unieuro

Unieuro S.p.A.

H1 2018/19 Results

14 November 2018

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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.

Agenda

- Highlights
- Market Scenario and Revenue Trends
- Strategic Goals and Actions Undertaken
- Financials
- Closing Remarks

Highlights

- Seasonality effect: revenues typically peaking in 2H, fixed costs relatively uniform over the year.
  - H1 not very significant from a profitability point of view
  - Cash absorption also influenced by seasonal trends

- Total sales(1) significantly overcoming the reference market: +12.7% vs. +2.1%
  - Like-for-like sales growth(2), net of overlaps, at steady +4.3%

- +39.1% jump in Online, now at 11% of Sales. unieuro.it digital platform +32.1%

- Market consolidation strategy still on track:
  - 9 former DPS Group / Trony stores, including Milano San Babila flagship
  - 6 former Galimberti / Euronics stores , enhancing coverage in Northern East of Italy

- New logistics hub now fully operational to sustain current and future growth

- Game-changing strategic move going forward: entrance into the Mass Merchandisers' segment through a partnership with a Tier1 food retailer

- NPS (direct channel) standing at very positive 44.0 level

- Improved YoY Net Financial Position, despite 20 €m dividend paid in June

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Notes: (1) Consumer segment only. (2) The like-for-like KPI is calculated including: (i) the retail and travel stores operating for at least an entire financial year at the closing date of the reference period, excluding sales outlets affected by significant business discontinuity (e.g. temporary closures and large-scale refurbishments) and (ii) the entire online channel.

Agenda

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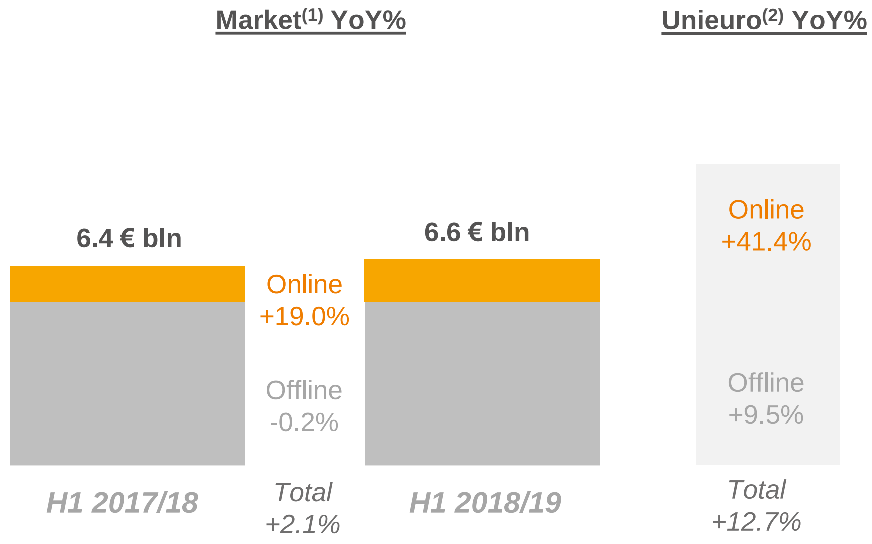
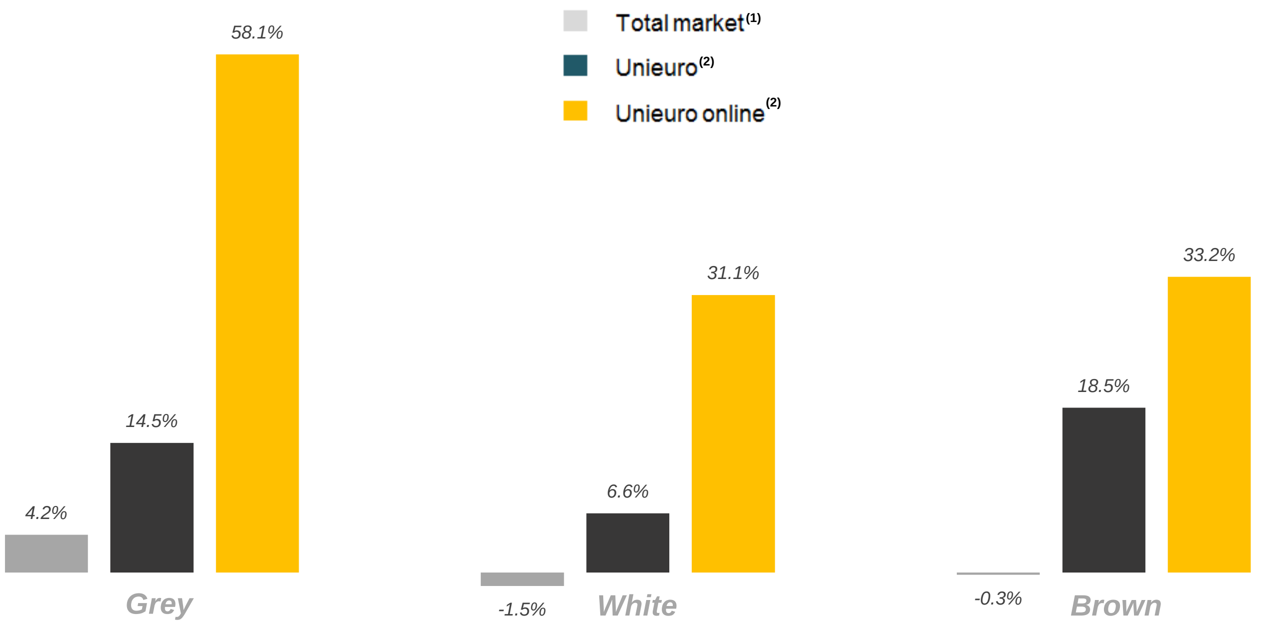
- **Market Scenario and Revenue Trends**
- **Strategic Goals and Actions Undertaken**
- **Financials**
- **Closing Remarks**

Market Scenario





Market trend: total market up by 2.1. Q2 confirming positive Q1 trend

- offline segment: Electrical Specialists channel down by 7%, while Tech Superstores post a growth by 1.2%
- online sales: growth accelerating in Q2

Competitive Scenario: increasing online players competitive pressure on SDA and IT

Internet penetration: approx. **14**% in H1 2018/19, stable QoQ

Unieuro(1): still outperforming the market in both channels: acquisitions and new openings boosting offline sales, online channel posting strong organic growth

Grey goods: still leading the sector, thanks to Telecom segment

- Telecom: increasing penetration of high-end smartphones
- IT: stable YoY thanks to good performance in July and August, compensating Q1 downturn

White goods:

- MDA suffering on the offline channel
- SDA sales increase, mainly thanks to e-commerce
- Air conditioning impacted by colder summer season

Brown goods: finally back to a flat performance. Shift from middle-segment to premium TV sets. E-commerce increase

Unieuro(2): material market share increase in all product segments:

- Strong Grey growth despite competitive pressure from online retailers and Telecom Specialists
- Positive performance in White, both offline and online, despite category weakness

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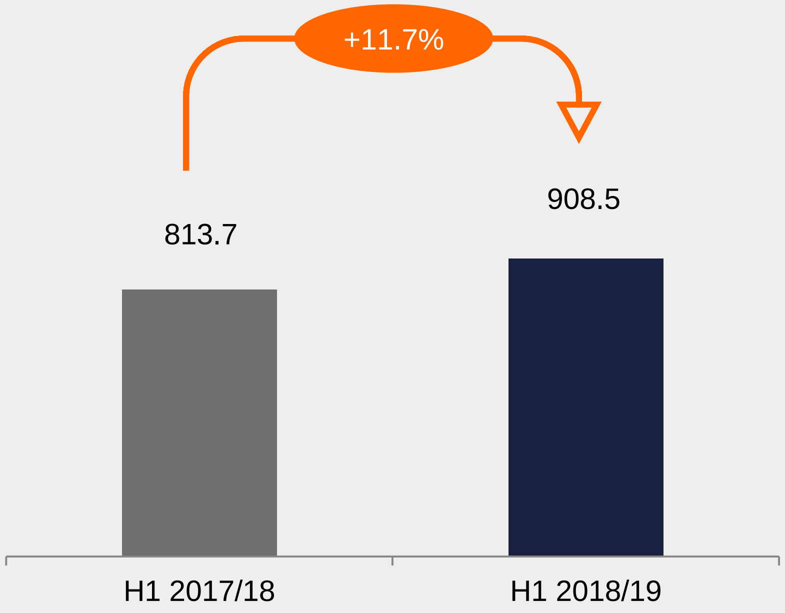
Notes: Source: Company elaborations on Gfk data. (1) Market data restated not to consider Entertainment category, previously included. (2) Unieuro's growth per product category and single channel only concerns the Consumer segment net of Services, Entertainment and products outside the scope of consumer electronics, while including Travel sales.

