thanks to automazation**
- **Reinforcing Unieuro's winning centralized business model**

Brand Equity: Omnichannel Communication Strategy

A brand new communications strategy enabling «the bigger picture», where customer communications and interactions are aligned across multiple channels

PILLARS

- **Customer Centricity: from product to customer**
  Unieuro as the omnichannel enabler of customers needs, ready to enhance the customer experience following every step of the customer journey, from search to purchase through services integration and drive to store support

- **Brand Equity**
  Consistent with the Unieuro brand architecture, strengthening the core values of passion, proximity and experience, as well as the effectiveness of the middle funnel brand kpi's ad consideration and preference

- **Emotional Imprint**
  All new storytelling: modern, fresh and future-ready
  All new communication territories focused on the "magic moment" of discovery, out of the box and first time experience with the products;
  All new audio&video tone of voice, with a real cinematographic approach

Strategic Rationale

- **Obtaining alignment and coherence across all channels and communication touchpoints**
- **Boosting customer engagement from online to offline thanks to Drive To Store strategy and execution**
- **Supporting omnichannel strategy by creating an integrated and cohesive customer experience**

Focus On Partnership With Suppliers

UPCOMING

IGNIS

- Major partnership agreement with Whirpool EMEA for the **exclusive sale of Ignis-branded white goods**, both free standing and built-in, **in Italy**
- Approx. **40 specifically designed SKUs**
- Starting **from May 2018**
- Italian historical MDA brand, currently sold by most retailers and with a market share of approx. 2%
- Launch event in Milan, on 3 May 2018

SONY

- Commercial agreement for the **exclusive sale of 3 middle-range TV models**, core within Sony portfolio
- Starting **from April 2018**, following a similar agreement signed in 2017 for one single model
- Innovative 4k smart TV sets, equipped with Android OS and Google Assistant

ALREADY IN PLACE

HITACHI

- Commercial agreement with Vestel, Turkish TV manufacturer, **for the exclusive sale of Hitachi brand in Italy**
- **Started in 2016**
- **Over 90k TVs sold** in the two-year period 2016-2017

CO-MARKETING INITIATIVES

LG: Exclusive launch of **Twin Wash®** , supported by a dedicated TV campaign (Nov. 2017)

SAMSUNG: Exclusive launch of **S9 250 GB** (April 2018)

Google: Special collaboration on **Google Home** launch (April 2018)

dyson: **Shop-in-shop** inside UE's main stores (2018)

Unieuro first adopter of **Apple Pay** (March 2017) and **PEM (Partner Engagement Model)** member (FY18/19)

Strategic Rationale

- **Differentiating Unieuro's offer from competitors**
- **Avoiding conflict channel**
- **Safeguarding margins from purely price-based competition**
- **Sharing marketing investments with the industry, leveraging on relationships with strategic vendors**

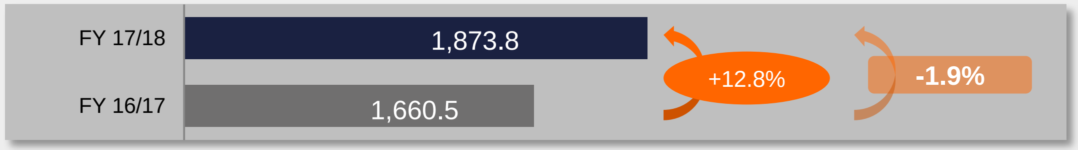
Summary

- Highlights
- Market Scenario and Sales Performance
- Strategic Goals and Achievements
- **Financials**
- Outlook and Closing Remarks

Key Financials

Sales (€m)

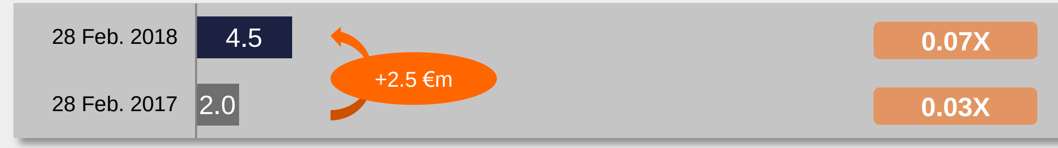
LFL growth[1]



- Acquisitions (175.4 €m), e-commerce (40.6 €m) and new openings effects
- LFL sales affected by 2016/17 new stores and refurbishments on existing network. Net of these phenomena, LFL sales +0.4%

Net Financial Debt (€m)

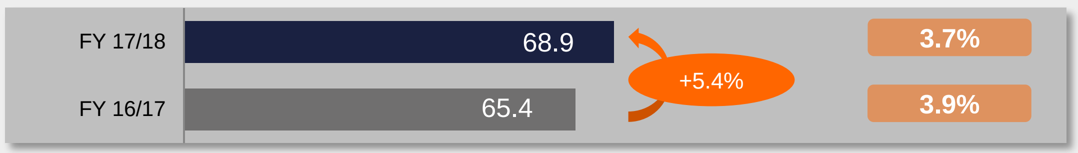
Leverage[2]



- Net Debt close to zero for the second year in a row
- Financed acquisitions (38.2 €m, comprising total consideration and capex), capex (25.2 €m) and dividend payment (20 €m)

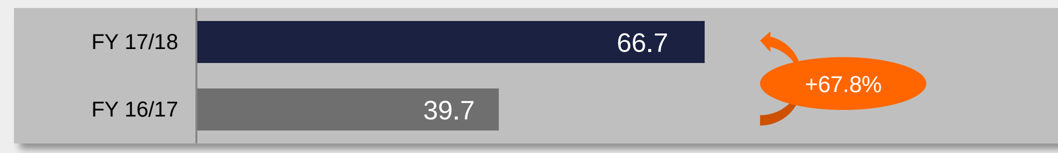
Adj. EBITDA (€m)

EBITDA margin



- Adj. EBITDA increase, led by volumes increase
- Adj. EBITDA margin dilution driven by gross margin, logistics, personnel and Other costs, despite cost synergies and efficiencies on rents and marketing
- Impact from Black Friday and one-off promotions for the launch of 48 new stores
- Slightly positive contribution from acquired businesses

