

CECONOMY

**QUARTERLY
STATEMENT**

Q3/9M
2023/24

SELECTED KEY FIGURES

Q3 2023/24



+6.6%



**Sales momentum¹
further increased after
first half-year**



+€9 m



**Increase in adjusted EBIT²
compared to previous year
thanks to improved sales and
cost discipline**

¹Sales adjusted for currency effects and portfolio changes, pre IAS 29.

²Adjusted EBIT before non-recurring effects, associates, pre IAS 29 and portfolio changes.

SELECTED KEY FIGURES

9M 2023/24



+5.2%

↓
**Sales increase¹,
growth both online and in the
bricks-and-mortar business**



€202 m

↓
**Adjusted EBIT² increased by
€53 million in the first nine
months compared to the
previous year**



+€131 m

↓
**Positive free cash flow in the
first nine months**



58

↓
**Net Promoter Score (NPS)
improved by 5 points
compared to previous year's
figure**

¹ Sales adjusted for currency effects and portfolio changes, pre IAS 29.

² Adjusted EBIT before non-recurring effects, associates, pre IAS 29 and portfolio changes.

THE THIRD QUARTER IN REVIEW



Dr Karsten Wildberger,
Chairman of the Executive Board

»

We had a strong third quarter, with substantial sales growth and increased profitability. Our strategy is paying off, and I am thrilled to see further progress in our growth areas. We scored with higher sales during the European Football Championship, with a notable demand for TV sets. And we have reached a new peak in customer satisfaction. Concurrently, we are expanding our omnichannel platform: in Switzerland, we are expanding our store presence through the planned acquisition of Melectronics stores, and in Italy, we are growing our store partnership with the food retailer Bennett.

«



Dr Kai-Ulrich Deissner,
Chief Financial Officer

»

Our performance continues to drive up sales and earnings, marking the sixth consecutive quarter of growth. Through careful liquidity management and rigorous cost control, we have fortified our financial stability. The successful launch of our sustainability-linked bond on the capital market ensures top-notch financing for the future and reflects investors' trust in our efforts. With focus and security, we are achieving our strategic goals step by step.

«

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This document is a quarterly statement according to Section 53 of the Frankfurt Stock Exchange Regulations.

CECONOMY is generally steered on the basis of performance indicators derived from IFRS (International Financial Reporting Standards). In addition, the following key performance indicators apply: total sales growth adjusted for currency effects and portfolio changes and EBIT adjusted for non-recurring effects, portfolio changes and earnings effects from companies accounted for using the equity method. For the forecast key figures, the previous year's figures are adjusted accordingly.

The non-recurring effects in the 2023/24 financial year relate in particular to matters in connection with the simplification and digitalisation of central structures and processes as well as changes to the legal framework. Accounting effects of the application of IAS 29 in Türkiye as a hyperinflationary economy are likewise unaccounted for.

In the previous financial year 2022/23, the non-recurring effects included earnings effects from efficiency improvements in connection with (1) the simplification and digitalisation of central structures and processes, (2) the streamlining of the product range, (3) the strengthening of the sales brands in Germany and (4) accounting effects from the application of IAS 29 in hyperinflationary Türkiye.

For more details on the management-relevant key performance indicators, please refer to pages 31 to 35 of CECONOMY's Annual Report 2022/23. The outlook for financial year 2023/24 also included from page 63 onwards contains further information on the adjustment of EBIT for non-recurring effects in the current financial year.

Recognised tax expenses were calculated in accordance with the regulations governing interim financial reporting using the so-called integral approach. Commercial rounding is used for the figures shown in this quarterly statement. This may result in some individual figures not adding up to the totals shown.



FINANCIAL FIGURES AT A GLANCE

Sales and earnings

€ million	Q3 2022/23	Q3 2023/24	Change	9M 2022/23	9M 2023/24	Change
Sales	4,527	4,918	8.6%	16,895	17,236	2.0%
thereof IAS 29 (hyperinflation in Türkiye)	-287	102	-	-269	128	-
Sales development adjusted for currency effects and portfolio changes	7.4%	6.6%	-	5.9%	5.2%	-
Like-for-like sales development	6.8%	5.2%	-	5.6%	4.1%	-
Online sales	947	1,050	10.9%	3,884	4,039	4.0%
Services & Solutions sales	302	352	16.7%	1,018	1,094	7.5%
Gross margin	17.7%	16.9%	-0.7%p.	17.2%	17.2%	0.0%p.
Adjusted gross margin	17.6%	17.4%	-0.2%p.	17.3%	17.6%	0.3%p.
EBIT	-123	-79	35.2%	-8	183	-
Adjusted EBIT	-60	-51	15.2%	149	202	35.8%
Adjusted EBIT margin (%)	-1.2%	-1.1%	0.2%p.	0.9%	1.2%	0.3%p.
Net financial result	-33	-53	-59.2%	-73	-119	-62.4%
Tax rate	n.a.	n.a.	n.a.	-28.6%	-8.2%	20.4%p.
Profit or loss for the period attributable to non-controlling interests	0	-1	-	1	0	-71.6%
Net result	-186	-162	12.5%	-105	69	-
Undiluted earnings per share (in €)	-0.38	-0.33	0.05	-0.22	0.14	0.36

Other key operating figures

€ million	Q3 2022/23	Q3 2023/24	Change	9M 2022/23	9M 2023/24	Change
Earnings share of operating companies recognised at equity	-1	-18	<-100%	-5	25	-
Free cash flow	-	-	-	281 ¹	131	-53.5%
Investments as per segment report	125	208	66.7%	392	551	40.6%

Statement of financial position

€ million	30.06.2023	30.06.2024	Change
Net working capital	-434	-533	-99
Net liquidity (+)/Net debt (-)	-1,968	-1,950	18

¹ Adjustment due to a change in presentation of effects of the application of IAS 29 "Financial Reporting in Hyperinflationary Economies". Further details on the adjusted prior-year figures can be found in the notes on the financial and asset position and there in the notes on cash flow.

OUTLOOK

We are operating in a challenging environment characterised by high volatility. Persistently high inflation rates and geopolitical tensions are impacting consumer sentiment, which has a significant influence on sales in the consumer electronics business. CECONOMY will continue to counteract the uncertainty by consistently aligning our actions with customer requirements in line with our strategy. So, we have taken measures in order to prevail under challenging conditions.

