



Rexel

a world of energy

First-quarter 2023 sales

April 20, 2023



Key highlights

Q1 2023 highlights

- **Strong start to the year with same-day sales up +10.1%**
 - Solid trends in all geographies
 - **Positive volumes** in both North America and Europe
 - Favorable pricing environment
- **Electrification and energy transition remain important growth drivers**
 - **Electrification products** (22% of Group revenues) up 31% in the quarter → factor of growth and resilience
 - Electrification momentum in Europe confirmed: Solar & EV charging solutions
- **2023 guidance confirmed**



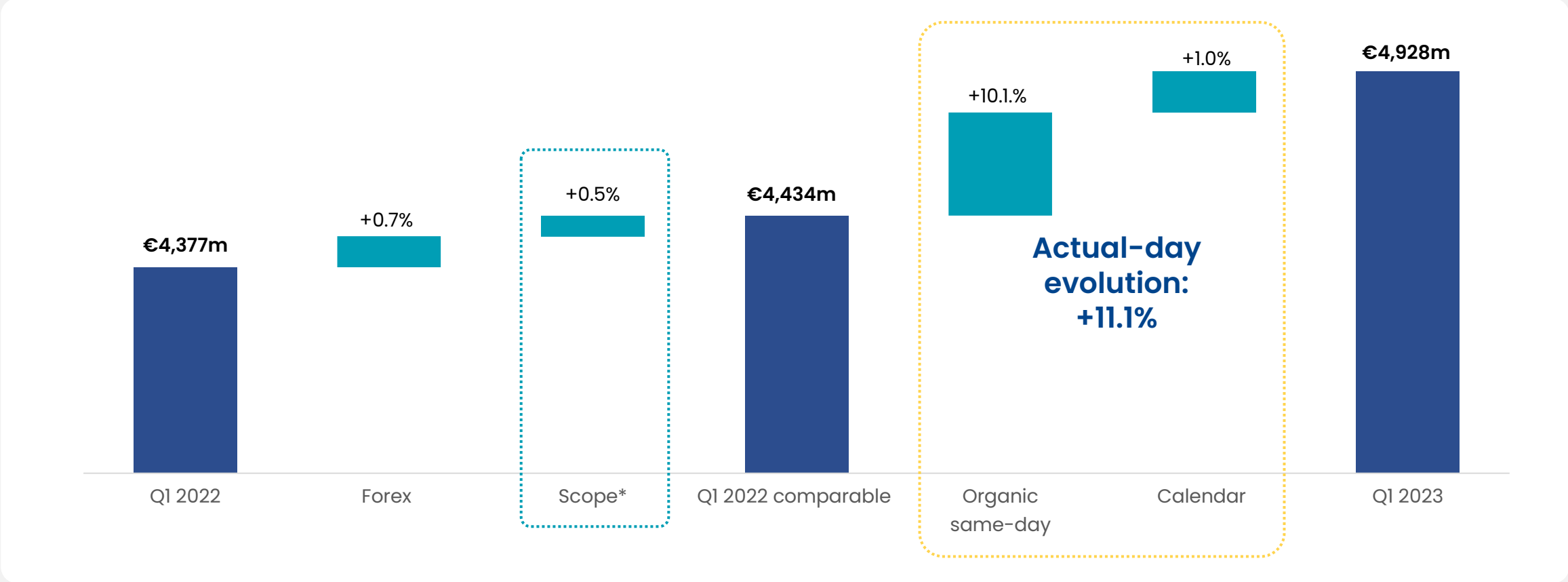


reXEL

