

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.



Management Board



Dr Steffen Greubel
CEO



Eric Riegger
CFO



Christiane Giesen
COO



Guillaume Deruyter
CCMO

Supervisory Board

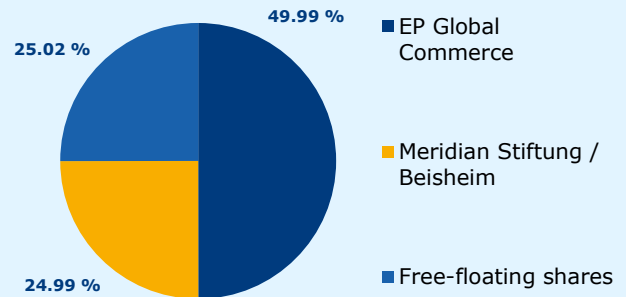
Jürgen Steinemann
Chairman

Paul Loyo
Vice Chairman

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

Shareholder Structure

Based on the information made available in the context of Annual General Meeting 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 2024/25 (Sept)

	FY 23/24	FY 24/25
Sales base¹	€31.0 bn	3-7%
Adj. EBITDA base^{1,2}	€1,100 m	Slight increase

Recognitions



Priorities



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

Medium-term ambition

	FY 22/23	FY 23/24	Growth target	Ambition 2030
Sales growth (%)¹	9	6	5-10% CAGR	>€40 bn
Adj. EBITDA Growth (%)^{1,2}	-13	-6	5-7% CAGR	>€2 bn
Cash Inv.³ (% of sales)	1.8	1.7	-	<1.5%
FCF (€m)	-147	-24	-	>€0.6 bn
Net leverage	2.0x	2.9x	-	<2.5x

¹ At constant currency, constant portfolio

² Adj. EBITDA (guidance view) – EBITDA pre transformation costs, real estate gains. Includes €1.058 m adj. EBITDA 2023/24 and ~€40 m transformation costs according to the new definition

³ Investments without monetary assets and acquisitions of subsidiaries

FACT SHEET

KEY FIN. (€M)	2022/23	2023/24	Change	Change in %
Sales (net)	30,551	31,029	478	1.6
Adj. EBITDA	1,174	1,058	-116	-9.9
EBIT	598	218	-380	-63.6
EPS (€)	1.21	-0.33	-1.54	-
Dividend ¹	0.55	-	-0.55	-

¹ Subject to the resolution of the respective Annual General Meeting.

NETWORK	2022/23	2023/24	Change
Store & delivery (n° of countries)	32	33	1
Marketplace (n° of countries)	6	6	-
DISH POS ¹ (n° of countries)	4	6	2
Stores ³ (n° of locations)	625	624	-1
thereof delivery OOS ²	529	522	-7
FSD (n° of locations)	76	94	18

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 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.

³ 2 stores in Ukraine (Mariupol and Kharkiv) have been excluded from the consideration of locations, as they are temporarily not operating due to the war.

MULTICHANNEL DEV. (€M)	2022/23	2023/24	Change in %	Ambition 2030
Store-based and other business	23,342	22,923	-2	~1,2 x vs. 2020/21
FSD	7,099	7,942	12	> 3 x vs. 2020/21
METRO MARKETS sales	110	165	49	-
MM. Marketplace sales ¹	172	256	48	>€1.5 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



SCORE KPIS (%)	2022/23	2023/24	Change in percentage points	Ambition 2030
Strategic customers sales share	74	76	2	> 80 %
Own-brand sales share	22	24	3	> 35 %
Stock availability ¹	96	97	1	> 98 %
FSD sales share	23	26	2	> 33 %
Digital sales share	11	14	3	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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