For financial year 2023/24, we expect a moderate increase in total sales adjusted for currency effects. The Western/Southern Europe and Eastern Europe segments are expected to contribute to this. Previously, we expected a slight increase in total sales adjusted for currency effects across all segments. We also expect an adjusted EBIT of between €290 and €310 million. This increase is expected to be primarily driven by the Western/Southern Europe segment. Because of the challenging environment for the consumer electronics market, we continue to expect a decline in the Eastern Europe segment.

The outlook is adjusted for portfolio changes and does not take into account the earnings effects from companies accounted for using the equity method. Accounting effects of the application of IAS 29 in Türkiye as a hyperinflationary economy are likewise unaccounted for. It also does not include non-recurring effects, especially in connection with the simplification and digitalisation of central structures and processes and changes in the legal environment.

EVENTS AFTER THE REPORTING DATE

On 3 July 2024, CECONOMY AG placed new €500 million fixed rate, unsecured notes with a term of five years until 2029 on the capital market. The notes bear interest at a rate of 6.250% p.a., which is linked to the achievement of a specific sustainability target.

In addition, the tender offer for the existing unsecured notes maturing in June 2026 was successfully settled on 5 July 2024. The total nominal amount of the existing notes tendered and accepted for purchase is €356 million. The remaining nominal value of the existing notes is €144 million.

CECONOMY AG has used the gross proceeds from the new issued notes to finance the above-mentioned tender offer in the amount of €356 million. The unutilised gross proceeds may – depending on market conditions and the company's discretion – be used to repay the existing bond at maturity or earlier.

RESULTS IN DETAIL

Earnings position¹

	Sales (€ million)		Change	Currency effects	Sales adjusted for currency effects and portfolio changes	Like-for-like sales (local currency)
	Q3 2022/23	Q3 2023/24				
Total	4,527	4,918	8.6%	-4.1%	6.6%	5.2%
DACH	2,538 ²	2,529	-0.4%	-0.2%	-0.1%	-0.1%
Western/Southern Europe	1,497	1,552	3.6%	0.0%	5.4%	2.3%
Eastern Europe	395	833	>100%	-34.9%	42.1%	38.2%
Others	96 ²	5	-95.3%	-0.5%	-5.2%	-

² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

	Sales (€ million)		Change	Currency effects	Sales adjusted for currency effects and portfolio changes	Like-for-like sales (local currency)
	9M 2022/23	9M 2023/24				
Total	16,895	17,236	2.0%	-2.9%	5.2%	4.1%
DACH	9,358 ²	9,206	-1.6%	0.2%	-1.8%	-1.6%
Western/Southern Europe	5,362	5,479	2.2%	0.0%	4.0%	1.8%
Eastern Europe	1,814	2,538	39.9%	-33.9%	49.6%	45.5%
Others	360 ²	13	-96.3%	-0.4%	-0.2%	-

² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

SIGNIFICANT INCREASE IN TOTAL SALES COMPARED TO PREVIOUS YEAR DESPITE PORTFOLIO CHANGES

In the **first nine months of 2023/24**, CECONOMY generated consolidated sales of €17.2 billion, an increase of 2.0 per cent compared to the previous year. The Eastern Europe region made a significant contribution to this. Adjusted for currency effects and portfolio changes and before IAS 29, sales were up 5.2 per cent year-on-year. On a like-for-like basis, Group sales recorded an increase of 4.1 per cent.

In the **third quarter of 2023/24**, Group sales increased by 8.6 per cent and reached a total of €4.9 billion. This includes effects from the application of IAS 29 (hyperinflation in Türkiye) of €102 million (Q3 2022/23: €-287 million). Adjusted for this effect and for currency effects and portfolio changes, sales grew by 6.6 per cent. On a like-for-like basis, Group sales recorded an increase of 5.2 per cent compared to the prior-year period. The Eastern Europe and Western/Southern Europe regions contributed to this, while the DACH region remained roughly at the previous year's level. CECONOMY was able to significantly increase sales both in stores and online on a currency- and portfolio-adjusted basis. Increased sales of private label products also contributed to this. Overall, there was a significant increase in sales in the TV product category across all countries, particularly in June.

EXPLANATION OF SALES IN THE DACH SEGMENT

In the **first nine months of 2023/24**, the DACH segment recorded sales of €9.2 billion which corresponds to a decline of 1.6 per cent. Adjusted for currency effects and portfolio changes, sales were 1.8 per cent below the previous year's figure.

In the **third quarter of 2023/24**, sales in the DACH segment fell by 0.4 per cent and totalled €2.5 billion. Adjusted for currency and portfolio effects, the decline was 0.1 per cent. Germany and Switzerland saw a decline, while Austria and Hungary recorded an increase in sales. In Austria, online business in particular grew strongly, but in-store sales also exceeded the previous year's figure. Hungary recorded double-digit growth rates both online and in stores. In Germany and Switzerland, however, despite an improved trend compared to the previous quarter the increase in online sales was not able to fully compensate for the decline in in-store sales. Overall, however, market shares were gained here once again in a persistently difficult market environment.

¹ Changed segment composition, see the information under "Supplementary notes on segment reporting" in the notes.



EXPLANATION OF SALES IN THE WESTERN/SOUTHERN EUROPE SEGMENT

In the **first nine months of 2023/24**, the Western/Southern Europe segment reported sales of €5.5 billion which corresponds to an increase of 2.2 per cent. The previous year's figure still included the sales of the Portuguese country organisation. Adjusted for currency and portfolio effects, sales growth was 4.0 per cent.

In the **third quarter of 2023/24**, sales in the Western/Southern Europe segment rose by 3.6 per cent compared to the same period of the previous year to €1.6 billion. Adjusted for currency and portfolio effects, the increase was 5.4 per cent. As in the previous quarter, all countries contributed to sales growth with the exception of Italy. In Italy, the difficult macroeconomic environment continues to hamper sales, but the trend is improving. The Netherlands and Spain recorded double-digit growth rates in the third quarter, with online business dominating in the Netherlands and in-store sales in Spain.