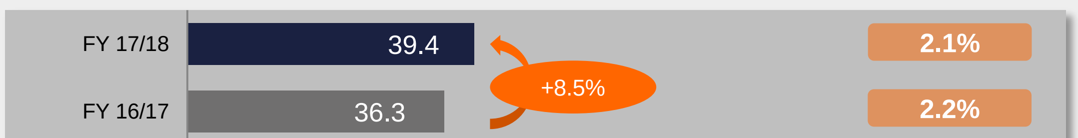
Adj. Levered Free Cash Flow (€m)



- Impressive cash flow generation led by Net Working Capital improvements,
- Cash conversion rate at 96.8% vs. 60.6% in FY 16/17

Adj. Net Income (€m)

Net Income margin



- Adj. Net Income improvement grown faster than Adj. Ebitda
- Lower net interests and taxes almost offsetting higher D&A related to capex expansion

Net Working Capital (€m)

- 56 €m generated in FY 17/18 vs. 22 €m in prior year
- Trade NWC benefiting from store network expansion and careful management
- Positive impact of Extended Warranties accruals

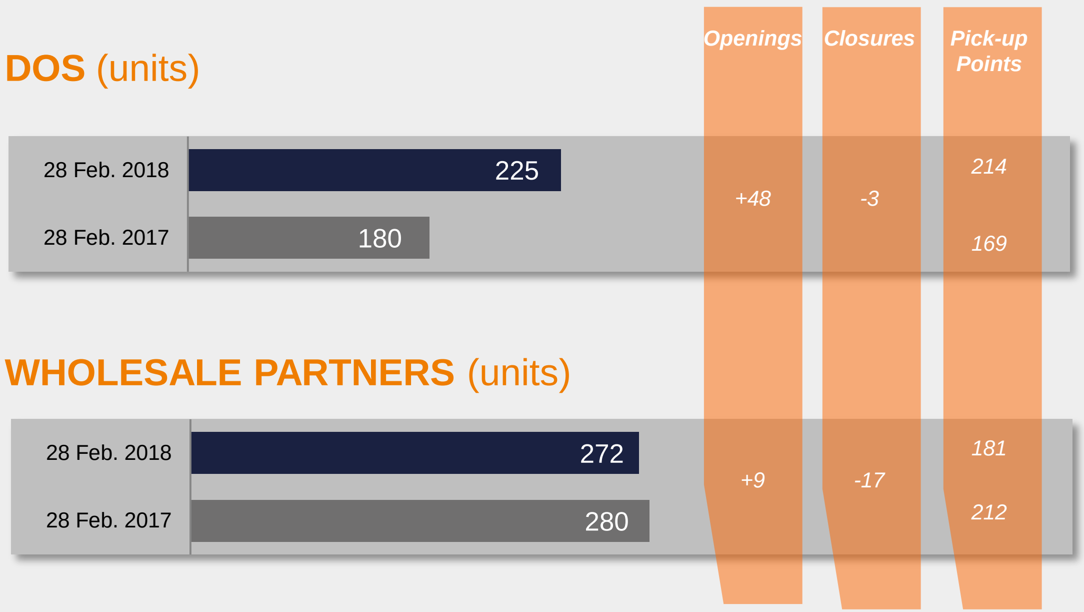
Notes: Unieuro Fiscal Year ends on 28 February. (1) LFL sales include DOS and "Click & Collect" sales (2) Leverage ratio is calculated as Net Financial Debt divided by Adj. EBITDA

Key Operational Data

Unieuro's Retail Network: 497 stores

- DOS (units)

- WHOLESALE PARTNERS (units)



- **41 new DOS coming from acquisitions:**
  - 21 former Andreoli/Euronics, reopened in Q2
  - former Edom/Trony megastore in the Euroma2 shopping mall, reopened on 20 Sept.
  - 19 former Cerioni/Euronics, reopened between 16 Nov. and 27 Jan.
- **7 new openings:**
  - 6 in 9M (Oriocenter, Orio Airport, Novara, Genova, Roma Trastevere and Napoli Airport
  - 1 in Q4 (Modena)
- **Rationalization of DOS network started** (closure of Frosinone, Cento and Roma Torrevecchia stores), in parallel with wholesale partners network's
- **Pick-up points: 395** (79% of total stores)

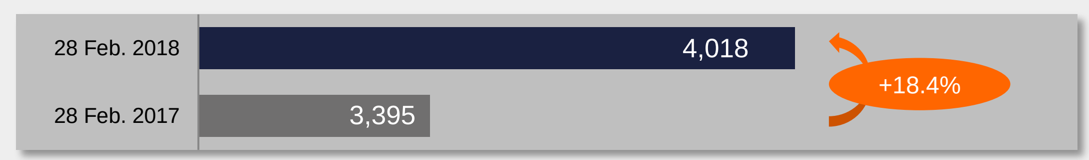
Total Retail Area (sqm DOS only)

- **Acquisitions and new openings boosting total sales area by over 20%**
- **Slight improve in Sales density**

Loyalty Card Holders (millions)

