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Gonesse, July 13th 2022

MANUTAN GROUP Turnover Q3 2021/2022

The Group consolidates its growth momentum with an increase of 15.6% at constant exchange rates and working days in the third quarter

In thousands of euros	Turnover at the end of June 2022	Turnover at the end of June 2021	Q3 2022	Q3 2021	Q2 2022	Q2 2021	Q1 2022	Q1 2021
Total Turnover	671 157	594 196	231 461	200 825	214 099	181 264	225 596	212 107

During Q3 of financial year 2021/2022, Manutan Group's business grew by +15.3% (+15.6% at constant exchange rates and days with a currency effect of +0.3% and a day effect of -0.7%). This increase was driven by the Local Authorities division, which grew by 22.0% (no impact on days), and by the Enterprises division, which rose by 13.4% (13.8% at constant exchange rates and days).

From the financial year beginning to the end of the Q3 2021/2022, Manutan Group's cumulative Turnover was up +13.0% (+11.5% at constant exchange rates and days) compared to the same period of the financial year 2020/2021. 671. The Group's turnover at June 30 2022 was 671.2 million euros compared to 594.2 million euros at June 30, 2021.

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

In thousands of euros	Turnover at the end of June 2022	Turnover at the end of June 2021	Q3 2022	Q3 2021	Q2 2022	Q2 2021	Q1 2022	Q1 2021
Enterprises	535 425	467 386	178 043	157 038	182 265	150 535	175 118	159 812
South	251 595	219 826	83 400	73 254	85 984	69 473	82 210	77 099
Centre	136 244	115 647	45 639	38 103	46 285	38 645	44 320	38 899
West	93 892	86 102	30 934	29 878	32 235	28 062	30 723	28 162
North	31 712	28 510	10 341	9 917	10 680	8 982	10 690	9 611
East	21 983	17 301	7 729	5 887	7 080	5 373	7 174	6 041
Local Authorities	135 731	126 811	53 418	43 787	31 835	30 729	50 479	52 295
South	135 731	126 811	53 418	43 787	31 835	30 729	50 479	52 295
TOTAL	671 157	594 196	231 461	200 825	214 099	181 264	225 596	212 107



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At constant consolidation scope, exchange rates and exchange rates	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Financial Year
Enterprises	+8.1%	+17.9%	+13.8%		+13.1%
South	+6.5%	+21.9%	+14.3%		+14.0%
Centre	+13.8%	+16.3%	+20.2%		+16.7%
West	+2.3%	+9.4%	+3.4%		+5.0%
North	+5.9%	+17.7%	+6.5%		+9.8%
East	+21.0%	+22.2%	+30.2%		+24.3%
Local Authorities	-3.9%	+1.3%	+22.0%		+5.7%
South	-3.9%	+1.3%	+22.0%		+5.7%
TOTAL	+5.1%	+15.1%	+15.6%		+11.5%

All Group operational areas are up, fuelled by a very strong momentum in e-business and offline sales animation, as well as by ongoing expansion of all the Group's product ranges. Growth in the Local Authorities division was mainly driven by Papeteries Pichon, which is taking advantage of the faster turnaround time between orders and deliveries thanks to the ramp-up of its brand new warehouse.

For the rest of the financial year 2021/2022 and given the current inflationary context, the Group will pursue its efforts to mitigate any potential impacts, while remaining focused on the implementation of its development strategy. This strategy will notably involve expanding its offering of responsible products and services, its storage capacities, as well as strengthening its hybrid business model, combining digital, personalized omnichannel customer approach and operational agility. The Group continues actively seeking external growth targets.

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.

Manutan International is listed on Euronext Paris – Compartment B- ISIN: FR0000032302-MAN.

www.manutan.com

Next publication: Publication of the Turnover for Q4 2021/2022 scheduled for October 13th, 2022 (after market closure)