Sales

Semester sales at new record high, waiting for seasonally crucial 2H



- **H1 sales up by 11.7% at 908.5 €m**
- **Business perimeter impacted by external expansion**:
  - Monclick, from 1 June 2017
  - 21 former Andreoli / Euronics stores, from 1 July 2017
  - Euroma2 former Edom / Trony flagship store, from 20 Sept. 2017
  - 19 former Cerioni / Euronics stores, in three different steps (16 November 2017, 8 December 2017 and 27 January 2018)
- **8 new openings, 5 closures** since 31 Aug. 2017
- **Like-for-like sales growth up by 1%, +4.3% excluding overlaps**

Restatement of Like-for-like(1), now including:

- Retail and Travel DOS that have been operational for at least an entire financial year at the closing date of the reference period, net of stores affected by discontinuities (i.e. temporary closures, major refurbishments)
- the entire direct Online channel

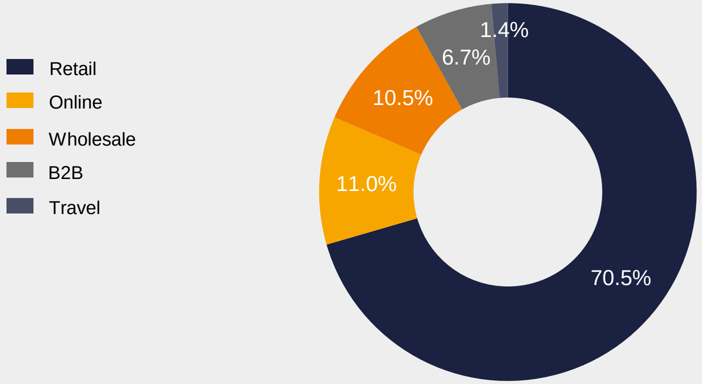
Better representation of the business at constant perimeter

Alignment to the main peers' methodology

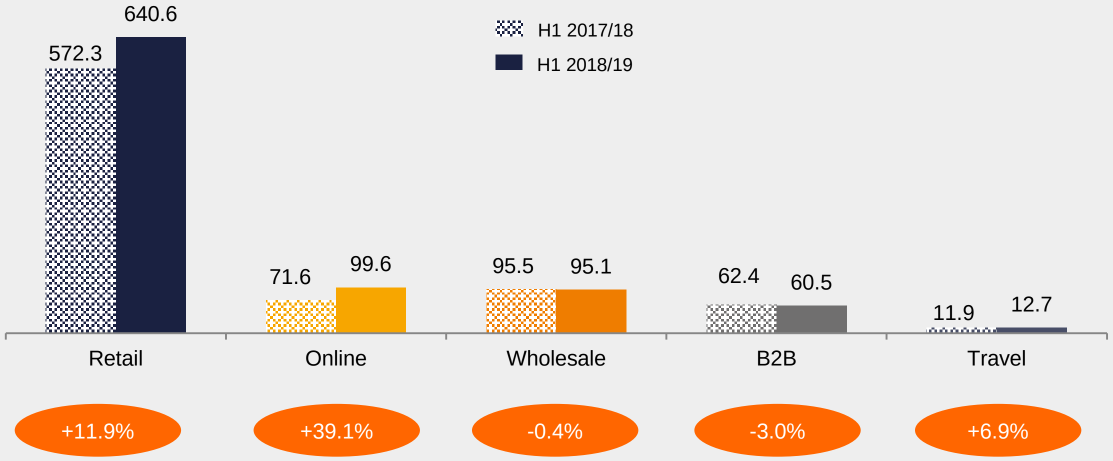
Notes: Unieuro H1 ends on 31 August. (1) See Annex for a comparison between historical and restated Like-for-like sales growth figures.

Sales by Channel

H1 2018/19 Breakdown



YoY Change (€m)

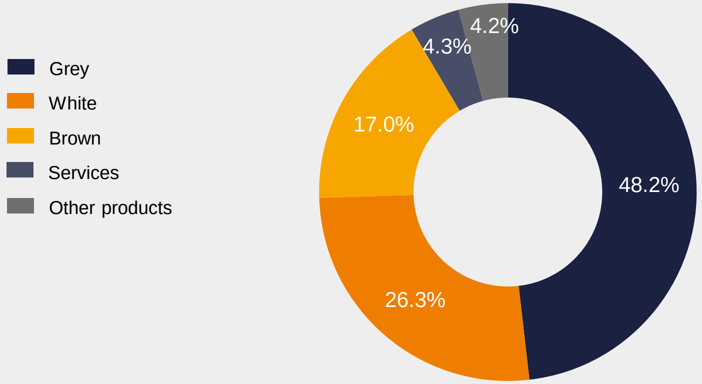


- **Retail boosted by store network expansion**, started in Q2 17/18
  - Channel store base increased by 23 DOS since 31 August 2017
- **Online accelerating again**
  - Unieuro.it platform +32.1%, overperforming the reference market
  - Monclick B2C contribution: 18.9 €m
- **Wholesale**[(1)] **stable YoY**
  - Ongoing rationalization of the affiliates network, showing a decrease by 3 stores since 31 August 2017
  - New DOS effect on pre-existing affiliates stores
- **B2B**[(1)] **slight decline**
  - Opportunistic and volatile business
  - Monclick B2B2C contribution: 9.1 €m
- **Travel**
  - LTM new openings effect
  - Milano San Babila to positively impact from Q3

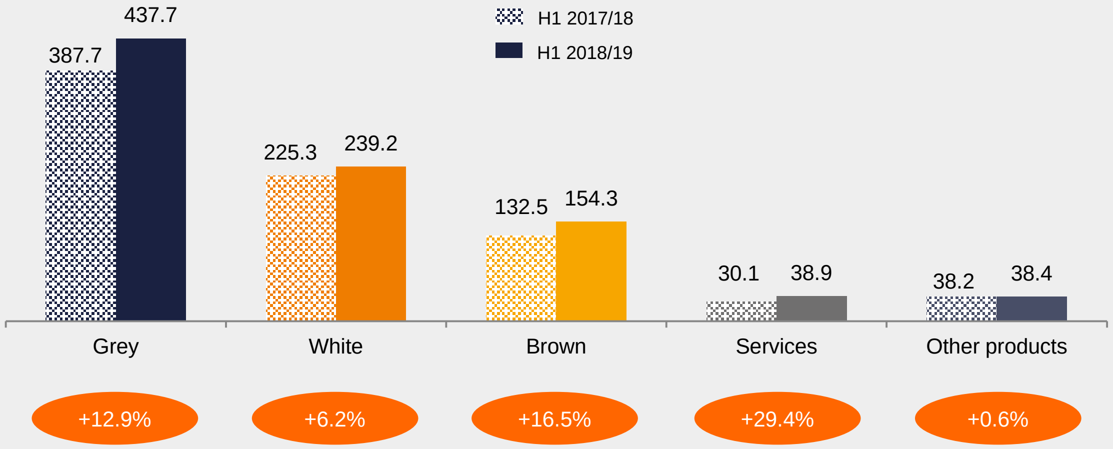
Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated. (1) For the purpose of better representation, supplies of goods to an ongoing customer operating in the consumer electronics market without using the Unieuro brand was reclassified from the Wholesale channel to the B2B channel.

Sales by Product Category

H1 2018/19 Breakdown



YoY Change (€m)



- **Grey still boosted by smartphones growth**
  - Mix moving towards high-end products
  - Good performance for some new models

- **White facing market weakness**
  - Different promotion calendar, with an Important commercial activity (“Passione Casa”) anticipated to February 2018
  - Colder summer impacting on air conditioning business
  - Keeping commitment on White products to improve profitability

- **Brown, strong performance despite sluggish market conditions**
  - Success for high-end models, especially Ultra HD and OLED
  - World Cup effect on sales

- **Services posting the higher YoY growth**
  - Boost by acquisitions and new openings
  - Success for consumer credit and extended warranties

- **Other products sales flat**
  - Weak electrical mobility segment
  - Stable Entertainment sales

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated. the classification of revenues by category is revised periodically in order to guarantee the comparability of Group data with market data.