EXPLANATION OF SALES IN THE EASTERN EUROPE SEGMENT

In the **first nine months of 2023/24**, sales in the Eastern Europe segment increased by 39.9 per cent to €2.5 billion. The strong depreciation of the Turkish lira continued to weigh on the reporting period. The effect from the application of IAS 29 (Hyperinflation Türkiye) in the first nine months of 2023/24 amounts to €128 million (9M 2022/23: €-269 million). Adjusted for this effect as well as currency and portfolio effects, sales were significantly higher than in the previous year at 49.6 per cent.

In the **third quarter of 2023/24**, the Eastern Europe segment recorded an increase in sales of over 100 per cent to €0.8 billion. This includes effects from the application of IAS 29 (Hyperinflation Türkiye) in the amount of €102 million (Q3 2022/23: €-287 million). Adjusted for this effect, currency effects and portfolio changes, sales grew by 42.1 per cent. The positive development in Türkiye continued to be the sole contributor to this increase, although the trend weakened as expected and in line with the market in the third quarter. As in the previous quarter, sales in Poland fell short of the previous year's figures due to the high level of competition and weak in-store business. Poland once again recorded growth in online sales.

EXPLANATION OF SALES IN THE OTHERS SEGMENT

In the **first nine months of 2023/24**, sales in the Others segment fell by 96.3 per cent year-on-year to €13 million. This is mainly due to the disposal of the Swedish business. The Others segment now only includes sales from smaller operating companies. Adjusted for currency effects and portfolio changes, sales remained at the previous year's level with a change of -0.2 per cent.

In the **third quarter of 2023/24**, the Others segment recorded a decline in sales of 95.3 per cent to €5 million. Here, too, the disposal of the Swedish business was largely responsible for the decline. Adjusted for currency and portfolio effects, sales fell by 5.2 per cent.

Online and Services & Solutions sales in the Group

€ million	Q3 2022/23	Q3 2023/24	Change	9M 2022/23	9M 2023/24	Change
Online sales	947	1,050	10.9%	3,884	4,039	4.0%
Services & Solutions sales	302	352	16.7%	1,018	1,094	7.5%

ONLINE SHARE OF TOTAL SALES INCREASED COMPARED TO PREVIOUS YEAR

Online sales increased in the **first nine months of 2023/24** by 4.0 per cent to €4.0 billion. Including the net merchandise value (NMV) of the Marketplace business, the online share of total sales was 24.1 per cent, compared to 23.3 per cent in the same period of the previous year.

In the **third quarter of 2023/24**, the online business grew in all regions and recorded an increase of 10.9 per cent to sales of €1.0 billion. Including NMV from the Marketplace business, the online share of total sales was 22.1 per cent after 21.3 per cent in the same period of the previous year.



SERVICES & SOLUTIONS BUSINESS CONTINUES TO GROW

In the **first nine months of 2023/24**, sales in the Services & Solutions segment rose by 7.5 per cent to €1.1 billion. In the **third quarter of 2023/24**, the Services & Solutions business recorded an increase in sales of 16.7 per cent to €0.4 billion. All regions contributed to this increase in sales with significant growth rates. As in the previous quarter, the sale of extended warranties and mobile phone contracts in particular contributed to sales growth.

Earnings development in the Group

	Reported EBIT	Reported EBIT	Change compared to prior year	Adjusted EBIT	Adjusted EBIT	Change compared to prior year
€ million	Q3 2022/23	Q3 2023/24	Q3 2023/24	Q3 2022/23	Q3 2023/24	Q3 2023/24
Total¹	-123	-79	43	-60	-51	9
DACH	-69 ²	-45	25	-50 ²	-44	6
Western/Southern Europe	-32	-15	17	-25	-18	7
Eastern Europe	-1	-3	-3	20	4	-16
Others	-20 ²	-15	5	-5 ²	8	13

¹ Including consolidation.

² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

	Reported EBIT	Reported EBIT	Change compared to prior year	Adjusted EBIT	Adjusted EBIT	Change compared to prior year
€ million	9M 2022/23	9M 2023/24	9M 2023/24	9M 2022/23	9M 2023/24	9M 2023/24
Total¹	-8	183	191	149	202	53
DACH	77 ²	96	19	111 ²	98	-13
Western/Southern Europe	-47	29	76	-38	26	64
Eastern Europe	72	39	-33	90	68	-22
Others	-110 ²	22	133	-15 ²	13	28

¹ Including consolidation.

² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

ADJUSTED GROUP EBIT IN THE THIRD QUARTER ABOVE PREVIOUS YEAR

In the **first nine months of 2023/24**, reported Group EBIT increased by €191 million to €183 million (9M 2022/23: €-8 million). This includes non-recurring effects of €-40 million, mainly in connection with accounting effects from the application of IAS 29 for Türkiye, which is classified as a hyperinflationary economy. In the previous year, reported Group EBIT included non-recurring effects amounting to €-68 million. Earnings effects from companies accounted for using the equity method totalled €25 million in the reporting period (9M 2022/23: €-5 million). It also includes earnings effects from portfolio changes in connection with the disposal of the Swedish and Portuguese business in the amount of €-4 million (9M 2022/23: €-83 million). Adjusted for non-recurring effects, earnings effects from companies accounted for using the equity method, and portfolio changes, Group EBIT rose by €53 million to €202 million (9M 2022/23: €149 million).

In the **third quarter of 2023/24**, reported Group EBIT increased by €43 million to €-79 million (Q3 2022/23: €-123 million). This includes non-recurring effects totalling €-11 million. In the previous year, reported Group EBIT included non-recurring effects amounting to €-55 million. Also included are earnings effects from companies accounted for using the equity method totalling €-18 million (Q3 2022/23: €-1 million). Earnings effects from portfolio changes in connection with the disposal of the Swedish and Portuguese business are not included in the third quarter of 2023/24 (Q3 2022/23: €-7 million). Adjusted for non-recurring effects, earnings effects from companies accounted for using the equity method and portfolio changes, Group EBIT increased by €9 million to €-51 million (Q3 2022/23: €-60 million).