- **Card holders and active loyalty customers[1] increasing**

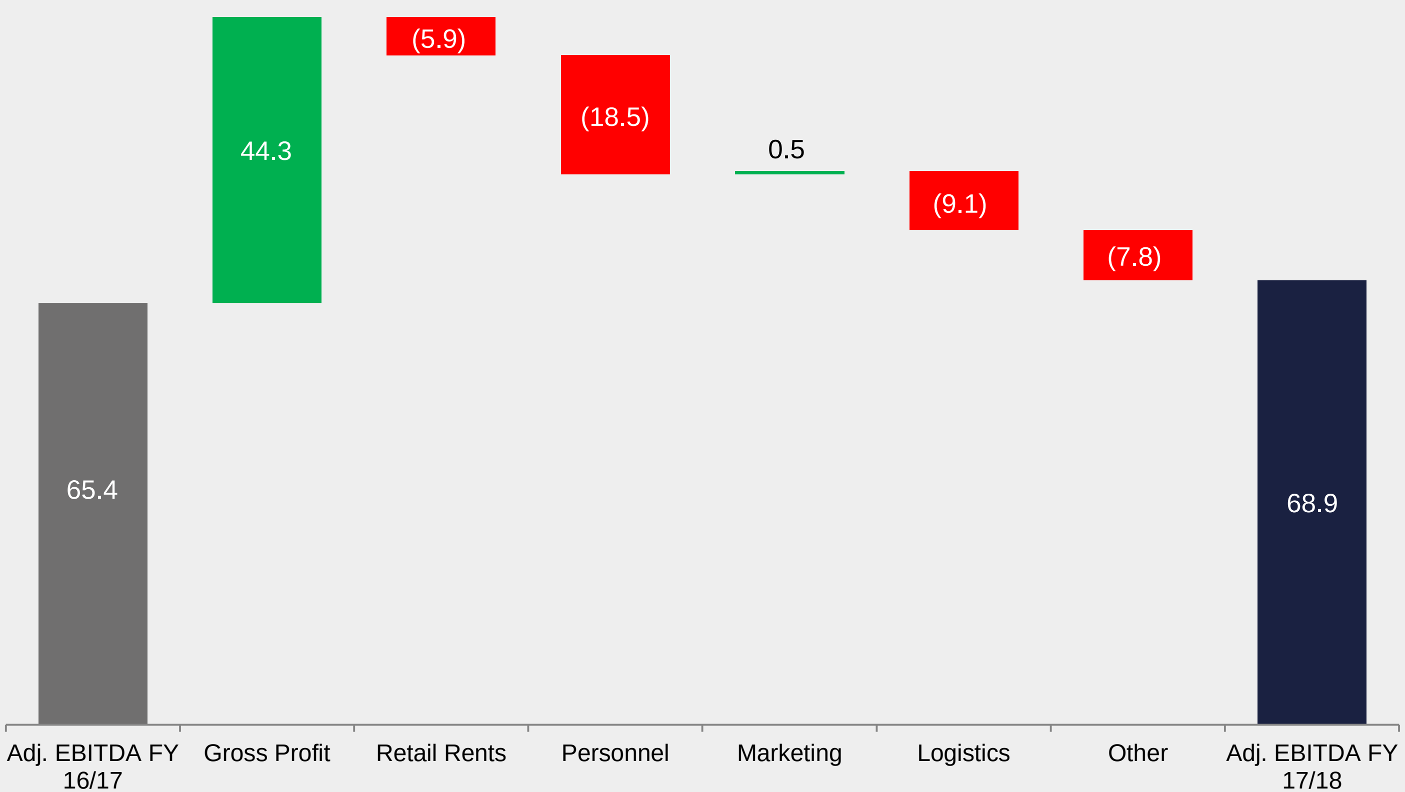
Workforce (FTEs)



- **Acquisitions (549) and new openings effect**
- **HQ reinforcement**, also connected to the new status of listed company

Notes: Unieuro Fiscal year ends on 28 February. (1) Active loyalty customers defined as customers who made at least a transaction within the last 12 months.

Adjusted EBITDA Walk

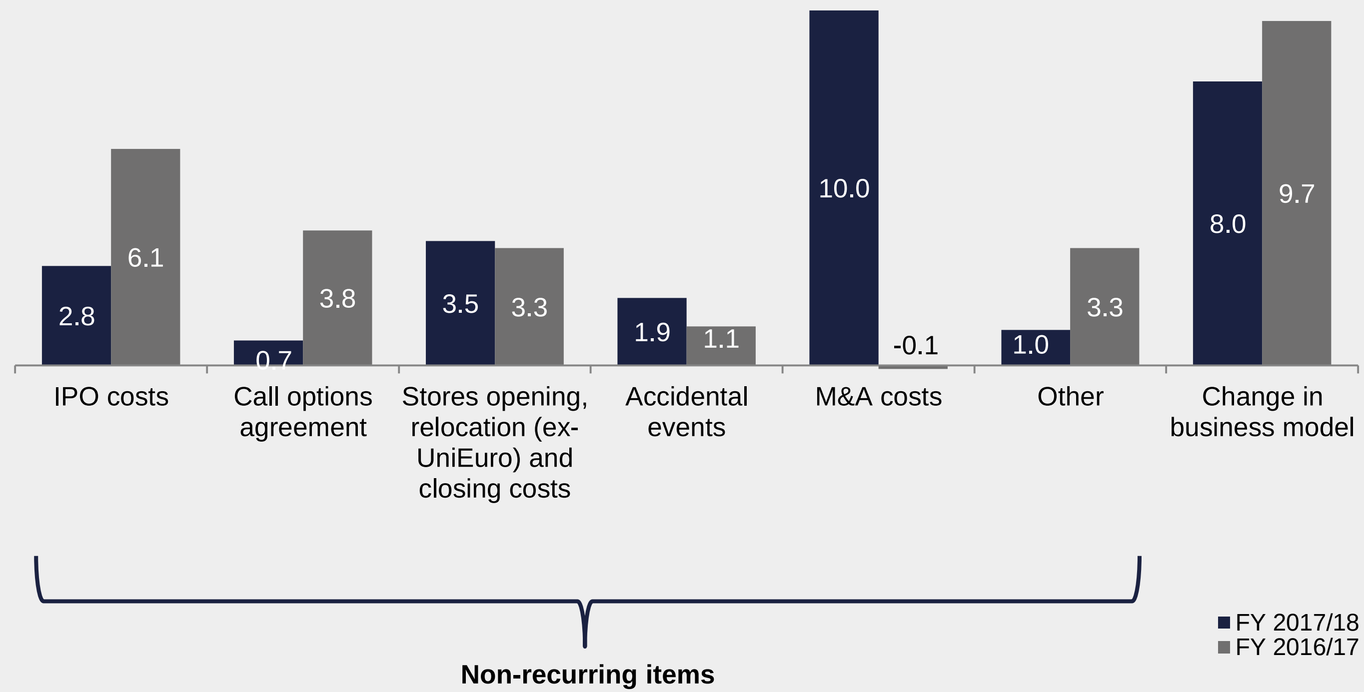


- **Strong increase in Gross Profit** driven by both acquisitions and organic sales growth; slight decline in gross margin due to channel mix, intense competition and one-off promotions for store new openings and renewals
- **Rental Costs increase** due to acquisitions and new openings. rental costs savings on a like-for-like basis
- **Personnel costs** underpinned by acquisitions, new openings, HQ reinforcement and new national collective labour agreement conditions effective from 1st August 2017
- **Marketing costs in line** with prior year, from 2.9% to 2.6% of total revenues. Increased focus on digital vs. traditional marketing activities
- **Increase in Logistics costs** connected to higher sales volume as well as to home delivery growth trend and service level upgrade actions
- **Other costs increase** also connected to the new status of listed company, higher insurance costs for new contract started in October and non-income-based taxes as a result of the increase in the number of stores

