

TRADING STATEMENT Q4/FY 2023/24

FY 2023/24 GUIDANCE DELIVERED: STRONG DEVELOPMENT OF SALES ABOVE PRIOR YEAR, PRELIMINARY EBIT TOWARDS THE UPPER END OF OUR GUIDANCE RANGE

Düsseldorf, 29 October 2024

- **Updated guidance for FY 2023/24 delivered: Moderate sales growth and adjusted EBIT €290 m - €310 m. Full details to be released on the 18th of December.**
- **Total sales in FY 2023/24 grew by +5.3%¹ vs. previous year to €22.4 bn with Q4 2023/24 sales increase of +6.3%¹ vs. previous year.**
- **Adjusted EBIT² for FY 2023/24 towards the upper end of the guidance range (€290 m - €310 m). Q4 2023/24 marks the 7th consecutive quarter of year-on-year growth in profitability.**
- **With the full year 2023/24 progress CECONOMY is well on track to achieve its Growth Plan 2025/26.**
- **Substantial improvement in Net Promoter Score (NPS).**

Comments from Dr Karsten Wildberger, CEO of CECONOMY AG

“With our strong performance in 2023/24, we have hit an important milestone in our Growth Plan 2025/26, which we shared at our Capital Markets Day 2023.

In both sales and profitability, we delivered results towards the top end of our guidance range, which we raised twice during the year. This is especially rewarding given the soft market conditions we faced.

I am particularly excited that our growth businesses played a key role in this success, confirming that MediaMarktSaturn is transforming from a traditional retailer into a true omnichannel service platform. We also made further strides in improving customer experience, as shown by the continued rise in our Net Promoter Score (NPS).

I would like to thank our dedicated team for their hard work and commitment.

With strong product availability and well-executed marketing campaigns, we are entering the first quarter with confidence. “

¹ Preliminary and unaudited, adjusted for currency and portfolio change effects, pre-IAS 29.

² Preliminary and unaudited, excluding associates, adjusted for portfolio changes, pre-IAS 29 and excluding non-recurring effects.

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FY 2023/24 preliminary results

- **FY Sales** reached €22.4 bn, up by +5.3%¹ year-over-year (+4.1% on a like-for-like basis). Sales increased by 6.3%¹ in Q4 (+4.5% on a like-for-like basis) maintaining strong momentum.
- **FY preliminary adjusted EBIT**² towards the upper end of the guidance range (€290 m to €310 m).
- Q4 marks the **7th consecutive quarter** to achieve a year-over-year increase in profitability.
- **Product categories:** Strong Q4 performance of domestic appliances, particularly SDA (small domestic appliances), supported by various technological innovations. Good performance for the category IT, phones, wearables and continued weak demand for software and games.

Preliminary FY/Q4 sales development

FY	2022/23	Sales (€m) 2023/24	Sales adjusted for currency and portfolio change effects 2023/24	Like-for-like sales (local currency) 2023/24
Group sales pre-IAS 29	22,236	22,318	5.3%	4.1%
IAS 29 effect	6	124		
Reported Sales	22,242	22,442		
Q4				
Group sales pre-IAS 29	5,072	5,210	6.3%	4.5%
IAS 29 effect	275	-4		
Reported Sales	5,347	5,206		

For a comprehensive overview on CECONOMY please refer to the [General Investor Relations Presentation available on our website](#).

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Appendix

Store network: Modernisation plan fully on track

On 30 September 2024, we have modernised 65% of our core-format stores and are therefore fully on track to achieve our target of 90% by FY 2025/26. The table below also reflects the strengthening of our omnichannel presence: Acquisition of stores in the Netherlands and successful shop-in-shop partnership in Italy. We continued to expand our network in Eastern Europe.

	30/06/2024	Openings Q4 2023/24	Closures Q4 2023/24	30/09/2024
Germany	398	1	-3	396
Austria	55	0	0	55
Switzerland	25	0	0	25
Hungary	40	0	0	40
DACH	518	1	-3	516
Belgium	23	2	0	25
Italy	131	4	0	135
Luxembourg	2	0	0	2
Netherlands	55	0	0	55
Spain	111	1	0	112
Western/Southern Europe	322	7	0	329
Poland	82	3	0	85
Türkiye	98	2	0	100
Eastern Europe	180	5	0	185
CECONOMY	1,020	13	-3	1,030

Financial calendar

Q4/FY 2023/24 Results	Wednesday	18 December 2024
Q1 2024/25 Results	Tuesday	11 February 2025
Annual General Meeting	Wednesday	26 February 2025
Q2/H1 2024/25 Results	Thursday	15 May 2025
Q3/9M 2024/25 Results	Tuesday	12 August 2025
Q4/FY 2024/25 Trading Statement	Tuesday	28 October 2025
Q4/FY 2024/25 Results	Wednesday	17 December 2025

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Contact

CECONOMY AG
Kaistr. 3
40221 Düsseldorf, Germany
Telephone +49 (0) 211 5408 7222
Email IR@ceconomy.de
Website <https://www.ceconomy.de/de/investor-relations>

Investor Relations

Fabienne Caron

VP, Head of Investor Relations

Telephone +49 (0) 211 5408 7226
Mobile +49 (0) 151 4225 6418
Email fabienne.caron@ceconomy.de

Dr Kerstin Achterfeldt

Senior Investor Relations Manager

Telephone +49 (0) 211 5408 7234
Mobile +49 (0) 151 5822 4911
Email kerstin.achterfeldt@ceconomy.de

Arian Ebrahimi

Expert Investor Relations

Telephone +49 (0) 211 5408 7224
Mobile +49 (0) 151 4063 2240
Email arian.ebrahimi@ceconomy.de

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