Adjusted earnings in the DACH and Western/Southern Europe regions in the third quarter of 2023/24 were up compared to the previous year's figures. At country level, the biggest improvements in earnings were seen in Germany and Spain. Overall, the good sales trend, market share gains and cost savings contributed to the increase. The good performance in our growth areas Services & Solutions, Marketplace, Retail Media and the higher share of sales generated by our private label products also contributed to the improvement in EBIT. As expected, adjusted EBIT in Eastern Europe was down year-on-year, in particular due to the weakening of the market in Türkiye.

EXPLANATION OF THE RESULT IN THE DACH SEGMENT

In the **first nine months of 2023/24**, EBIT in the DACH segment totalled €96 million and thus increased by €19 million year-on-year (9M 2022/23: €77 million). This includes non-recurring effects in the amount of €-2 million (9M 2022/23: €-34 million). Adjusted for these effects, EBIT in the DACH segment fell by €13 million to €98 million (9M 2022/23: €111 million).

In the **third quarter of 2023/24**, EBIT in the DACH segment increased by €25 million to €-45 million (Q3 2022/23: €-69 million). This includes non-recurring effects of €-1 million (Q3 2022/23: €-19 million). Adjusted for these effects, EBIT in the DACH segment increased by €6 million to €-44 million (Q3 2022/23: €-50 million). In Germany, lower costs more than compensated for the decline in earnings due to lower sales. Austria and Switzerland also contributed slightly to the increase in earnings, while earnings in Hungary remained at the previous year's level.

EXPLANATION OF THE RESULT IN THE WESTERN/SOUTHERN EUROPE SEGMENT

In the **first nine months of 2023/24**, the Western/Southern Europe segment achieved EBIT of €29 million and was thus €76 million above previous year's level (9M 2022/23: €-47 million). This includes non-recurring effects and effects from portfolio changes in the amount of €3 million (9M 2022/23: €-9 million). Adjusted for these earnings effects, EBIT increased by €64 million to €26 million (9M 2022/23: €-38 million).

In the **third quarter of 2023/24**, EBIT in the Western/Southern Europe segment increased by €17 million to €-15 million (Q3 2022/23: €-32 million). This includes non-recurring effects and effects from portfolio changes in the amount of €3 million (Q3 2022/23: €-7 million). Adjusted for these earnings effects, EBIT amounted to €-18 million and thus increased by €7 million year-on-year (Q3 2022/23: €-25 million). In Spain and the Netherlands, as in the previous quarter, the good sales trend and an improvement in the gross margin led to a significant increase in earnings. In Italy, the negative effects of the tense market situation on our sales trend were mitigated by an improvement in the gross margin.

EXPLANATION OF THE RESULT IN THE EASTERN EUROPE SEGMENT

EBIT in the **first nine months of 2023/24** in the Eastern Europe segment was at €39 million and therefore by €33 million significantly below the previous year's level (9M 2022/23: €72 million). This includes non-recurring effects, mainly from the application of IAS 29 (Hyperinflation Türkiye) totalling €-29 million (9M 2022/23: €-18 million). Adjusted EBIT in the Eastern Europe segment fell by €22 million to €68 million (9M 2022/23: €90 million).

In the **third quarter of 2023/24**, EBIT in the Eastern Europe segment fell by €3 million to €-3 million (Q3 2022/23: €-1 million). This includes non-recurring effects, mainly from the application of IAS 29 (Hyperinflation Türkiye) in the amount of €-7 million (Q3 2022/23: €-21 million). Adjusted for these effects, EBIT in the Eastern Europe segment fell by €16 million to €4 million (Q3 2022/23: €20 million). In Türkiye in particular, the expected weakening of economic development led to a lower gross margin and higher costs than in the same quarter of the previous year.

EXPLANATION OF THE RESULT IN THE OTHERS SEGMENT

The Others segment includes, in particular, the holding companies, the earnings effects of companies accounted for using the equity method and the activities of smaller companies. EBIT in the **first nine months of 2023/24** increased by €133 million year-on-year to €22 million (9M 2022/23: €-110 million). This includes earnings effects from companies accounted for using the equity method, primarily Fnac Darty, S.A., in the amount of €25 million (9M 2022/23: €-5 million) and earnings effects from portfolio changes of €-4 million (9M 2022/23: €-81 million). Adjusted for non-recurring effects, earnings effects from companies accounted for using the equity method and portfolio changes, EBIT increased by €28 million to €13 million (9M 2022/23: €-15 million). In contrast to previous financial years, the half-year profit share of Fnac Darty S.A. is now recognised in the third quarter (2022/23: fourth quarter).

In the **third quarter of 2023/24**, EBIT in the Others segment increased by €5 million year-on-year to €-15 million (Q3 2022/23: €-20 million). This includes non-recurring effects of €-5 million (Q3 2022/23: €-8 million) and earnings effects from companies accounted for using the equity method, primarily Fnac Darty S.A., of €-18 million (Q3 2022/23: €-1 million). Adjusted for non-recurring effects, earnings effects from companies accounted for using the equity method and portfolio changes, EBIT amounted to €8 million and was thus €13 million up year-on-year (Q3 2022/23: €-5 million). As in the previous quarter, the main reason for this increase in earnings is the optimisation of the earnings structure at the holding companies.



EBIT adjustments in the Group

Q3 2022/23

€ million	Non-recurring					Adjusted EBIT
	Reported EBIT	Simplification and digitalisation of central structures and processes	Strengthening of the retail brands in Germany	Other	Earnings effects from companies accounted for using the equity method and portfolio changes	
Total¹	-123	-31	0	-23	-8	-60
DACH	-69 ²	-19 ²	0	0 ²	0 ²	-50
Western/Southern Europe	-32	-5	0	-1	-1	-25
Eastern Europe	-1	0	0	-21	0	20
Others	-20 ²	-8 ²	0	-1 ²	-7 ²	-5

¹ Including consolidation.² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

Q3 2023/24

€ million	Non-recurring				Adjusted EBIT
	Reported EBIT	Simplification and digitalisation of central structures and processes	Other	Earnings effects from companies accounted for using the equity method and portfolio changes	
Total¹	-79	-2	-9	-18	-51
DACH	-45	0	-1	0	-44
Western/Southern Europe	-15	3	0	0	-18
Eastern Europe	-3	0	-7	0	4
Others	-15	-5	0	-18	8

¹ Including consolidation.