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated. P&L line items adjusted for non-recurring costs and business model change

Explaining EBITDA adjustments

Adjustments breakdown



- **IPO costs**, ended in Q1 2017/18
- **Call options agreement**, ended in Q1 2017/18 after successful IPO
- **Stores opening, relocations (ex-UniEuro) and closing costs**, almost in line yoy despite more openings (7 vs. 2 in FY 16/17)
- **Accidental events**, related to a theft in Piacenza logistics center, occurred in 2Q 2017/18. 0.8 €m reduction in Q4 due to insurance first reimbursement connected to prior year Oderzo store fire
- **M&A costs** concerning Andreoli, Cerioni and Monclick acquisitions and including rents and personnel costs until reopening of the stores, as well as training, advisory services and other minor costs
- **Other**, mostly related to potential future liabilities connected to former UniEuro stores
- **Change in business model,** referring to extended warranties adjustments, impacted from Q4 by the acquisition of Andreoli and Cerioni stores, in line with already adopted accounting policy

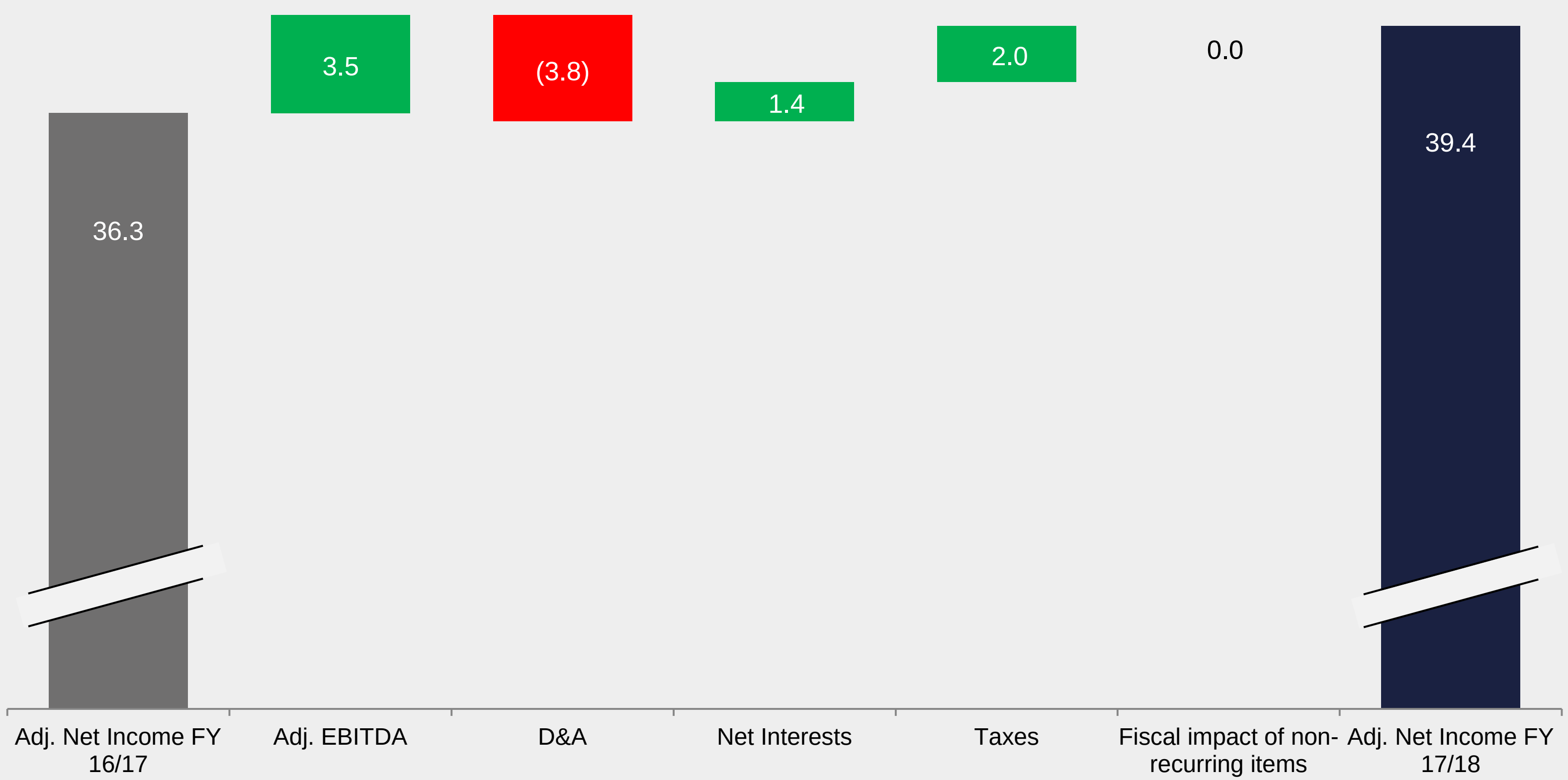
Total adjustments change

	FY 17/18	FY 16/17	Δ
Non-recurring items	19.9	17.6	2.3
Extended warranties adjustment	8.0	9.7	-1.7
Total adjustments	**27.9**	**27.3**	**0.6**

- **Non-recurring items increase (+2.3 €m) mostly driven by M&A and a one-off accident, accounting 11.9 €m in total**
- **Net of those effects, non-recurring items more than halved (-54.5% to 8 €m)**
- **Q4 total adjustments from 8.3 €m to 5.3 €m**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