Agenda

Restating 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

H1 18/19 Achievements

STRATEGIC PILLAR

Proximity

- **3 new DOS in Cagliari** (29 March), Grosseto and Silvi Marina (4 August)
- **Successful test of Unieuro-by-Iper format** in 2 “Iper, La Grande i” locations
- **Unieuro App reaching one million downloads** after only one year from its launch. App constantly among the top 20 retail apps on Apple Store and Google Play, in Italy

Experience

- **11 stores refurbished** (2 DOS, 9 affiliates); 1 DOS relocation
- **Average NPS** (direct channel) standing at **44 points**, +4 points compared to FY 17/18
- **Netcomm e-Commerce Award 2018 Winner** - Best Consumer Electronic App (first time ever for a mobile app)
- **Monclick winning the “Smau Innovation Award”** for its services specifically dedicated to SMEs

Retail Mix

- **Exclusive sale of Ignis-branded major domestic appliances started** in stores and online, thus reinforcing Unieuro’s commitment to White goods category
- **Commercial agreement with Sony** for the exclusive sale of 3 middle-range TV models, thus expanding the range of a similar agreement dated 2017

ENABLER

Supply Chain: successful relocation of logistics operations to the new hub in Piacenza, now fully operative

Brand Equity: “Unieuro” within the most influential brands in Italy, according to latest Ipsos survey

Partnership with Suppliers: commercial agreements with most important suppliers in view of Black Friday campaign

Offline Proximity: Entering The Mass Merchandisers Segment

Upcoming agreement with Finiper to open Unieuro shop-in-shops in *Iper, La grande i* superstores

- ***Iper, La grande i*, an excellence within the Italian mass merchandise retail segment**, with 27 superstores in 7 regions, specialized in the food category
- **4 shop-in-shops already opened since February 2018, another 5 to be ready for the Black Friday**
- **Commercial affiliation formula**, making Finiper an important affiliate and contributor to the Wholesale channel
- Signing of a multi-year partnership expected in the next weeks

Mass Merchandisers

Tech Superstores

Electrical Specialist

Telecom Retailers

Other Specialists

Strategic Rationale

- **Expanding the reference market to the Mass Merchandisers segment (hypermarkets, supermarkets and large multi-category stores), never explored before by specialized retailers;**
- **Significantly strengthening the Wholesale channel**
- **Benefitting from the high traffic of superstores, which will be further enhanced by the offer of services;**
- **Boosting the omnichannel strategy by enabling new shop-in-shops to pick&pay service for products purchased by customers on the unieuro.it platform;**
- **Improving supply conditions to the benefit of all Unieuro sales channels, thanks to the increased purchase volumes generated**

Offline Proximity: Keeping On Consolidating The Market

Acquisition of 13 stores and 2 new openings in locations formerly belonging to competiting buying groups

- **8 former Trony stores** out of 35 belonging to bankrupt company DPS Group S.r.l.
    - Sales area: over 10,000 sqm, including the Milano San Babila flagship store
    - Closing date: 23 August
    - Reopening dates: 15 September (6 stores), 6 October (1 store)
    - Target: **at least 50 €m** of additional sales at run-rate within 12-18 months
    - Total consideration: **3.4 €m**

- **5 Euronics stores** out of 17 in the North East of Italy belonging to Galimberti S.p.A., in arrangement with creditors
    - Sales area: over 7,000 sqm
    - Auction date: 10 October
    - Reopening: planned within the beginning of the peak season
    - Target: **approx. 30 €m** of additional sales at run-rate within 12-18 months
    - Total consideration: **2.5 €m**

- **2 new stores** to be reopened in former DPS and Galimberti locations:
    - 2,000 sqm in Verona city centre, a former Trony flagship
    - 1,800 sqm in Trieste, managed under the Euronics banner until last July
    - Target: **approx. 20 €m** of additional sales at run-rate within 12-18 months
    - No key-money paid

+100 €m
of expected additional sales, at run rate

Strategic Rationale

- **Reaching a leadership position in target regions vis-a-vis direct competitors**
- **Further consolidating the offline market, still fragmented and very competitive**
- **Avoiding overlaps with existing network through “cherry picking” approach**

Supply Chain: New Logistics Hub Successfully Opened

New state-of-the-art platform, starting point of a far-reaching logistics strategy bringing Unieuro even closer to the customer

- Relocation successfully completed in late September without any operational disruption
- Piacenza, one of the main Italian logistics hubs, confirmed as the better location for Unieuro's centralised platform, being **over 90% of DOS within 600 km**
- **Approx. €11 million extraordinary capex** to be primarily allocated to automation and energy efficiency
- **Warehouse capacity more than doubled**:
    - grey goods stocking capacity +100%
    - white goods +50%
- **9+6 years renting agreement** with landlord Generali Real Estate, extending a long-term partnership dated 2007
- **Lower rental costs per sqm**, also thanks to evolved real estate market conditions
- **Focus on automatization**: picking productivity[1] +350%; errors -50%[2]
- Warehouse **outsourced staff growing to 250 units,** proportionally less than capacity

104,000 sqm total surface area

30,000 pallets of grey goods

60,000 major domestic appliances

69 loading and unloading bays

240 daily loadings + unloadings

275 externalised + direct employees

APE / A2 and **BREEAM GOOD** energy certifications

Strategic Rationale

- **Supporting current and future omnichannel growth**
- **Improving service level while cutting costs, thanks to automatization**
- **Reinforcing Unieuro's winning centralized business model**

Notes: (1) In terms of pickings per hour per operator. (2) Calculated as value of questioned deliveries on value of total deliveries.

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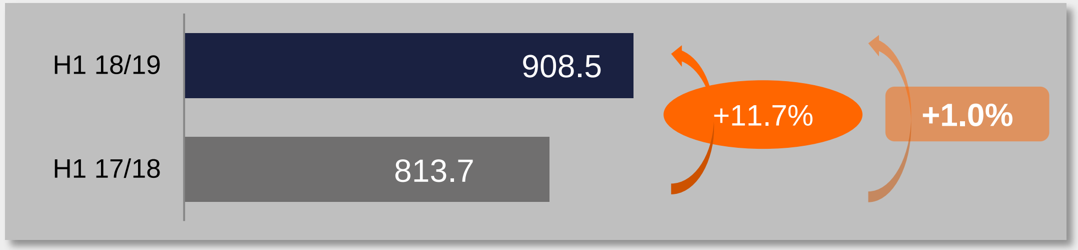
Key Financials /1

Sales (€m)

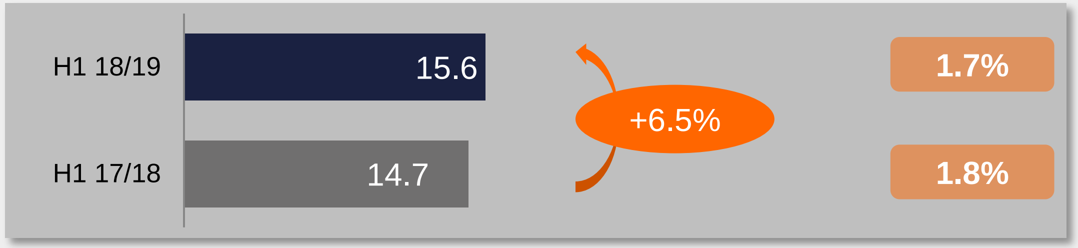
Like-for-like growth(1)



- LTM acquisitions and new openings effect on perimeter
- Restated like-for-like sales(1) +1%. Net of new stores effect on pre-existing network, **LFL sales +4.3%**
- Online strong performance

Adj. EBITDA(2) (€m)

Adj. EBITDA margin



- H1 not very significant from a profitability point of view, due to **seasonality effect** (lower revenues, constant fixed costs)
- Adj. EBITDA single-digit growth, leading to a slight dilution in Adj. EBITDA margin (-10 bps)
- Gross margin improvement, volume effect and marketing costs optimization more than offsetting growth in personnel, logistics and rental costs driven by scope of business expansion

Adj. Net Income/(Loss)(3) (€m)

