

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: Implementation of the long-term strategy with high growth ambitions through 2030 defined for the group as well as for the METRO countries and delivery specialists.
- Strategic value drivers: Increasing customer value through clear wholesale alignment, multichannel and digitalisation for professional customers with a focus on HoReCa and Traders.
- Strategy implementation: Wholesale transformation as a significant key enabler for the successful implementation of sCore. Advance of multichannel business model and digitalisation.

On track



Management Board

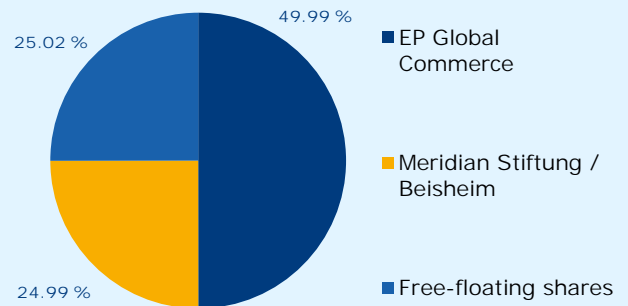


Supervisory Board



Shareholder Structure

as of 7/2/2024



Basic Data of Share

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

Guidance FY 2023/24 (Sept)

	FY 22/23	FY 23/24
Sales base ¹	€30.1bn	3-7%
Adj. EBITDA base ^{1,2}	€1,163	€-100 to +50m

Recognitions



Priorities



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

¹ At constant currency, constant portfolio
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 21/22	FY 22/23	GROWTH TARGET	AMBITION 2030
Sales growth (%) ¹	21	9	5-10% CAGR	>€40 bn
Adj. EBITDA Growth (%) ^{1,2}	17	-13	5-7% CAGR	>€2 bn
Cash Inv. ³ (% of sales)	1.4	1.8		<1.5%
FCF (€m)	190	-147		>€0.6 bn
Net leverage	2.3	2.0x		<2.5x

KEY FINANCIALS (€M)

	Q1 2022/23	Q1 2023/24	CHANGE	CHANGE IN %
Sales (net)	8,107	8,115	8	0.1%
Adj. EBITDA	465	404	-61	-13.1%
EBIT	464	227	-237	-51.0%
EPS (€)	1.44	0.36	-1.08	-

NETWORK

	30.09.2023	31.12.2023	CHANGE
Store & Delivery (n° of countries)	32	33	1
Marketplace (n° of countries)	6	6	-
DISH POS ¹ (n° of countries)	4	5	1
Stores (n° of locations)	625	626	1
thereof delivery OOS ²	529	524	-5
FSD (n° of locations)	76	80	4

¹ DISH POS is a cloud-based all-in-one POS system with solutions for the hospitality industry. The product was developed by POS provider Eijsink. The product has undergone further development and been integrated into the offering of digital DISH tools since it was acquired by DISH Digital Solutions (formerly Hospitality Digital) in March 2022. The system is called Booq in the Netherlands and Belgium.

² OOS refers to the existing METRO location portfolio and includes METRO stores that deliver from the store on the one hand and stores that operate their own depot in the store on the other..

MULTICHANNEL DEVELOPMENT (€M)

	Q1 2022/23	Q1 2023/24	CHANGE	AMBITION 2030
Store-based and other business	6,453	6,209	-244	~1,2 x vs. 2020/21
FSD	1,632	1,871	239	> 3 x vs. 2020/21
METRO MARKETS sales	21	34	13	-
MM. Marketplace sales ¹	34	52	17	>€3 billion

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



sScore KPIs

	Q1 2022/23	Q1 2023/24	AMBITION 2030
Strategic customers sales share	68%	71%	> 80 %
Ownbrand sales share	20%	22%	> 35 %
Stock availability ¹	-	-	> 98 %
FSD sales share	20%	23%	> 33 %
Digital sales share	8%	12%	40 %

¹ Only available for Fiscal Year End period.

INCREASE SALES TO MORE THAN €40 BILLION BY 2030

ADJ. EBITDA TO MORE THAN €2 BILLION BY 2030

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