Adjusted Net Income Walk

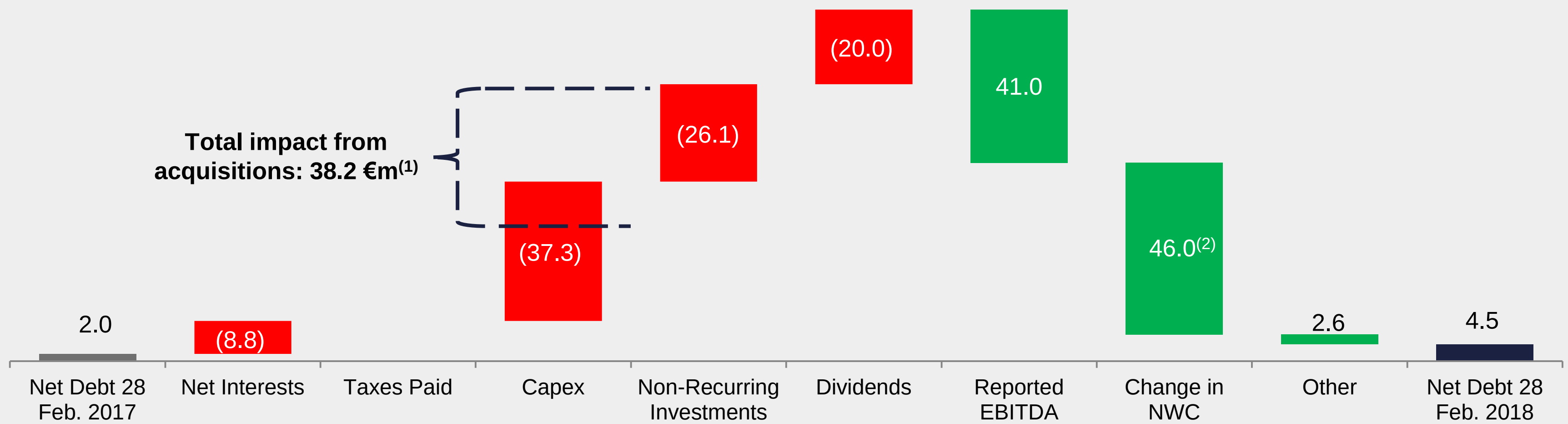


- **Increase in D&A** due to growing capex activities in the last years, also connected to new openings and acquisitions
- **Net interests efficiency** mainly driven by YoY improvement in average NFP. New loans improved conditions to positively impact FY 2018/19. Interests are reported net of a 3.1 €m one-off cost released to P&L at reimbursement of previously existing loans following the refinancing transaction announced in December 2017
- **Income Taxes decrease** due to the recording of deferred tax income on tax losses of €3.1 million and the release of tax litigation provisions

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated. P&L line items adjusted for non-recurring costs and business model change

Financial Overview

Net Financial Debt walk



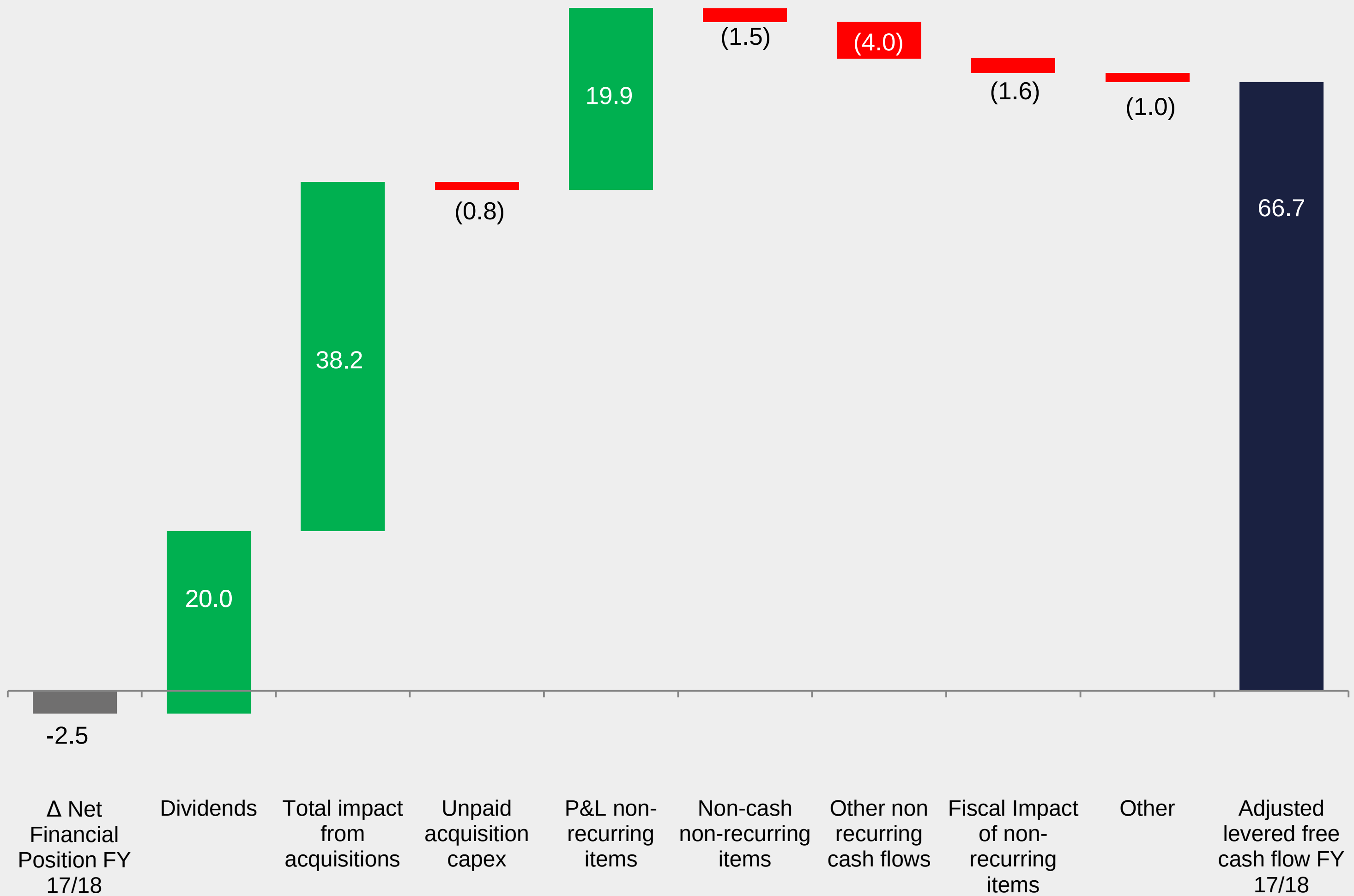
- **Net Financial Debt** impacted by:
  - **Capex**, partially related to recently acquired assets (12.1 €m, including Euroma2 flagship store)
  - **Non-recurring investments**, including Andreoli (9.4 €m), Monclick (10.0 €m) and Cerioni stores (6.8 €m)
  - **Dividend payment**
  - **Net interests**, including non-recurring financing fees (2.3 €m) in Q2 and 2.6 €m in Q4
- **Outstanding cash generation from NWC evolution**