Adj. Net margin

- Higher D&A connected to increased capex and store closures asset impairment
- Tax temporary impact
- Financial interest reduction deriving from December 2017 credit lines total redefinition and treasury optimization

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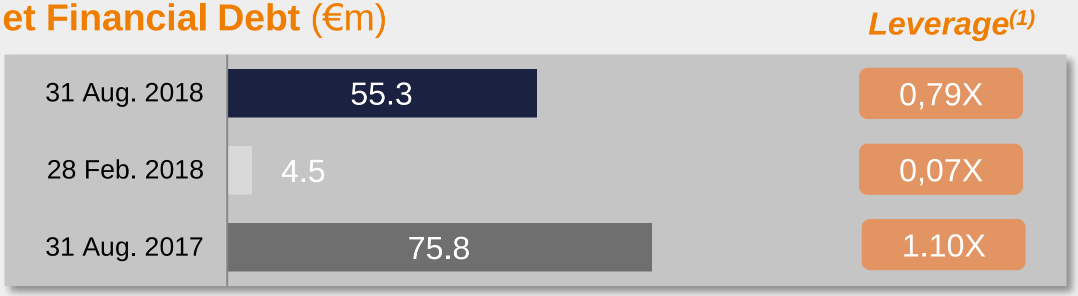
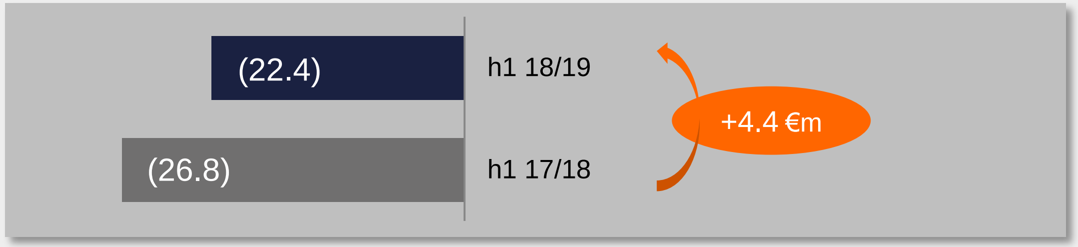
Key Financials /2

Net Financial Debt (€m)



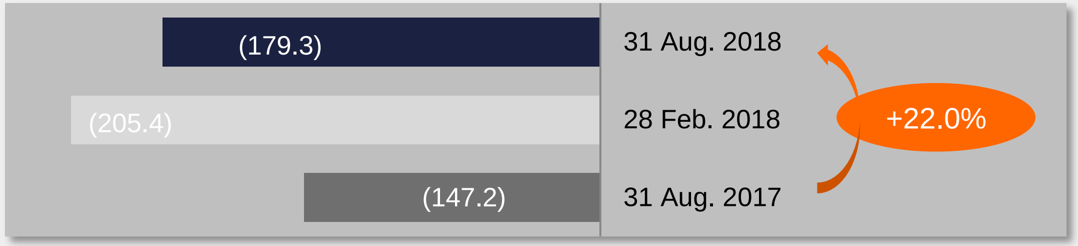
- **Seasonality effect** boosting cash absorption at operating level
- **Dividend payment** amounting to 20 €m
- Significant improvement in respect to 31 August 2017, both in absolute and relative terms (leverage ratio), notwithstanding dividends and acquisitions

Adj. Levered Free Cash Flow[2] (€m)



- Cash absorption improving for the second year in a row
- **8.4 €m capex**, including a first portion of extraordinary investments related to the new logistics hub

Net Working Capital (€m)



- **Net Working Capital** strong improvement compared to 31 August 2017 underpinned by network expansion and extended warranties
- YTD change negatively influenced by seasonality

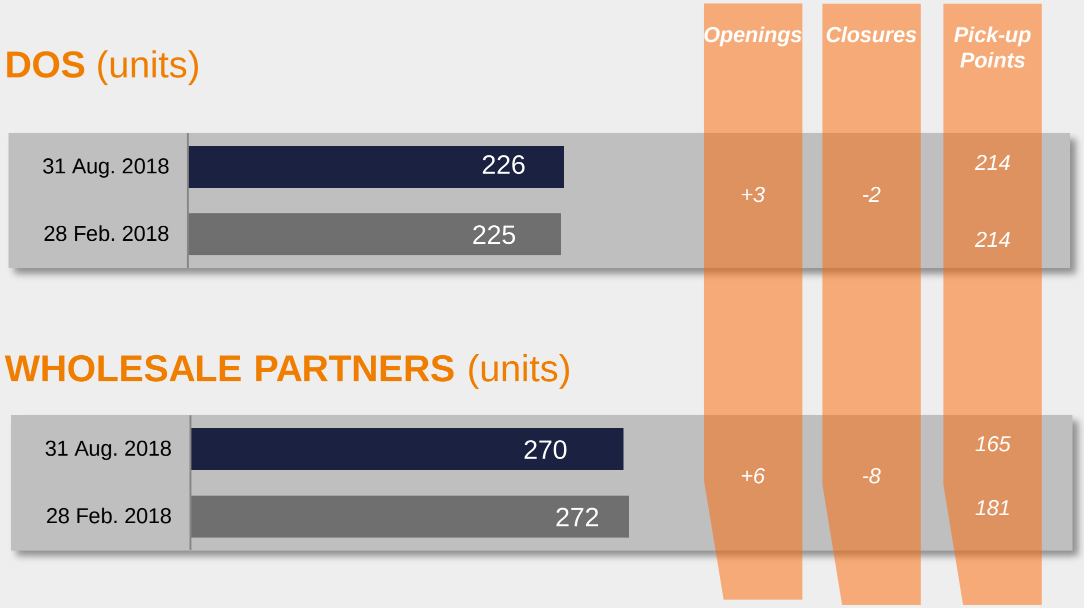
Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated. (1) Leverage ratio is calculated as Net Financial Debt divided by Last Twelve Month Adjusted EBITDA. (2) Adjusted Levered Free Cash Flow is defined as cash flow generated/absorbed by operating activities net of investment activities adjusted for non-recurring investments and other non-recurring operating flows and including adjustments for non-recurring expenses (income) and net of their non-cash component and the related tax impact.

Key Operational Data

Unieuro's Retail Network: 496 stores

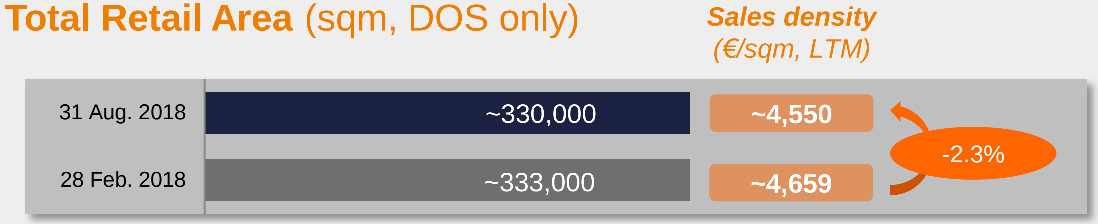
- DOS (units)

- WHOLESALE PARTNERS (units)

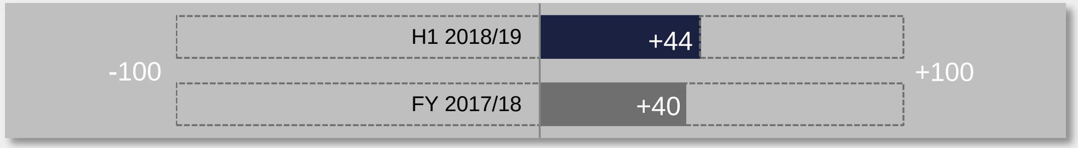


- Cagliari, Grosseto and Silvi Marina new openings
- Closures of Messina and Osimo stores
- Ongoing affiliates network rationalisation, -2 stores YTD, +3 stores in Q2. 2 Unieuro-by-Iper already included since February 2018
- **Pick-up points: 379** (76% of total stores)

Total Retail Area (sqm, DOS only)



Net Promoter Score[1] (direct channel only)