9M 2022/23

€ million	Non-recurring					Adjusted EBIT
	Reported EBIT	Simplification and digitalisation of central structures and processes	Strengthening of the retail brands in Germany	Other	Earnings effects from companies accounted for using the equity method and portfolio changes	
Total¹	-8	-37	-2	-29	-88	149
DACH	77 ²	-23 ²	-2	-8 ²	0 ²	111
Western/Southern Europe	-47	-5	0	-2	-2	-38
Eastern Europe	72	0	0	-18	0	90
Others	-110 ²	-9 ²	0	0 ²	-86 ²	-15

¹ Including consolidation.² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.



9M 2023/24

€ million	Non-recurring				Adjusted EBIT
	Reported EBIT	Simplification and digitalisation of central structures and processes	Other	Earnings effects from companies accounted for using the equity method and portfolio changes	
Total¹	183	-4	-37	21	202
DACH	96	5	-7	0	98
Western/Southern Europe	29	3	0	0	26
Eastern Europe	39	-1	-29	0	68
Others	22	-11	-1	21	13

¹ Including consolidation.

EBITDA adjustments in the Group

ADJUSTED EBITDA IN THE THIRD QUARTER ABOVE PREVIOUS YEAR

Group EBITDA increased in the **first nine months of 2023/24** by €134 million to €683 million (9M 2022/23: €549 million). Adjusted for non-recurring effects, earnings effects from companies accounted for using the equity method, and portfolio changes, Group EBITDA increased by €61 million to €689 million (9M 2022/23: €628 million).

In the **third quarter of 2023/24**, Group EBITDA increased by €45 million to €89 million (Q3 2022/23: €44 million). Adjusted for non-recurring effects, earnings effects from companies accounted for using the equity method, and portfolio changes, Group EBITDA increased by €6 million to €111 million (Q3 2022/23: €105 million).

€ million	Reported EBITDA	Reported EBITDA	Change compared to prior year	Adjusted EBITDA	Adjusted EBITDA	Change compared to prior year
	Q3 2022/23	Q3 2023/24	Q3 2023/24	Q3 2022/23	Q3 2023/24	Q3 2023/24
Total¹	44	89	45	105	111	6
DACH	24 ²	47	22	44 ²	48	4
Western/Southern Europe	20	36	16	27	33	6
Eastern Europe	12	15	3	34	17	-17
Others	-12 ²	-8	5	1 ²	15	14

¹ Including consolidation² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

€ million	Reported EBITDA	Reported EBITDA	Change compared to prior year	Adjusted EBITDA	Adjusted EBITDA	Change compared to prior year
	9M 2022/23	9M 2023/24	9M 2023/24	9M 2022/23	9M 2023/24	9M 2023/24
Total¹	549	683	134	628	689	61
DACH	348 ²	369	21	382 ²	371	-11
Western/Southern Europe	112	184	72	118	181	63
Eastern Europe	114	88	-26	127	104	-23
Others	-26 ²	46	72	1 ²	36	36

¹ Including consolidation² Retroactive adjustment due to altered segment composition; for effects on DACH and Others, see table under "Supplementary notes on segment reporting" in the notes.

Financial and asset position

CASH FLOW

€ million	9M 2022/23 ¹	9M 2023/24	Change
Cash flow from operating activities	448	300	-148
Cash flow from investing activities	-118	-107	10
Cash flow from financing activities	-408	-389	19
Change in net working capital ²	37	-155	-192
Free cash flow	281	131	-151

¹ Adjustments to previous year's figures are explained below.

² Change in net working capital shown from the related statement of financial position items, mainly adjusted for currency effects.

In the first nine months of the financial year 2023/24 the **cash flow from operating activities** led to a cash inflow of €300 million after a cash inflow of €448 million in the previous year. EBITDA amounted to €683 million and was significantly higher than the previous year's figure (9M 2022/23: €549 million). The main drivers of the improvement in EBITDA were, in particular, the higher operating result, lower restructuring expenses and the positive effect on earnings from companies accounted for using the equity method with a reversal effect in other operating cash flow. In addition, lower income tax payments in year-on-year comparison had a positive effect on cash flow from operating activities. In contrast, the change in net working capital in the first nine months of the financial year 2023/24 led to a cash outflow, while a low cash inflow was generated in the same period of the previous year. In the current year, the increase in inventories had a negative impact on the change in net working capital, while there was a reduction in inventories in the prior-year comparable period, starting from an elevated inventory level at the beginning of the financial year. In addition, the higher order volume in the current year and the resulting higher later income led to an increase in receivables due from suppliers. The unchanged high level of trade liabilities and similar claims had an offsetting effect, while there was a decline in this item in the prior-year comparable period. Other operating cash flow recorded a cash outflow of €147 million in the first nine months of the financial year 2023/24 after a cash outflow of €23 million in the previous year. The increase in cash outflow in year-on-year comparison was due in particular to payroll liabilities that were recognised in the previous year and utilised in the current year. In addition, comparatively higher payments for bonuses were made in the current year due to improved operating results. The reversal effect of the positive earnings contribution from companies accounted for using the equity method also had an impact. Negative currency effects and adjustments of previous years in connection with the application of IAS 29 also had a negative impact on other operating cash flow. In addition, there was a higher cash outflow from the change in pension and other provisions in the current year.

In the 2022/23 financial year, the presentation in the cash flow statement was changed due to the effects resulting from the application of IAS 29 "Financial Reporting in Hyperinflationary Economies". In the first nine months of 2023/24, the previous year's figures were adjusted as follows:

€ million	9M 2022/23
Change in net working capital	-18
Other in cash flow from operating activities	15
IAS 29 effects on cash flow from operating, investing and financing activities	-20
Currency effects on cash and cash equivalents	23
Effects on the total change in cash and cash equivalents	0

The adjustments shown in the table above are labelled in the cash flow statement using footnote 2.

Cash flow from investing activities in the first nine months of the financial year 2023/24 showed a cash outflow of €107 million. This compares to a cash outflow of €118 million in the same period of the previous year. The lower cash outflow in year-on-year comparison is due in particular to higher cash inflows from income from investments and higher interest received. In contrast, cash investments in property, plant and equipment were slightly higher.