Net Working Capital

	28 Feb. 2018	28 Feb. 2017
Trade receivables	39.6	35.2
Inventories	313.5	269.6
Trade payables	(411.5)	(334.5)
Trade working Capital	**(58.4)**	**(29.8)**
Other NWC	(147.0)	(119.9)
Net Working Capital	**(205.3)**	**(149.7)**

Notes Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated. (1) Including Euroma2 flagship store (2) Change in NWC calculated as: -55.6 €m Change in NWC (Balance Sheet) + 4.2 €m NWC reclassification to Non-recurring investments + 2.2 NWC of Monclick at consolidation date +3.2 €m Other minors.

Adjusted Levered Free Cash Flow Walk



- **Total impact from acquisitions**, defined as total consideration (Andreoli 9.4 €m, Monclick 10.0 €m, Cerioni stores 6.8 €m) + 12.1 €m acquisitions related capex
- **P&L non-recurring items** as listed on slide 19
- **Other non-recurring cash flows** referring to the one-off collection of the receivable from Italian Electronics Holdings, originated from tax consolidation ending

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

Summary

- Highlights
- Market Scenario and Sales Performance
- Strategic Goals and Achievements
- Financials
- Outlook and Closing Remarks

Key Takeaways

- **Outstanding results** in a competitive market scenario, confirming the strength of Unieuro's **unique centralised business model** and **channels integration strategy**

- **Successful external growth path**, to be carried on after four acquisitions in 2017, leveraging on strong cash generation. New opportunities in the pipeline

- Working hard on strategy enablers:
- **Brand new logistics hub**, pushing automation and efficiency in favour of all channels
- **Omnichannel communication strategy** to support brand through an increased offline and online integration
- **Tight relationships with vendors** to prevent margin erosion

- **Confirming focus on Shareholders' remuneration**

Annex

Non-IFRS and Other Performance Measures

This presentation contains certain items as part of the financial disclosure which are not defined under IFRS. Accordingly, these items do not have standardized meanings and may not be directly comparable to similarly-titled items adopted by other entities.

Unieuro Management has identified a number of "Alternative Performance Indicators" ("APIs"). These APIs are (i) derived from historical results of Unieuro S.p.A. and are not intended to be indicative of future performance, (ii) non-IFRS financial measures and, although derived from the Financial Statements, are unaudited and (iii) are not an alternative to financial measures prepared in accordance with IFRS.

The APIs presented herein are Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net Income (loss) for the year, Adjusted levered free cash flow, Cash conversion index, Net financial debt, Net financial debt to Adjusted EBITDA ratio, Leverage ratio.

In addition, this presentation includes certain measures that have been adjusted by us to present operating and financial performance net of any non-recurring events and non-core events. The adjusted indicators are: Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net Income (loss) for the year, Adjusted levered free cash flow and Net financial debt to Adjusted EBITDA ratio.

In order to facilitate the understanding of our financial position and financial performance, this presentation contains other performance measures, such as Net working capital.

These measures are not indicative of our historical operating results, nor are they meant to be predictive of future results.

These measures are used by our management to monitor the underlying performance of our business and operations. Similarly entitled non-IFRS financial measures reported by other companies may not be calculated in an identical manner, consequently our measures may not be consistent with similar measures used by other companies. Therefore, investors should not place undue reliance on this data.

