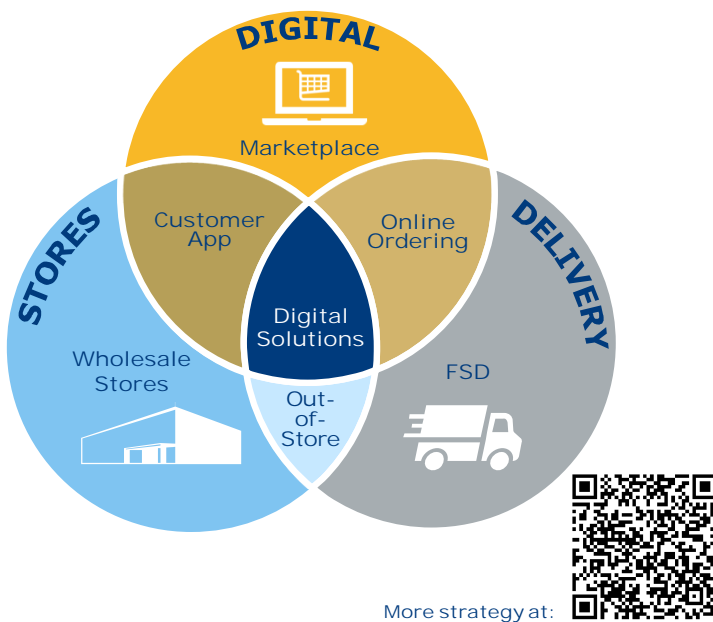


## Wholesale strategy

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



Dr Steffen Greubel  
CEO



Eric Riegger  
CFO



Christiane Giesen  
COO



Guillaume Deruyter  
CCMO

## Supervisory Board

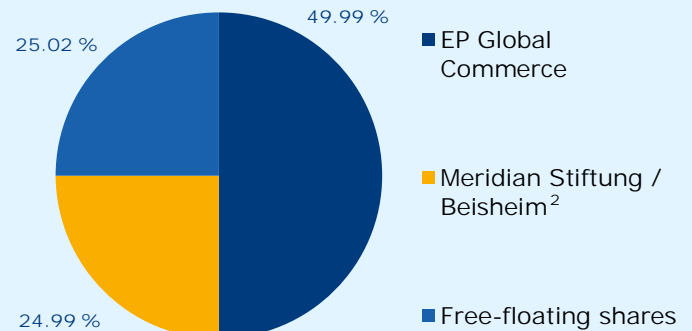
Jürgen Steinemann  
Chairman

Xaver Schiller  
Vice Chairman

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

## Shareholder Structure<sup>1</sup>

as of 7/2/2024



<sup>1</sup> Based on information provided in the context of the Annual General Meeting 2024  
<sup>2</sup> Vote on the exercise of voting rights under the pooling agreement.

## 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 <sup>1</sup>	€30.1bn	3-7%
Adj. EBITDA base <sup>1,2</sup>	€1,163	€-100 to +50m

### Recognitions



### Priorities



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

## Medium-term ambition

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

<sup>1</sup> At constant currency, constant portfolio

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

<sup>3</sup> Investments without monetary assets and acquisitions of subsidiaries

# FACT SHEET



KEY FIN. (€M)	H1 2022/23	H1 2023/24	CHANGE	% CHANGE
Sales (net)	15,004	15,013	8	0.1%
Adj. EBITDA	577	478	-99	-17.2%
EBIT	369	93	-276	-74.8%
EPS (€)	1.14	-0.17	-1.32	-
Dividend	-	-	-	-

NETWORK	30/9/2023	31/3/2024	CHANGE
Store & delivery (n° of countries)	32	33	1
Marketplace (n° of countries)	6	6	-
DISH POS <sup>1</sup> (n° of countries)	4	6	2
Stores (n° of locations)	625	624	-1
thereof delivery OOS <sup>2</sup>	529	525	-4
FSD (n° of locations)	76	86	10

<sup>1</sup> DISH POS is a cloud-based all-in-one POS system with solutions for the hospitality industry. The product was developed by POS provider Eijnsink. 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.

<sup>2</sup> 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 DEV. (€M)	H1 2022/23	H1 2023/24	CHANGE	AMBITION 2030
Store-based and other business	11,692	11,286	-406	~1,2 x vs. 2020/21
FSD	3,266	3,657	391	> 3 x vs. 2020/21
METRO MARKETS sales	45	70	24	-
MM. Marketplace sales <sup>1</sup>	73	106	33	>€3 billion

<sup>1</sup> Total volumes of METRO MARKETS platform (and third-party platforms) excl. VAT and after cancellations but before any deductions; incl. disposal sales in full



## SCORE KPIS

	6M 2022/23	6M 2023/24	CHANGE IN % POINTS	AMBITION 2030
Strategic customers sales share	71%	73%	2	> 80 %
Own-brand sales share	21%	23%	2	> 35 %
Stock availability <sup>1</sup>	-	-	-	> 98 %
FSD sales share	22%	24%	2	> 33 %
Digital sales share	9%	13%	4	40 %

<sup>1</sup> 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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Chief Central Function Officer,  
Member of the Commercial Board



Verena Werth  
Senior IR Manager



Anastasiia Kaliuzhna  
Senior IR Manager



Rue Chau  
IR Manager



Gerd Koslowski  
SVP Corporate  
Communications



Martin Neipp  
VP External  
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Communications



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