a world of energy

Q1 2023 sales review

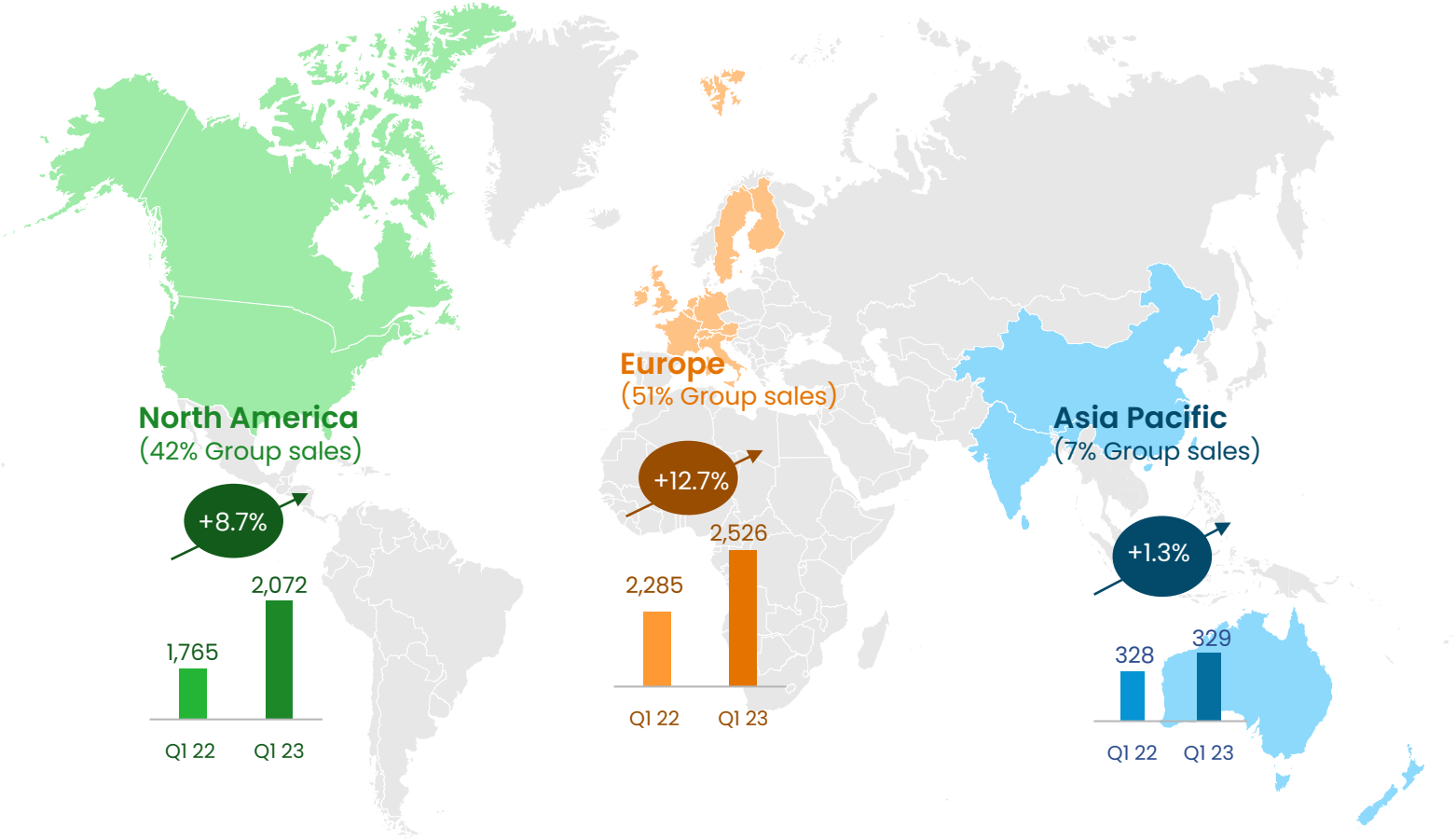
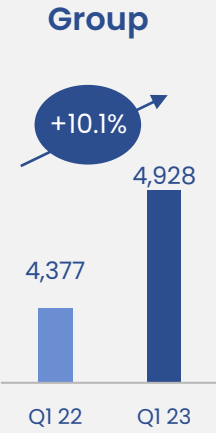
Reported sales up +12.6% in Q1 23



→ * Positive contribution from acquired companies more than offset impact of disposals
 Acquisitions included Horizon and Buckles-Smith, two specialists of Industrial Automation distribution in the US, Trilec, the number 3 player in Belgium, and LTL in Canada

Q1 2023 sales boosted by Europe & North America

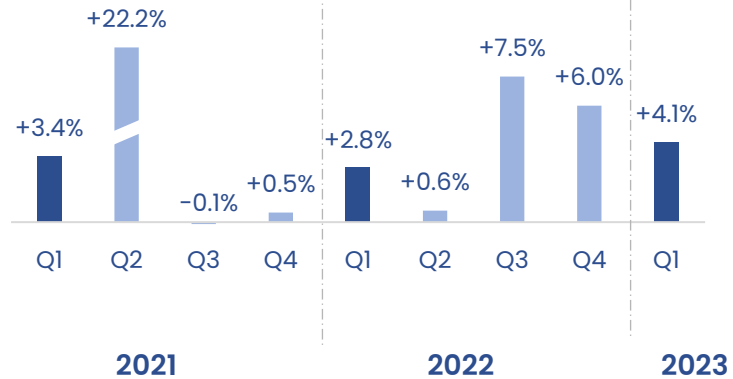
Same-day sales growth by geography



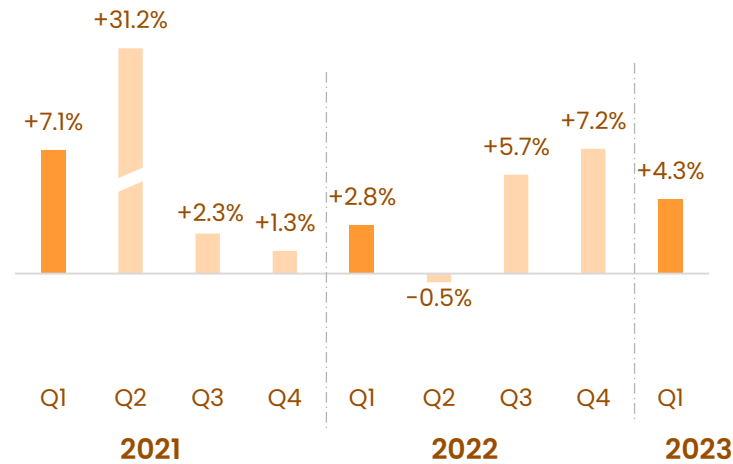
NB: Sales in €m are presented on a reported basis