Profit & Loss

FY 17/18	%	FY 16/17	%		Q4 17/18	%	Q4 16/17	%
1,873.8		1,660.5		Sales	545.4		462.3	
1,873.8		**1,660.5**		**Sales**	**545.4**		**462.3**	
(1,459.2)	(77.9%)	(1,290.2)	(77.7%)	Purchase of goods - Change in Inventory	(424.3)	(77.8%)	(360.6)	(78.0%)
(64.1)	(3.4%)	(58.3)	(3.5%)	Rental Costs	(17.3)	(3.2%)	(14.5)	(3.1%)
(50.4)	(2.7%)	(51.6)	(3.1%)	Marketing costs	(10.1)	(1.9%)	(10.8)	(2.3%)
(42.8)	(2.3%)	(32.5)	(2.0%)	Logistic costs	(10.9)	(2.0%)	(8.2)	(1.8%)
(57.8)	(3.1%)	(54.2)	(3.3%)	Other costs	(14.7)	(2.7%)	(15.9)	(3.4%)
(156.3)	(8.3%)	(136.6)	(8.2%)	Personnel costs	(43.8)	(8.0%)	(35.5)	(7.7%)
(2.1)	(0.1%)	1.0	0.1%	Other operating costs and income	(0.3)	(0.1%)	2.3	0.5%
41.0	**2.2%**	**38.1**	**2.3%**	**Reported EBITDA**	**23.9**	**4.4%**	**19.0**	**4.1%**
19.9	1.1%	17.6	1.1%	*Adjustments*	2.2	0.4%	6.0	1.3%
8.0	0.4%	9.7	0.6%	*Change in Business Model*	3.1	0.6%	2.3	0.5%
68.9	**3.7%**	**65.4**	**3.9%**	**Adjusted EBITDA**	**29.2**	**5.4%**	**27.3**	**5.9%**
(21.7)	(1.2%)	(18.0)	(1.1%)	D&A	(7.2)	(1.3%)	(5.3)	(1.2%)
(4.5)	(0.2%)	(5.9)	(0.4%)	Financial income (expenses)	(0.7)	(0.1%)	(1.1)	(0.2%)
42.7	**2.3%**	**41.6**	**2.5%**	**Adjusted Profit before Tax**	**21.3**	**3.9%**	**20.8**	**4.5%**
(0.7)	(0.0%)	(2.7)	(0.2%)	Taxes	(0.5)	(0.1%)	(1.9)	(0.4%)
(2.6)	(0.1%)	(2.6)	(0.2%)	*Fiscal impact of non-recurring items*	(0.6)	(0.1%)	(1.0)	(0.2%)
39.4	**2.1%**	**36.3**	**2.2%**	**Adjusted Net Income**	**20.2**	**3.7%**	**17.9**	**3.9%**
(19.9)	(1.1%)	(17.6)	(1.1%)	*Adjustments*	(2.2)	(0.4%)	(6.0)	(1.3%)
(3.1)	(0.2%)	0.0	--	*Non-recurring financial (expenses)/income*	(3.1)	(0.6%)	0.0	--
(8.0)	(0.4%)	(9.7)	(0.6%)	*Change in Business Model*	(3.1)	(0.6%)	(2.3)	(0.5%)
2.6	0.1%	2.6	0.2%	*Fiscal impact of non-recurring items*	0.6	0.1%	1.0	0.2%
11.0	**0.6%**	**11.6**	**0.7%**	**Reported Net Income**	**12.4**	**2.3%**	**10.7**	**2.3%**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

FY Profit & Loss Adjustments by Line Item

	FY 17/18 Reported EBITDA	*FY 17/18 Adjustments*	FY 17/18 Adjusted EBITDA	FY 16/17 Reported EBITDA	*FY 16/17 Adjustments*	FY 16/17 Adjusted EBITDA	Δ FY Adjusted EBITDA
Gross Profit	414.6	2.8	417.4	370.3	1.1	371.3	46.0
Change in Business Model		8.0	8.0		9.7	9.7	(1.7)
Gross profit including change in Business Model	**414.6**	**10.8**	**425.4**	**370.3**	**10.8**	**381.1**	**44.3**
Rental Costs	(64.1)	0.7	(63.4)	(58.3)	0.8	(57.5)	(5.9)
Marketing costs	(50.4)	2.2	(48.2)	(51.6)	3.0	(48.7)	0.5
Logistic costs	(42.8)	1.3	(41.5)	(32.5)	0.0	(32.5)	(9.1)
Other costs	(57.8)	7.3	(50.5)	(54.2)	10.3	(43.8)	(6.7)
Personnel costs	(156.3)	5.9	(150.4)	(136.6)	4.7	(131.9)	(18.5)
Other operating costs and income	(2.1)	(0.3)	(2.5)	1.0	(2.3)	(1.3)	(1.1)
Total Costs	**(373.5)**	**17.1**	**(356.4)**	**(332.2)**	**16.5**	**(315.7)**	**(40.8)**
Adjusted EBITDA	**41.0**	**27.9**	**68.9**	**38.1**	**27.3**	**65.4**	**3.5**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

4Q Profit & Loss Adjustments by Line Item

	Q4 17/18 Reported EBITDA	*Q4 17/18 Adjustments*	Q4 17/18 Adjusted EBITDA	Q4 16/17 Reported EBITDA	*Q4 16/17 Adjustments*	Q4 16/17 Adjusted EBITDA	Δ Q4 Adjusted EBITDA
Gross Profit	121.5	0.1	121.5	101.6	0.2	101.9	19.7
Change in Business Model	0.0	3.1	3.1	0.0	2.3	2.3	0.8
Gross profit including change in Business Model	**121.5**	**3.2**	**124.7**	**101.6**	**2.5**	**104.2**	**20.5**
Rental Costs	(17.3)	(0.0)	(17.3)	(14.5)	0.4	(14.1)	(3.2)
Marketing costs	(10.1)	0.3	(9.8)	(10.8)	1.1	(9.7)	(0.1)
Logistic costs	(10.9)	0.2	(10.7)	(8.2)	(0.1)	(8.3)	(2.4)
Other costs	(15.1)	0.5	(14.6)	(15.9)	5.7	(10.2)	(4.4)
Personnel costs	(43.8)	1.2	(42.5)	(35.5)	0.9	(34.6)	(7.9)
Other operating costs and income	(0.3)	(0.3)	(0.6)	2.3	(2.3)	0.1	(0.6)
Total Costs	**(97.6)**	**2.1**	**(95.5)**	**(82.6)**	**5.8**	**(76.9)**	**(18.6)**
EBITDA	**23.9**	**5.3**	**29.2**	**19.0**	**8.3**	**27.3**	**1.9**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

Balance Sheet

	28 Feb. 2018	28 Feb. 2017
Trade Receivables	39.6	35.2
Inventory	313.5	269.6
Trade Payables	(411.5)	(334.5)
Operating Working Capital	**(58.4)**	**(29.8)**
Current Tax Assets	3.1	8.0
Current Assets (1)	16.2	13.9
Current Liabilities (2)	(163.3)	(140.3)
Short Term Provisions	(2.9)	(1.4)
Net Working Capital	**(205.3)**	**(149.7)**
Tangible and Intangible Assets	99.9	72.6
Net Deferred Tax Assets and Liabilities	27.7	29.1
Goodwill	174.7	151.4
Other Long Term Assets and Liabilities (3)	(15.2)	(16.5)
Total Invested Capital	**81.7**	**86.9**
Net financial Debt	**(4.5)**	**(2.0)**
Equity	**(77.2)**	**(85.0)**
Total Sources	**(81.7)**	**(86.9)**

(1) Current Assets: Includes mainly Accrued Income related to rental costs, etc.

