

Wholesale strategy

Our ambition: METRO is a leader in the food wholesale and distribution sector. We intend to further build on our success alongside our professional HoReCa and Trader customers.

- **sCore growth strategy:** Long-term strategy with high growth ambitions defined for the group as well as for the METRO countries and delivery specialists until 2030.
- **Strategic value drivers:** Focus on HoReCa and professional Traders customers further articulated. Increasing customer value through clear wholesale alignment, multichannel customer experience and digitalisation.
- **Strategy implementation:** Wholesale transformation as a significant key enabler for the successful implementation of sCore. Multichannel business model and digitalisation further advanced.

Let's do this!



More strategy at:



Management Board



Dr Steffen Greubel
CEO



Rafael Gasset
COO



Christiane Giesen
CHRO



Claude Sarrailh
CCMO

Supervisory Board

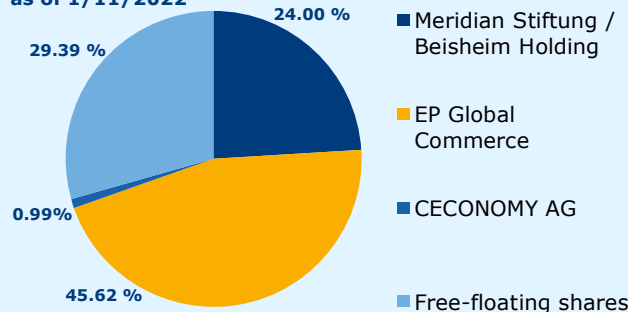
Jürgen Steinemann
Chairman

Xaver Schiller
Vice Chairman

More at: <https://www.metroag.de/en/about-us/supervisory-board>

Shareholder Structure

as of 1/11/2022



Basic Data of Share

	Ordinary Shares	Preference Shares
Ticker Symbol	B4B GY	B4B3 GY
Number of shares	360,121,736	2,975,517
Exchange	Frankfurt	Frankfurt

Guidance FY 2022/23 (Sept)

	FY 21/22	FY 22/23
Sales growth¹	~20%	5-10%
Adj.EBITDA growth^{1,2}	€1,391	€-75 to -225m

ESG

Recognitions



Priorities



More at: <https://responsibility.metroag.de/>

¹ At constant currency, excluding Belgium

² Adj. EBITDA (guidance view) – EBITDA pre transformation costs, real estate gains.

³ Investments without monetary assets and acquisitions of subsidiaries

Long Term Ambitions

	FY 20/21	FY 21/22	AMBITION 2022 -2025	AMBITION 2030
Sales growth¹	0%	21%	5-10% CAGR	>€40 bn
Adj.EBITDA growth^{1,2}	6%	17%	5-7% CAGR	>€2 bn
Cash Inv.³ (% of sales)	1.3%	1.4%	<2.5%	<1.5%
FCF (€m)	493	190	Re-invest in growth	>€0.6 bn
Net leverage	3.0x	2.3x	2.5x	<2.5x

KEY FINANCIALS (€M)

	9M 21/22	9M 22/23	CHANGE	% CHANGE
Sales (net)	21,671	22,647	886	4.1%
Adj. EBITDA	1,119	909	-210	-18.8%
EBIT	270	644	374	-
EPS (€)	-1.04	1.62	2.66	-

¹ Per ordinary and preference share, attributable to shareholders

NETWORK

	30.09.2022	30.06.2023	CHANGE
Store & Delivery (n° of countries)	31	32	1
Marketplace (n° of countries)	3	5	2
DISH POS (n° of countries)	0	2	2
Stores (n° of locations)	661	628	-33
thereof delivery OOS ¹	(567)	(524)	(-43)
FSD (n° of locations)	64	73	9

¹ OOs refers to the existing METRO store network and includes METRO stores and that supply from the store as well as stores that operate their own depot in the store

MULTICHANNEL DEVELOPMENT (€M)

	9M 21/22	9M 22/23	CHANGE	AMBITION 2030
Store-based and other business	17,204	17,488	284	~1.2x vs 2020/21
FSD	4,508	5,078	570	>3x vs 2020/21
METRO MARKETS sales	49	81	32	-
MM. Marketplace sales ¹	95	126	30	>€3 bn

¹ Total volumes of METRO MARKETS platform (and third-party platforms) excluding VAT and after cancellations but before any deductions; includes disposal sales in full



sCore KPIs

	H1 22/23	Q3 22/23	AMBITION 2030
Strategic customers sales share	71%	73%	>80%
Ownbrand sales share	21%	21%	>35%
FSD sales share	22%	22%	>33%
Digital sales share	9%	11%	40%

INCREASE SALES TO MORE THAN **€40** BILLION BY 2030

ADJ. EBITDA TO MORE THAN **€2** BILLION BY 2030

METRO AG

Metro-Straße 1
40235 Düsseldorf

E-Mail: investorrelations@metro.de
Tel.: +49 211 6886 1280
Fax: +49 211 6886 73 3759



Sabrina Ley
SVP Strategy & IR



Verena Werth
Senior IR Manager



Anastasiia Kaliuzhna
Senior IR Manager



Rue Chau
IR Manager



Yvonne Schützendorf
IR Assistant



Gerd Koslowski
SVP Corporate Communications



Martin Neipp
VP External Communications



Yasemin Emre
Head of External Communications



Malte Hendriksen
Head of External Communications



Hester Taake
Expert Corporate Communications

E-Mail: presse@metro.de
Tel.: +49 211 6886 4252
Fax: +49 211 6886 2001