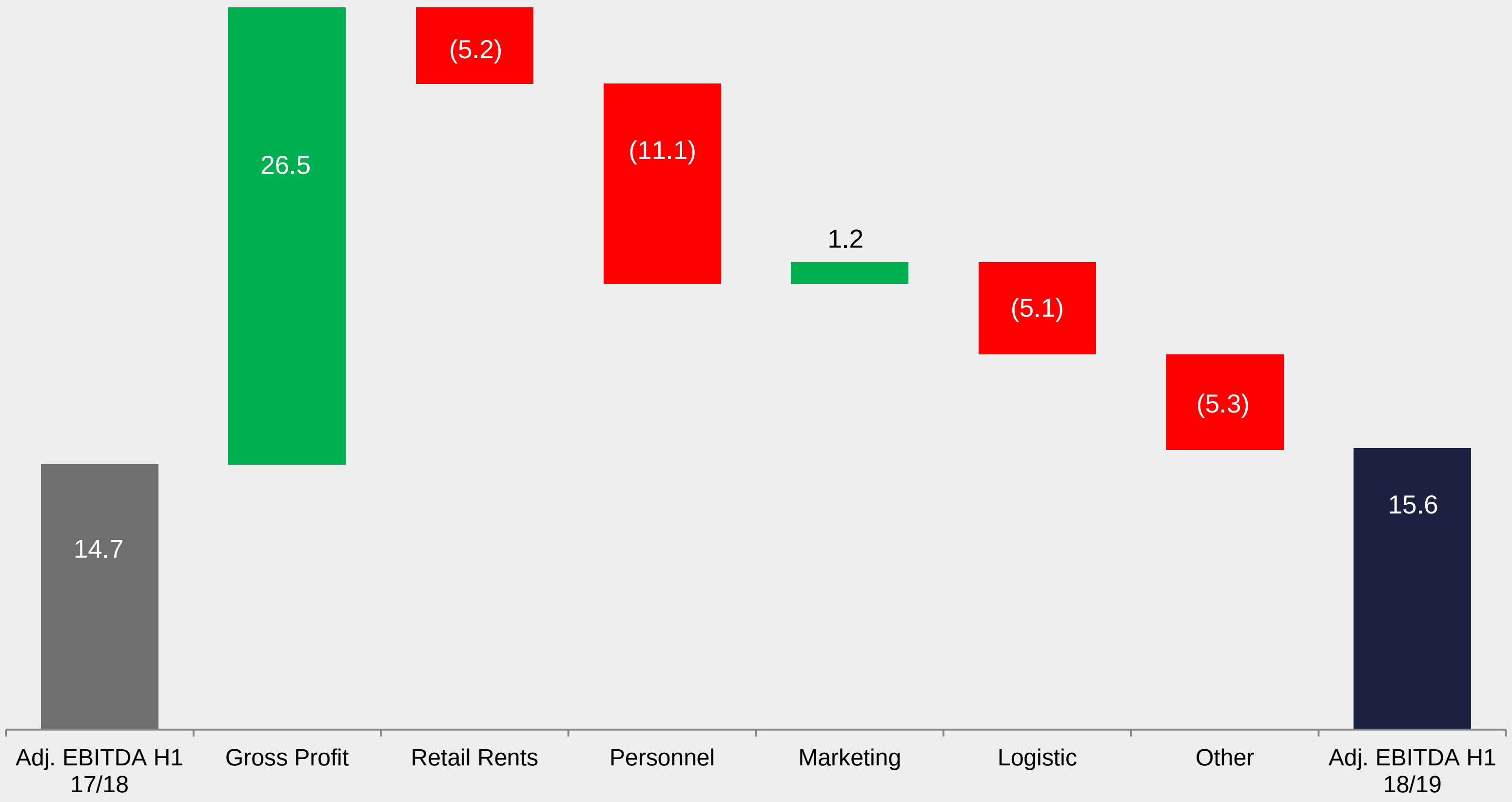


Active Loyalty Cards[2] (thousands)

Workforce (FTEs)

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated. (1) Net Promoter Score (NPS) measures customer experience and predicts business growth. It can range from -100 (if every customer is a Detractor) to 100 (if every customer is a Promoter). (2) Active loyalty customers defined as customers who made at least a transaction within the last 12 months.

Adjusted EBITDA(1) Walk

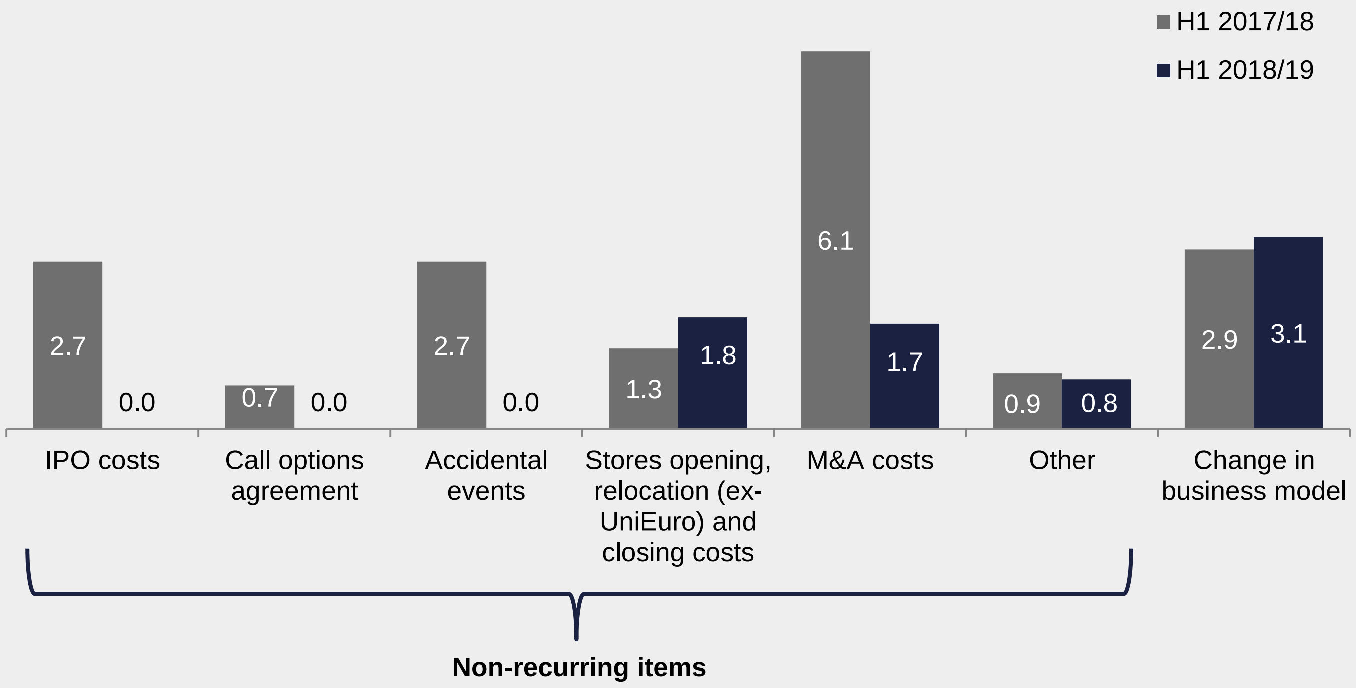


- **Strong increase in Gross Profit,** boosting Gross margin from 22.3% to 22.8% also thanks to a constant attention to sales profitability
- **Retail rents up,** following the store network expansion, reflecting on a different comparison basis
- **Personnel costs up**:
  - acquisitions and new openings
  - Long term incentive plans
  - Strengthening of central functions
- **Reduction in Marketing costs** (-4.9%) mainly due to a different promotion calendar. Mainstream marketing activities decrease, partly offset by digital campaigns
- **Significant increase in Logistics costs** led by increase in sales volume and home delivery, including special delivery services
- **Other costs up** pushed by utilities, maintenance, insurance premiums and G&A expenses

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated. (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.