(2) Current Liabilities

	28 Feb. 2018	28 Feb. 2017
Accrued expenses (mainly Extended Warranties)	(101.3)	(88.7)
Personnel debt	(34.9)	(28.2)
VAT debt	(17.1)	(15.7)
Other	(10.1)	(7.7)
Current Liabilities	**(163.3)**	**(140.3)**

(3) Other Long Term Assets and Liabilities

	28 Feb. 2018	28 Feb. 2017
Deposits	2.4	2.1
Deferred Benefit Obligation (TFR)	(11.2)	(9.8)
Long Term Provision for Risks	(4.6)	(7.2)
Store Loss Provision	(0.1)	(0.6)
Other Provisions	(1.0)	(1.0)
LTIP Personnel debt	(0.7)	-
Other Long Term Assets and Liabilities	**(15.2)**	**(16.5)**

Notes: Consolidated results. Data in millions of Euro, unless otherwise stated.

Cash Flow Statement

FY 17/18	FY 16/17		Q4 17/18	Q4 16/17
41.0	**38.1**	**Reported EBITDA**	**23.9**	**19.0**
-	-	Taxes Paid	-	-
(8.8)	(4.9)	Interests Paid	(3.5)	(0.9)
46.0	19.6	Change in NWC	7.2	12.3
1.4	3.7	Change in Other Assets and Liabilities	0.5	0.9
79.6	**56.5**	**Reported Operating Cash Flow**	**28.1**	**31.3**
(37.3)	(27.9)	Capex	(2.5)	(7.8)
(14.5)	-	Acquisitions	(0.0)	-
0.2	-	Monclick NFP as at 01 June 2017	-	-
28.1	**28.6**	**Levered Free Cash Flow**	**25.5**	**23.5**
16.8	11.1	Adjustments	3.8	3.6
25.8	-	Non recurring investments	4.1	-
(4.0)		Other non recurring cash flows		
66.7	**39.7**	**Adjusted Levered Free Cash Flow**	**33.4**	**27.0**
(12.8)	(11.1)	Adjustments	0.2	(3.6)
(25.8)	-	Non-recurring investments	(4.1)	-
(20.0)	(3.9)	Dividends distribution	-	-
(11.6)	-	Acquisition Debts	0.1	-
1.0	(0.8)	Other Changes	(0.5)	(0.2)
(2.5)	**24.0**	**Δ Net Financial Position**	**29.1**	**23.3**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

“Reported EBITDA” To “Adjusted EBITDA” Reconciliation

FY 17/18	FY 16/17		Q4 17/18	Q4 16/17
41.0	**38.1**	**Reported EBITDA**	**23.9**	**19.0**
2.8	*6.1*	*IPO*	*0.0*	*3.4*
0.7	*3.8*	*Call options agreement*	*0.0*	*0.9*
3.5	*3.3*	*Stores opening - relocations (ex UE) - closing costs*	*0.3*	*0.6*
1.9	*1.1*	*Accidental events*	*(0.8)*	*1.1*
10.0	*(0.1)*	*Merger and Acquisition*	*1.8*	*(0.1)*
1.0	*3.3*	*Other*	*0.8*	*0.2*
19.9	***17.6***	**Non-Recurring Items**	***2.2***	***6.0***
8.0	***9.7***	**Change in Business Model**	***3.1***	***2.3***
68.9	**65.4**	**Adjusted EBITDA**	**29.2**	**27.2**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

“Net Income” To “Adjusted Net Income” Reconciliation

FY 17/18	FY 16/17		Q4 17/18	Q4 16/17
11.0	**11.6**	**Reported Net Income**	**12.3**	**10.7**
19.9	17.6	Non-Recurring Items *(see previous slide)*	2.2	6.0
3.1	-	Non recurring financial expenses/(income)	3.1	-
8.0	9.7	Change in Business Model	3.1	2.3
(2.6)	(2.6)	Fiscal Impact of non-recurring items and extended warranties adjustment	(0.6)	(1.0)
39.4	**36.3**	**Adjusted Net Income**	**20.1**	**17.9**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

Levered FCF To Adjusted Levered FCF Reconciliation

FY 17/18	FY 16/17		Q4 17/18	Q4 16/17
28.1	**28.6**	**Levered Free Cash Flow**	**25.5**	**23.5**
19.9	17.6	P&L non-recurring items	2.2	6.0
(1.5)	(5.4)	Adjustment for non-cash non-recurring items	2.0	(2.0)
(1.6)	(1.1)	Fiscal Impact of non-recurring items	(0.4)	(0.4)
(4.0)	-	Other non recurring cash flows	(4.0)	-
25.8	-	Non recurring investments	4.1	-
38.6	**11.1**	**Total Adjustments**	**3.9**	**3.6**
66.7	**39.7**	**Adjusted Levered Free Cash Flow**	**29.4**	**27.0**

Notes: Consolidated results. Unieuro Fiscal Year ends on 28 February. Data in millions of Euro, unless otherwise stated.

Net Financial Debt

	28 Feb. 2018	28 Feb. 2017
Bilateral Facility	(0.1)	-
Revolving Credit Facility	-	-
Other Short Term Bank Debt	-	-
Short-Term Bank Debt	**(0.1)**	**-**
New Term Loan	(50.0)	-
Old Term Loan	-	(19.3)
Capex Facility	-	(14.3)
Acquisition Facility	-	-
Financing Fees	2.6	1.8
Long-Term Bank Debt	**(47.4)**	**(31.8)**
Bank Debt	**(47.5)**	**(31.8)**
Debt To other lenders	(6.9)	(6.8)
Acquisition Debt	(11.6)	-
Other Financial Debt	**(18.5)**	**(6.8)**
Cash and Cash Equivalents	**61.4**	**36.7**
Net Financial Debt	**(4.5)**	**(2.0)**

Notes: Consolidated results. Data in millions of Euro, unless otherwise stated.

INVESTOR CONTACTS

Andrea Moretti
Investor Relations Manager

+39 0543 776769
+39 335 5301205

amoretti@unieuro.com
investor.relations@unieuro.com