Cash flow from financing activities for the first nine months of the financial year 2023/24 showed a cash outflow of €389 million after €408 million in the same period of the previous year. The cash outflow from financing activities in both the current year and the previous year is mainly due to the redemption of lease liabilities. The lower cash outflow in cash flow from financing activities compared to the previous year is due in particular to a cash inflow from the net issuance of commercial paper, which were issued to raise short-term funds, while this resulted in a cash outflow in the

prior-year comparable period. The repayment of promissory notes had the opposite effect in the current year. Interest paid also increased as a result of higher interest expenses from lease liabilities and higher bank commissions partly due to higher volumes.

Interest received and profit transfers received were presented in the previous year's quarterly statement under cash flow from financing activities. In the current quarterly statement, interest received and profit transfers are presented in separate lines within cash flow from investing activities. This adjustment of previous year is labelled in the cash flow statement using footnote 3.

Free cash flow in the first nine months of the financial year 2023/24 totalled €131 million and thus by €151 million below the previous year's figure in the amount of €281 million.

NET WORKING CAPITAL AS OF 30 JUNE 2024 SIGNIFICANTLY IMPROVED COMPARED TO PREVIOUS YEAR

Net working capital as of 30 June 2024 stood at €-533 million and improved by €99 million compared to the previous year's figure (30/06/2023: €-434 million). The continued favourable sales trend in combination with the increased order volume was the main driver of the significant increase in trade payables and similar liabilities in year-on-year comparison. This was offset by the higher level of inventories compared to the previous year with stable stock reach and an improved old stock ratio. The increase in receivables due from suppliers mainly resulted from higher deferrals for later income, while the increase in trade receivables and similar claims was also influenced by the stronger commission business.

NET DEBT AS OF 30 JUNE 2024 SLIGHTLY DOWN COMPARED TO PREVIOUS YEAR

As of 30 June 2024, **net debt** amounted to €-1,950 million after €-1,968 million in the previous year. The decrease in net debt by €18 million was due to an increase in cash and cash equivalents, which resulted in particular from an improvement in net working capital. In addition, lease liabilities decreased slightly year-on-year. Adjusted for lease liabilities, net debt amounted to €-202 million as of 30 June 2024 (30/06/2023: €-207 million).

INVESTMENTS ABOVE PREVIOUS YEAR'S LEVEL

Investments totalled €551 million in the first nine months of 2023/24 and were €159 million higher than the previous year's level (9M 2022/23 €392 million). The significant increase was mainly due to higher additions to right-of-use assets, which were €148 million higher year-on-year. The main drivers in the current year were lease extensions and lease adjustments for existing stores, particularly in Italy and Germany, as well as the higher number of new leases in the course of increased expansion activity. The conversion of existing markets in Germany and Austria from core to lighthouse format and the expansion of logistics centres in Germany and Poland also contributed to the higher investments in year-on-year comparison. The investments in expansion and modernisation activities beyond the addition of right-of-use-assets, were in the first nine months of 2023/24 almost on par with previous year.

In the third quarter of 2023/24, investments totalled €208 million and were €83 million higher than the previous year's level (Q3 2022/23 €125 million). The increase was mainly due to higher additions to right-of-use assets as a result of lease extensions and lease adjustments of existing stores, in particular in Italy.

The store network was expanded in the first nine months of 2023/24 by a total of 23 stores, of which 4 new store openings took place in the third quarter of 2023/24. There were six new openings in Italy, three new openings in Türkiye, two new openings each in Spain and Poland and one new opening each in Austria, Hungary, and Belgium. In addition, the Dutch country organisation acquired seven stores from the insolvent electronics retail chain BCC and reopened them under its own name. However, one store in Spain was closed during the reporting period. As of 30 June 2024 the total number of stores was therefore 1,020 (30/09/2023: 998 stores). In the same period of the previous year, 15 stores were opened and 8 stores were closed (30/06/2023: 1,031 stores). The lower total number of stores at the end of the quarter in year-on-year comparison is influenced by the 29 stores in Sweden and 10 stores in Portugal that were closed in the 2022/23 financial year. The average sales area per store decreased by 3.1 per cent from 2,470 square metres as of 30 September 2023 to 2,394 square metres as of 30 June 2024.

FINANCING

CECONOMY issues financial instruments on the capital market for medium- and long-term financing. As of 30 June 2024, three promissory note loans with a total volume of €72 million and remaining terms of up to three years were outstanding. A senior unsecured bond in the amount of €500 million with a term until June 2026 was also outstanding at the end of the reporting period. In addition, CECONOMY AG has an outstanding convertible bond maturing in June 2027 with a nominal volume of €151 million in connection with the full acquisition of the shares in Media-Saturn-Holding GmbH.

For obtaining short-term financial funding, CECONOMY has a euro-denominated commercial paper programme with a maximum volume of €500 million in place. As of 30 June 2024 commercial paper in the amount of €115 million was outstanding (30/06/2023 €5 million).

CECONOMY also has access to two syndicated credit facilities linked to sustainability targets totalling €1,060 million. Both credit facilities have a term until May 2026 and have never been drawn – and were therefore not utilised as of 30 June 2024.

CECONOMY is rated by the international rating agencies Fitch (BB, outlook "stable"), Standard & Poor's (BB-, outlook "stable") and Scope (BBB-, outlook "stable") as of 30 June 2024.

Information on changes to the financing structure that took place after 30 June 2024 are stated in the disclosures on events after the reporting date.

CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

Income statement

€ million	Q3 2022/23	Q3 2023/24	9M 2022/23	9M 2023/24
Sales	4,527	4,918	16,895	17,236
Cost of sales	-3,726	-4,085	-13,997	-14,272
Gross profit on sales	801	834	2,897	2,964
Other operating income	36	43	147	152
Selling expenses	-785	-781	-2,510	-2,475
General administrative expenses	-172	-154	-465	-471
Other operating expenses	-2	-1	-66	-6
Earnings share of operating companies recognised at equity	-1	-18	-5	25
Net impairments on operating financial assets and contract assets	-1	-2	-6	-6
Earnings before interest and taxes (EBIT)	-123	-79	-8	183
Other investment result	0	0	0	15
Interest income	8	8	38	38
Interest expenses	-30 ¹	-60	-101 ¹	-173
Other financial result	-11 ¹	-1	-12 ¹	0
Net financial result	-33	-53	-73	-119
Earnings before taxes (EBT)	-156	-133	-81	64
Income taxes	-30	-31	-23	5
Profit or loss for the period	-186	-164	-104	69
Profit or loss for the period attributable to non-controlling interests	0	-1	1	0
Profit or loss for the period attributable to the shareholders of CECONOMY AG	-186	-162	-105	69
Undiluted earnings per share in €	-0.38	-0.33	-0.22	0.14
Diluted earnings per share in €	-0.38	-0.33	-0.22	0.14

¹ Retroactive reclassification of interest expense in connection with the €500 million bond from the item Other financial result to the item Interest expenses in Q3 2022/23 in the amount of €2 million and in 9M 2022/23 in the amount of €7 million.

Statement of financial position

Assets

€ million	30/09/2023	30/06/2023	30/06/2024
Non-current assets	3,660	3,593	3,679
Goodwill	524	524	524
Other intangible assets	165	166	175
Property, plant and equipment	541	511	541
Right-of-use assets	1,676	1,653	1,652
Financial assets	123	101	113
Investments accounted for using the equity method	257	375	276
Other financial assets	2	2	2
Other assets	3	4	6
Deferred tax assets	368	257	391
Current assets	5,975	5,647	6,136
Inventories	2,918	2,907	3,132
Trade receivables and similar claims	490	446	545
Receivables due from suppliers	1,207	987	1,167
Other financial assets	123	137	123
Other assets	163	210	301
Income tax assets	177	200	135
Cash and cash equivalents	897	654	732
Assets held for sale	-	105	-
	9,635	9,239	9,815

Equity and liabilities

€ million	30/09/2023	30/06/2023	30/06/2024
Equity	465	488	508
Share capital	1,240	1,240	1,240
Capital reserve	389	389	389
Reserves retained from earnings	-1,166	-1,143	-1,120
Non-controlling interests	2	2	-1
Non-current liabilities	2,487	2,492	2,469
Provisions for pensions and similar obligations	316	328	327
Other provisions	88	48	89
Borrowings	2,000	2,044	1,973
Other financial liabilities	11	14	11
Other liabilities	3	3	3
Deferred tax liabilities	69	55	66
Current liabilities	6,683	6,259	6,837
Trade liabilities and similar liabilities	5,320	4,775	5,377
Provisions	82	82	74
Borrowings	584	578	710
Other financial liabilities	405	337	337
Other liabilities	249	307	335
Income tax liabilities	43	32	5
Liabilities related to assets held for sale	-	149	-
	9,635	9,239	9,815

Cash flow statement

€ million	9M 2022/23	9M 2023/24
EBIT	-8	183
Depreciation/amortisation, impairment losses and reversals of impairment losses on intangible assets, property, plant and equipment, right-of-use assets and impairment losses and reversals of impairment losses on investments accounted for using the equity method and assets held for sale	557	500
Change in provisions for pensions and similar obligations	-2	-22
Change in net working capital ¹	37 ²	-155
Income taxes paid	-86	-14
Reclassification of gains (-)/losses (+) from the disposal of fixed assets	-2	0
Others	-23 ²	-147
Gain or loss on net monetary position	-25	-45
Cash flow from operating activities	448²	300
Investments in property, plant and equipment	-130	-131
Other investments	-37	-38
Disposals of companies	0	-3
Disposal of long-term assets and other disposals	20	15
Interest received	29 ³	35
Profit and loss transfers	1 ³	15
Cash flow from investing activities	-118³	-107
Profit distribution	-3	-5
thereof dividends paid to the shareholders of CECONOMY AG	0	0
Equity transactions with change in ownership rate without obtaining/levying control	0	-4
Redemption of liabilities from put options of non-controlling interests	-1	-1
Proceeds from borrowings	208	350
Redemption of lease liabilities	-371	-355
Redemption of borrowings (excluding leases)	-233	-310
Change in other current borrowings	84	96
Interest paid	-84	-154
Profit and loss transfers and other financing activities	-8 ³	-6
Cash flow from financing activities	-408³	-389
IAS 29 effects on cash flow from operating, investing and financing activities	2 ²	-11
Total cash flows	-75²	-207
Currency and inflation effects on cash and cash equivalents	-52 ²	-14
Total change in cash and cash equivalents	-127	-221
Total cash and cash equivalents as of 1 October	792	953
Less the effect of indexing cash and cash equivalents	23	56
Cash and cash equivalents as of 1 October according to statement of financial position	769	897
Total cash and cash equivalents as of 30 June	665	732
Less cash and cash equivalents recognised in assets in accordance with IFRS 5	11	0
Cash and cash equivalents as of 30 June in accordance with the statement of financial position	654	732

¹ Change in net working capital shown from the related statement of financial position items, mainly adjusted for currency effects.

² Adjustments due to a change in presentation of effects of the application of IAS 29 "Financial Reporting in Hyperinflationary Economies". Further details on the adjusted prior-year figures can be found in the notes on the financial and assets position and here in the notes on cash flow.

³ Presented in the previous year in cash flow from financing activities.



SEGMENT REPORTING¹

€ million	DACH		Western/ Southern Europe		Eastern Europe		Others		Consolidation		CECONOMY ²	
	Q3	Q3	Q3	Q3	Q3	Q3	Q3	Q3	Q3	Q3	Q3	Q3
	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24
External sales (net)	2,538	2,529	1,497	1,552	395	833	96	5	0	0	4,527	4,918
Internal sales (net)	0	0	1	1	0	0	58	88	-59	-89	0	0
Sales (net)	2,539	2,529	1,498	1,553	395	833	155	93	-59	-89	4,527	4,918
EBITDA	24	47	20	36	12	15	-12	-8	-1	-2	44	89
Depreciation/amortisation and impairment losses	94	91	52	51	13	19	8	7	0	0	167	168
Reversals of impairment losses	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	-69	-45	-32	-15	-1	-3	-20 ³	-15	-1	-2	-123	-79
EBIT adjusted	-50	-44	-25	-18	20	4	-5	8	-1	-2	-60	-51
Investments	73	76	37	101	6	20	9	11	0	0	125	208
Non-current segment assets	1,623	1,577	910	946	162	203	538	449	0	0	3,234	3,174
Investments accounted for using the equity method	(0)	(0)	(0)	(0)	(0)	(0)	(375)	(293)	(0)	(0)	(375)	(293)

¹ Change in segment composition, see "Supplementary notes on segment reporting".