Explaining EBITDA adjustments

Adjustments breakdown



- Exceptional costs related to IPO and Call options agreement definitely ended
- No accidental events in FY 2018/19 so far
- **Stores opening, relocations (ex-UniEuro) and closing costs** also connected to the new logistics hub in Piacenza
- **M&A costs** related to the reorganization of Monclick corporate structure as well as set up costs concerning the DPS Group stores acquisition
- **Change in business model** substantially in line with prior year impacted by Andreoli and Cerioni acquisition

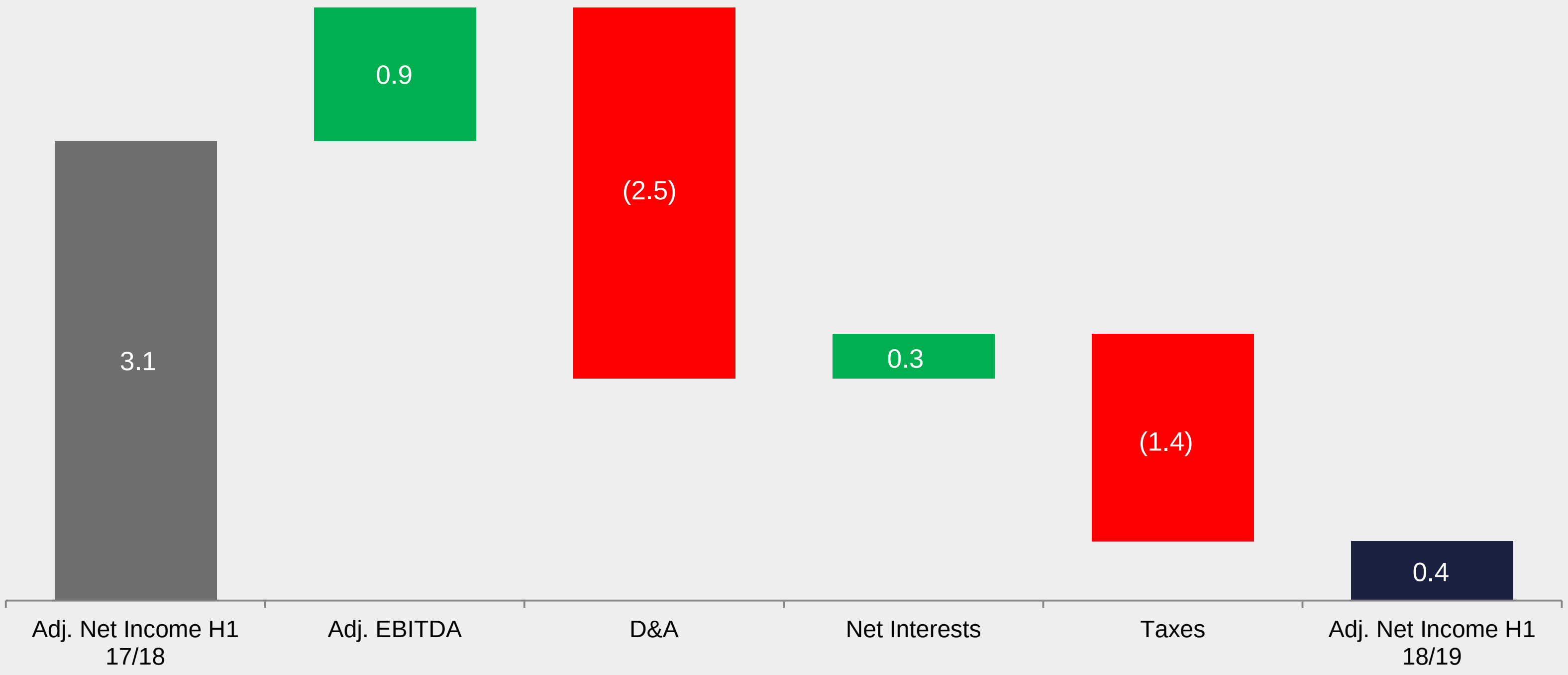
Total adjustments change

	H1 17/18	H1 18/19	
Non-recurring items	14.4	4.3	-10.1
Extended warranties adjustment	2.9	3.1	0.2
Total adjustments	**17.3**	**7.4**	**-9.9**

- **Non-recurring items cut by 70% in the period**
- **Total adjustments -57%**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

Adjusted Net Income(1) Walk



- **D&A significant increase** due to constant and significant focus on capex activities, as well as asset write-downs relating to stores closed during the period

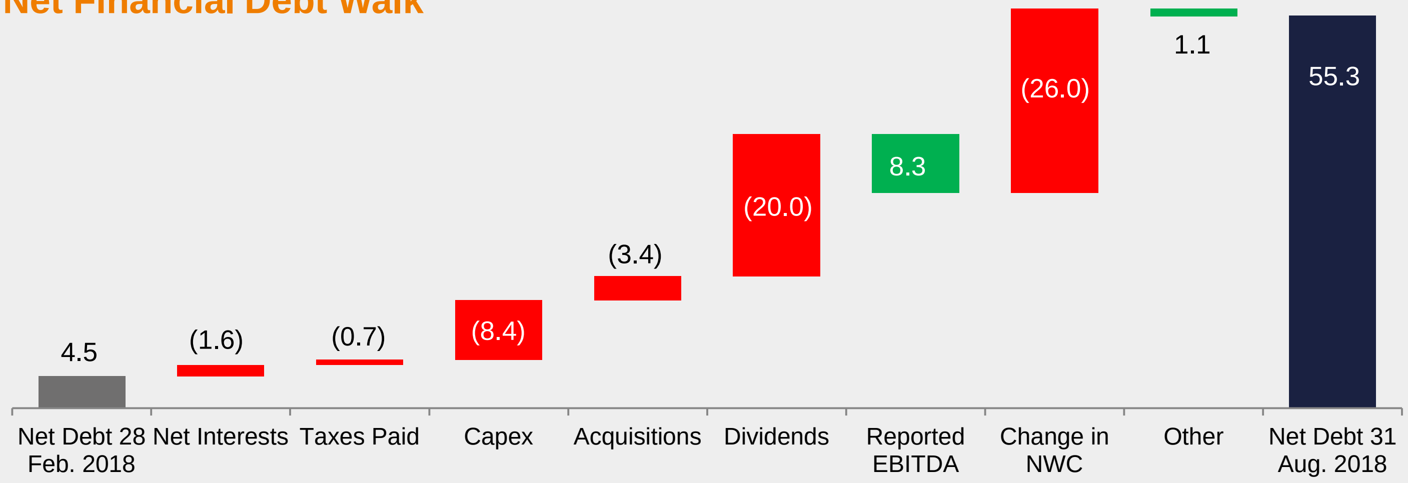
- **Net interests savings** also thanks to the new credit facilities signed at the end of December 2017

- **Negative fiscal effect**, from positive 0.7 €m in H1 17/18 to negative 0.7 €m in H1 18/19. Temporary reduction to be reabsorbed during the tax year

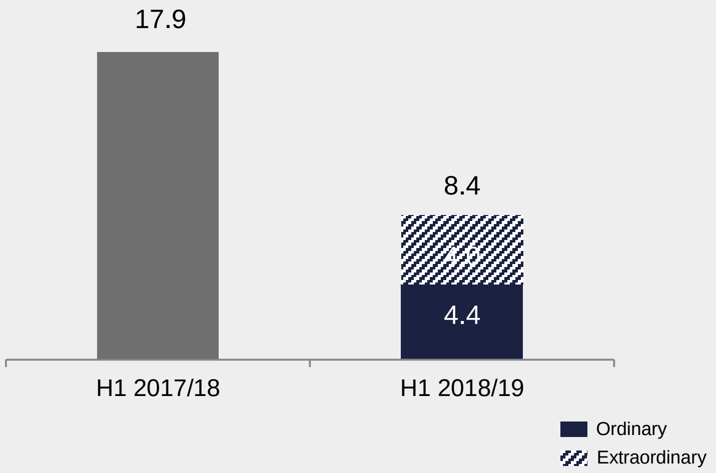
Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated. P&L line items adjusted for non-recurring costs and business model change. (1) Adjusted Net Income/Loss is calculated as the Net Income (Loss) adjusted by (i) the adjustments incorporated in the Adj. EBITDA, (ii) the adjustments of the non-recurring D&A (iii) the adjustments of the non-recurring financial expenses(income) and (iv) the theoretical tax impact of these adjustments.

Financial Overview

Net Financial Debt Walk



Capex

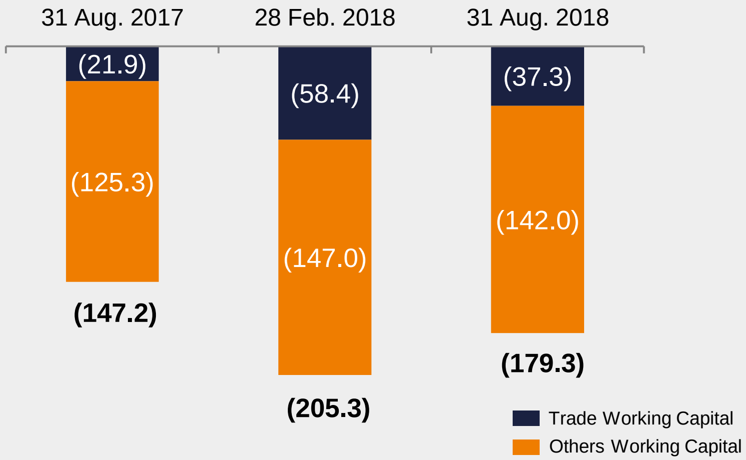


- **Net Financial Position** impacted by seasonality, in line with historical experience, dividend payment and investments

- **Total capex down YoY** to 8.4 €m, including:
  - **Ordinary capex** (4.4€m), related to store maintenance and refurbishment, ITC, digital platform improvement and store digitalization
  - **Extraordinary capex** (4.0 €m), mainly related to the new Piacenza logistics hub for 3.2 €m, out of 11 €m planned

- **Net Working Capital improving** vs. last year:
  - Trade WC enhancing thanks to enlarged store base
  - Others WC boosted by extended warranties

Net Working Capital



Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

Agenda

- Highlights
- Market Scenario and Revenue Trends
- Strategic Goals and Actions Undertaken
- Financials
- **Closing Remarks**

Closing Remarks

- Good semester, even if seasonally less important in terms of business
- Outperformance in the main channels and product categories compared to the market

- Optimism over the Black Friday and the Christmas season, in light of the positive August, September and October sales trend
- 14 new stores ready for the peak season
- Margin protection allowed by timely engagement with suppliers, milestone of the new commercial approach

- Omnichannel approach strongly confirmed
- The new Piacenza Hub as the starting point of a new logistics strategy

- Heading towards market leadership, also thanks to:
  - Another 100 €m of additional revenues at run rate coming from recent acquisitions
  - Upcoming partnership agreement with Finiper to expand into the Mass Merchandiser segment

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.

Like-For-Like Sales Growth

Reporting period	**Reported Like-for-like growth (OLD method)**	**Restated Like-for-like growth (NEW method[1])**
FY 2016/17	3.3%	**3.5%**
Q1 2017/18	0.5%	**8.1%**
H1 2017/18	(2.3%)	**2.9%**
9M 2017/18	(1.5%)	**3.8%**
FY 2017/18	(1.9%)	**2.7%**
Q1 2018/19	(4.9%)	**(4.5%)**
H1 2018/19	0.4%	**1.0%**

Notes: Consolidated results. Unieuro FY ends on 28 February. (1) The like-for-like KPI is calculated including: (i) the retail and travel stores operating for at least an entire financial year at the closing date of the reference period, excluding sales outlets affected by significant business discontinuity (e.g. temporary closures and large-scale refurbishments) and (ii) the entire direct online channel.

Profit & Loss

H1 18/19	%	H1 17/18	%		Q2 18/19	%	Q2 17/18	%
908.5		813.7		Sales	489.9		446.9	
908.5		**813.7**		**Sales**	**489.9**		**446.9**	
(704.0)	(77.5%)	(638.2)	(78.4%)	Purchase of goods - Change in Inventory	(380.1)	(77.6%)	(350.2)	(78.4%)
(35.2)	(3.9%)	(30.6)	(3.8%)	Rental Costs	(17.3)	(3.5%)	(16.1)	(3.6%)
(23.8)	(2.6%)	(25.8)	(3.2%)	Marketing costs	(12.0)	(2.4%)	(12.3)	(2.7%)
(23.7)	(2.6%)	(18.9)	(2.3%)	Logistic costs	(13.0)	(2.6%)	(10.9)	(2.4%)
(30.9)	(3.4%)	(28.7)	(3.5%)	Other costs	(16.7)	(3.4%)	(14.9)	(3.3%)
(81.3)	(8.9%)	(72.0)	(8.8%)	Personnel costs	(39.6)	(8.1%)	(38.1)	(8.5%)
(1.4)	(0.2%)	(2.1)	(0.3%)	Other operating costs and income	(1.0)	(0.2%)	(1.0)	(0.2%)
8.3	**0.9%**	**(2.6)**	**(0.3%)**	**EBITDA Reported**	**10.3**	**2.1%**	**3.4**	**0.8%**
4.3	0.5%	14.4	1.8%	*Adjustments*	2.4	0.5%	9.3	2.1%
3.1	0.3%	2.9	0.4%	*Change in Business Model*	1.6	0.3%	1.5	0.3%
15.6	**1.7%**	**14.7**	**1.8%**	**Adjusted EBITDA**	**14.3**	**2.9%**	**14.1**	**3.1%**
(12.3)	(1.4%)	(9.8)	(1.2%)	D&A	(6.2)	(1.3%)	(5.1)	(1.1%)
(2.2)	(0.2%)	(2.5)	(0.3%)	Financial Income - Expenses	(1.4)	(0.3%)	(1.3)	(0.3%)
1.1	**0.1%**	**2.4**	**0.3%**	**Adjusted Profit before Tax**	**6.7**	**1.4%**	**7.7**	**1.7%**
(0.1)	(0.0%)	2.2	0.3%	Taxes	(1.1)	(0.2%)	0.4	0.1%
(0.6)	(0.1%)	(1.5)	(0.2%)	*Fiscal impact of non-recurring items*	(0.3)	(0.1%)	(0.9)	(0.2%)
0.4	**0.0%**	**3.1**	**0.4%**	**Adjusted Net Income**	**5.3**	**1.1%**	**7.2**	**1.6%**
(3.1)	(0.3%)	(14.4)	(1.8%)	*Adjustments*	(1.3)	(0.3%)	(9.3)	(2.1%)
(3.1)	(0.3%)	(2.9)	(0.4%)	*Change in Business Model*	(1.6)	(0.3%)	(1.5)	(0.3%)
0.6	0.1%	1.5	0.2%	*Fiscal impact of non-recurring items*	0.3	0.1%	0.9	0.2%
(5.2)	**(0.6%)**	**(12.6)**	**(1.5%)**	**Net Income Reported**	**2.8**	**0.6%**	**(2.6)**	**(0.6%)**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

H1 Profit & Loss Adjustments by Line Item

	H1 18/19 Reported EBITDA	*H1 18/19 Adjustments*	H1 18/19 Adjusted EBITDA	H1 17/18 Reported EBITDA	*H1 17/18 Adjustments*	H1 17/18 Adjusted EBITDA
Gross Profit	204.5	0.0	204.5	175.5	2.7	178.2
Change in Business Model		3.1	3.1		2.9	2.9
Gross profit including change in Business Model	**204.5**	**3.1**	**207.6**	**175.5**	**5.6**	**181.1**
Rental Costs	(35.2)	0.1	(35.1)	(30.6)	0.7	(29.9)
Marketing costs	(23.8)	0.2	(23.6)	(25.8)	1.0	(24.8)
Logistic costs	(23.7)	0.4	(23.3)	(18.9)	0.7	(18.2)
Other costs	(30.9)	2.3	(28.6)	(28.7)	5.7	(23.0)
Personnel costs	(81.3)	1.5	(79.7)	(72.0)	3.3	(68.7)
Other operating costs and income	(1.4)	(0.1)	(1.5)	(2.1)	0.3	(1.8)
Total Costs	**(196.2)**	**4.3**	**(191.9)**	**(178.1)**	**11.7**	**(166.4)**
Adjusted EBITDA	**8.3**	**7.4**	**15.6**	**(2.6)**	**17.3**	**14.7**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

Q2 Profit & Loss Adjustments by Line Item

	Q2 18/19 Reported EBITDA	*Q2 18/19 Adjustments*	Q2 18/19 Adjusted EBITDA	Q2 17/18 Reported EBITDA	*Q2 17/18 Adjustments*	Q2 17/18 Adjusted EBITDA	Δ Q2 Adjusted EBITDA
Gross Profit	109.8	0.0	109.8	96.6	2.7	99.3	10.5
Change in Business Model		1.6	1.6		1.5	1.5	0.1
Gross profit including change in Business Model	**109.8**	**1.6**	**111.4**	**96.6**	**4.2**	**100.8**	**10.6**
Rental Costs	(17.3)	0.0	(17.3)	(16.1)	0.4	(15.7)	(1.7)
Marketing costs	(12.0)	0.1	(11.8)	(12.3)	0.6	(11.7)	(0.2)
Logistic costs	(13.0)	0.3	(12.6)	(10.9)	0.7	(10.2)	(2.4)
Other costs	(16.7)	1.7	(15.0)	(14.9)	2.6	(12.3)	(2.7)
Personnel costs	(39.6)	0.3	(39.3)	(38.1)	2.5	(35.7)	(3.6)
Other operating costs and income	(1.0)	0.0	(1.0)	(1.1)	(0.1)	(1.2)	0.2
Total Costs	**(99.5)**	**2.4**	**(97.1)**	**(93.3)**	**6.6**	**(86.7)**	**(10.4)**
Adjusted EBITDA	**10.3**	**4.0**	**14.3**	**3.3**	**10.7**	**14.1**	**0.2**

Notes: Consolidated results. Unieuro Q2 ends on 31 August. Data in millions of Euro, unless otherwise stated.