² Includes external sales in Q3 2023/24 of €2,037 million for Germany (Q3 2022/23: €2,063 million), €461 million for Italy (Q3 2022/23: €483 million) and €548 million for Spain (Q3 2022/23: €493 million) as well as non-current segment assets as of 30/06/2024 of €1,792 million for Germany (30/06/2023: €1,903 million) and €409 million for Italy (30/06/2023: €366 million).

³ In Q3 2023/24, includes expenses of €18 million from operating companies accounted for using the equity method in the Others segment (Q3 2022/23: €1 million)

€ million	DACH		Western/ Southern Europe		Eastern Europe		Others		Consolidation		CECONOMY ²	
	9M	9M	9M	9M	9M	9M	9M	9M	9M	9M	9M	9M
	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24	2022/23	2023/24
External sales (net)	9,358	9,206	5,362	5,479	1,814	2,538	360	13	0	0	16,895	17,236
Internal sales (net)	1	1	2	3	0	1	182	226	-185	-231	-0	0
Sales (net)	9,360	9,208	5,365	5,481	1,814	2,539	542	240	-185	-231	16,895	17,236
EBITDA	348	369	112	184	114	88	-26	46	1	-3	549	683
Depreciation/amortisation and impairment losses	277	275	159	155	42	50	85	23	0	0	563	503
Reversals of impairment losses	6	2	0	0	0	1	0	0	0	0	6	3
EBIT	77	96	-47	29	72	39	-110 ³	22	1	-3	-8	183
EBIT adjusted	111	98	-38	26	90	68	-15	13	1	-3	149	202
Investments	188	254	127	204	45	61	33	32	0	0	392	551
Non-current segment assets	1,623	1,577	910	946	162	203	538	449	0	0	3,234	3,174
Investments accounted for using the equity method	(0)	(0)	(0)	(0)	(0)	(0)	(375)	(276)	(0)	(0)	(375)	(276)

¹ Change in segment composition, see "Supplementary notes on segment reporting".

² Includes external sales in 9M 2023/24 of €7,440 million for Germany (9M 2022/23: €7,613 million), €1,675 million for Italy (9M 2022/23: €1,768 million) and €1,918 million for Spain (9M 2022/23: €1,746 million) as well as non-current segment assets as of 30/06/2024 of €1,792 million for Germany (30/06/2023: €1,903 million) and €409 million for Italy (30/06/2023: €366 million).

³ In 9M 2023/24, includes income of €25 million from operating companies accounted for using the equity method in the Others segment (9M 2022/23: €5 million expenses)

SUPPLEMENTARY NOTES ON SEGMENT REPORTING

The composition of the DACH segment and the Others segment has been changed and the previous year's figures restated. The change reflects the effects of the Convergenta transaction (acquisition of shares of non-controlling interests in Media Saturn Holding GmbH). The Media-Saturn Group's administrative and interdepartmental service companies in Germany are now reported together with those of CECONOMY in the Others segment. They were previously presented in the DACH segment. As well as accounting for the effects of the aforementioned transaction, the change also provides for a better grouping of operating activities on one side and administrative and interdepartmental functions on the other. In segment reporting, the changes only affect the DACH segment, the Others segment and consolidation and have no impact on the net assets, financial position and earnings position of the Group.

The change in segment composition resulted in the following restatements of the prior-year figures for Q3/9M 2022/23:

€ million	DACH			Others			Consolidation		
	Q3 2022/23 before	Restatement	Q3 2022/23 now	Q3 2022/23 before	Restatement	Q3 2022/23 now	Q3 2022/23 before	Restatement	Q3 2022/23 now
External sales (net)	2,542	-4	2,538	93	4	96	0	0	0
Internal sales (net)	11	-10	0	10	48	58	-21	-38	-59
Sales (net)	2,553	-14	2,539	102	52	155	-21	-38	-59
EBITDA	24	1	24	-13	1	-12	1	-2	-1
Depreciation/amortisation and impairment losses	99	-5	94	2	5	8	0	0	0
Reversals of impairment losses	0	0	0	0	0	0	0	0	0
EBIT	-75	6	-69	-15	-4	-20	1	-2	-1
EBIT adjusted	-49	-1	-50	-8	3	-5	1	-2	-1
Investments	82	-9	73	0	9	9	0	0	0
Non-current segment assets	1,772	-148	1,623	389	148	538	0	0	0
Investments accounted for using the equity method	0	0	0	375	0	375	0	0	0

€ million	DACH			Others			Consolidation		
	9M 2022/23 before	Restatement	9M 2022/23 now	9M 2022/23 before	Restatement	9M 2022/23 now	9M 2022/23 before	Restatement	9M 2022/23 now
External sales (net)	9,369	-11	9,358	349	11	360	0	0	0
Internal sales (net)	31	-30	1	20	162	182	-54	-132	-185
Sales (net)	9,400	-41	9,360	370	172	542	-54	-132	-185
EBITDA	356	-8	348	-34	8	-26	1	0	1
Depreciation/amortisation and impairment losses	291	-14	277	71	14	85	0	0	0
Reversals of impairment losses	6	0	6	0	0	0	0	0	0
EBIT	72	6	77	-105	-5	-110	1	0	1
EBIT adjusted	113	-2	111	-18	3	-15	1	0	1
Investments	213	-25	188	8	25	33	0	0	0
Non-current segment assets	1,772	-148	1,623	389	148	538	0	0	0
Investments accounted for using the equity method	0	0	0	375	0	375	0	0	0

FINANCIAL CALENDAR

Trading Statement Q4/FY 2023/24	Tuesday	29 October 2024	7:00 am
Annual report Q4/FY 2023/24	Wednesday	18 December 2024	7:00 am

All time specifications according to German time

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GENERAL INFORMATION

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Disclaimer

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