Balance Sheet

	31 August 2018	28 Feb. 2018
Trade Receivables	57.1	39.6
Inventory	320.8	313.5
Trade Payables	(415.2)	(411.5)
Operating Working Capital	**(37.3)**	**(58.4)**
Current Tax Assets	4.4	3.1
Current Assets [1]	21.7	16.2
Current Liabilities [2]	(165.6)	(163.4)
Short Term Provisions	(2.6)	(3.0)
Net Working Capital	**(179.3)**	**(205.4)**
Tangible and Intangible Assets	106.6	99.9
Net Deferred Tax Assets and Liabilities	24.7	27.7
Goodwill	176.1	174.8
Other Long Term Assets and Liabilities [3]	(16.8)	(15.2)
Total Invested Capital	**111.3**	**81.7**
Net financial Debt	**(55.3)**	**(4.5)**
Equity	**(56.0)**	**(77.2)**
Total Sources	**(111.3)**	**(81.7)**

[1] **Current Assets:** Includes mainly Accrued Income related to rental costs, etc

[2] **Current Liabilities**

	31 August 2018	28 Feb. 2018
Accrued expenses (mainly Extended Warranties)	(107.3)	(101.3)
Personnel debt	(32.0)	(34.9)
VAT debt	(15.4)	(17.1)
Other	(10.9)	(10.1)
Current Liabilities	**(165.6)**	**(163.4)**

[3] **Other Long Term Assets and Liabilities**

	31 August 2018	28 Feb. 2018
Deposits	2.4	2.4
Deferred Benefit Obligation (TFR)	(11.0)	(11.2)
Long Term Provision for Risks	(5.5)	(4.6)
Store Loss Provision	(0.1)	(0.1)
Other Provisions	(1.2)	(1.0)
LTIP Personnel debt	(1.4)	(0.7)
Other Long Term Assets and Liabilities	**(16.8)**	**(15.2)**

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

Cash Flow Statement

H1 18/19	H1 17/18		Q2 18/19	Q2 17/18
8.3	**(2.6)**	**Reported EBITDA**	**10.3**	**3.4**
(0.7)	-	Taxes Paid	(0.7)	-
(1.6)	(4.2)	Interests Paid	(1.2)	(3.2)
(26.0)	(12.5)	Change in NWC	8.9	1.5
0.3	0.8	Change in Other Assets and Liabilities	(0.2)	0.0
(19.8)	**(18.5)**	**Reported Operating Cash Flow**	**17.1**	**1.7**
(6.6)	(11.9)	Purchase of Tangible Assets	(4.7)	(0.4)
(1.8)	(5.9)	Purchase of Intangible Assets	(1.3)	(3.1)
(3.4)	(12.9)	Acquisitions	(3.4)	(3.5)
-	0.2	Monclick NFP 01.06.2017	-	0.2
(31.6)	**(49.0)**	**Levered Free Cash Flow**	**7.7**	**(5.1)**
1.8	9.4	Adjustments	2.0	5.3
7.4	12.9	Non recurring investments	5.2	3.5
(22.4)	**(26.8)**	**Adjusted Levered Free Cash Flow**	**14.9**	**3.7**
(1.8)	(9.4)	Adjustments	(2.0)	(5.3)
(7.4)	(12.9)	Non recurring investments	(5.2)	(3.5)
(20.0)	(20.0)	Dividend/Change in Shareholders Debt	(20.0)	(20.0)
-	(6.5)	Monclick Acquisition Debt	-	(6.5)
0.8	1.7	Other Changes	1.3	1.9
(50.8)	**(73.8)**	**Δ Net Financial Position**	**(11.0)**	**(29.7)**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

“Reported EBITDA” To “Adjusted EBITDA” Reconciliation

H1 18/19	H1 17/18		Q2 18/19	Q2 17/18
8.3	**(2.6)**	**Reported Ebitda**	**10.3**	**3.4**
-	*2.7*	*IPO*	-	-
-	*0.7*	*Call options agreement*	-	*(0.0)*
1.8	*1.3*	*Stores opening - relocations (ex UE) - closing costs*	*0.7*	*0.7*
-	*2.7*	*Accidental events*	-	*2.7*
1.7	*6.1*	*Merger and Acquisition*	*1.1*	*5.4*
0.8	*0.9*	*Other*	*0.6*	*0.4*
4.3	***14.4***	**Non-Recurring Items**	***2.4***	***9.3***
3.1	***2.9***	**Extended warranties adjustment**	***1.6***	***1.5***
15.6	**14.7**	**Adjusted Ebitda**	**14.3**	**14.1**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

“Net Income” To “Adjusted Net Income” Reconciliation

H1 18/19	H1 17/18		Q2 18/19	Q2 17/18
(5.2)	**(12.6)**	**Reported Net Income**	**2.8**	**(2.6)**
4.3	14.4	Non-Recurring Items *(see previous slide)*	2.4	9.3
3.1	2.9	Extended warranties adjustment	1.6	1.5
0.3	-	D&A non recurring	-	-
(1.5)	-	Financial non recurring	-	-
(0.6)	(1.5)	Fiscal Impact of non-recurring items and extended warranties adjustment	(0.3)	(0.9)
0.4	**3.1**	**Adjusted Net Income**	**5.3**	**7.2**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

Levered Free Cash Flow Reconciliations

H1 18/19	H1 17/18		Q2 18/19	Q2 17/18
(31.6)	**(49.0)**	**Levered Free Cash Flow**	**7.7**	**(5.1)**
4.3	14.4	P&L non-recurring items	2.4	9.3
(1.5)	(4.1)	Adjustment for non-cash non-recurring items	(0.3)	(3.5)
(0.2)	(0.9)	Fiscal Impact of non-recurring items	(0.2)	(0.5)
7.4	12.9	Non recurring investments	5.2	3.5
(0.8)		Other non recurring flows	-	-
9.2	**22.3**	**Total Adjustments**	**7.2**	**8.8**
(22.4)	**(26.8)**	**Adjusted levered free cash flow**	**14.9**	**3.7**

	H1 18/19
Change in Net Financial Position	**(50.8)**
Dividends	20.0
Total impact from acquisitions	3.4
Unpaid Capex	4.0
EBITDA non recurring	4.3
Non cash non recurring	(1.5)
Other non recurring cash flows	(0.8)
Fiscal impact of non recurring items	(0.2)
Other	(0.8)
Adjusted Levered Free Cash Flow	**(22.4)**

Notes: Consolidated results. Unieuro H1 ends on 31 August. Data in millions of Euro, unless otherwise stated.

Net Financial Debt

	31 Aug. 2018	28 Feb. 2018
Bilateral Facility		(0.1)
Revolving Credit Facility	(18.0)	0.0
Other Short Term Bank Debt		0.0
Short-Term Bank Debt	**(18.0)**	**(0.1)**
New Term Loan	(46.3)	(50.0)
Financing Fees	2.3	2.6
Long-Term Bank Debt	**(44.0)**	**(47.4)**
Bank Debt	**(62.0)**	**(47.5)**
Debt To other lenders	(6.6)	(6.9)
Acquisition Debt	(9.8)	(11.6)
Other Financial Debt	**(16.4)**	**(18.5)**
Cash and Cash Equivalents	**23.1**	**61.4**
Net Financial Debt	**(55.3)**	**(4.5)**

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

NEXT EVENTS

9M 2018/19 Results
10 January 2019

Mid Small Cap Forum (LondCap)
Zurich, 5-6 February 2019

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