Volume growth driven by electrification in Europe and backlog execution in North America

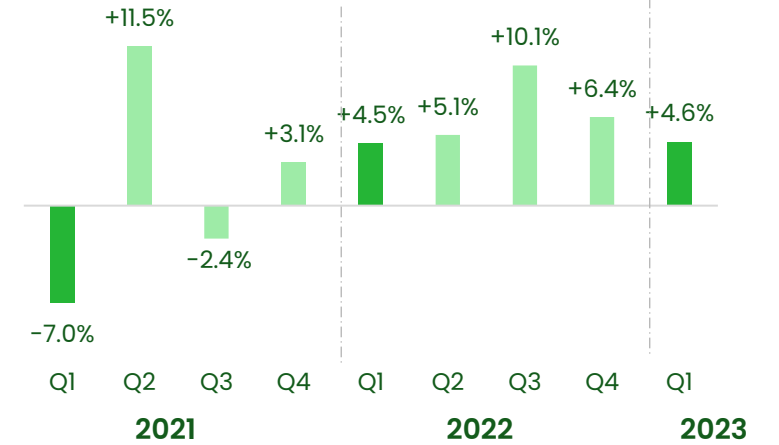
Rexel Group



Europe



North America



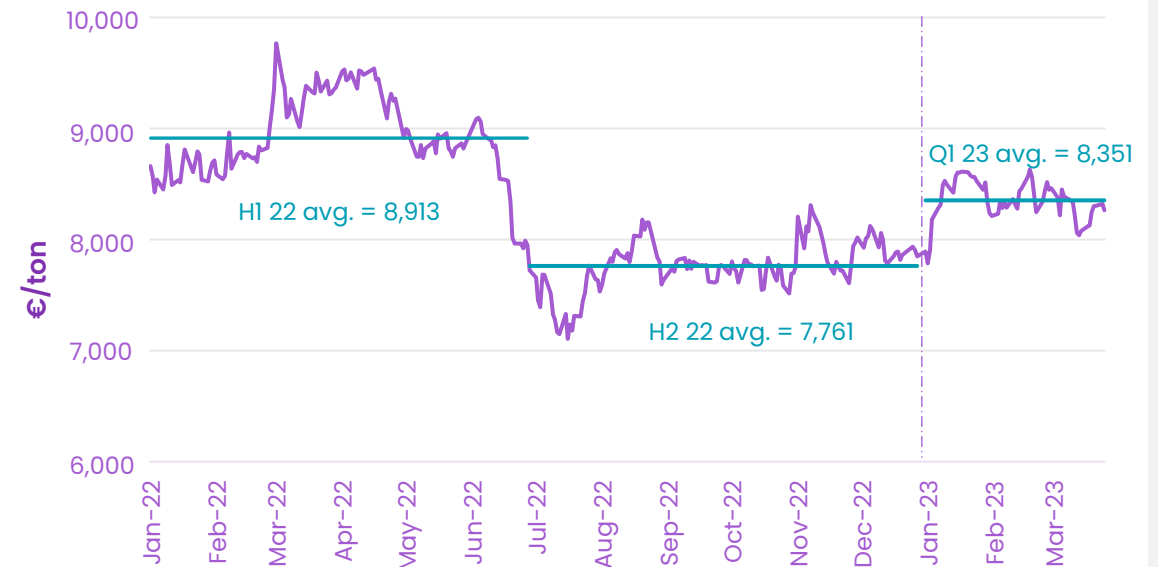
Pricing environment remains favorable

Price increases on non-cable (yoy var.)



- **+6.6% non-cable contribution** from carry-over effects and additional selling price increases in the quarter
- **By geography: Europe: +8.1% ; North America: +5.8%**

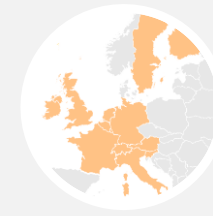
Historical copper price evolution



- **Slightly negative copper cable contribution (-0.6% in Q1 23)**
- **Copper price comparable base to ease in H2**

Europe

Capturing sustainable electrification trends



+12.7%

Q1 2023 SD
sales growth

Our performance

- Customer service returned to normal in most countries, in a context of improving product availability at suppliers
- **By country:**
 - Strong growth recorded in Germany, Benelux and Sweden
 - Market share gains in France and Germany
- **By product:**
 - Solar/EV/HVAC up 57% to reach 19% of sales (770bps contrib. to growth)
- **By end-market:**
 - Positive trends in Commercial & Industrial segments
 - Residential activity improved thanks to electrification and “halo effect”, offsetting declining demand in traditional ED business
- **Portfolio management:**
 - Disposal of Norway completed on March 1st, ahead of plan

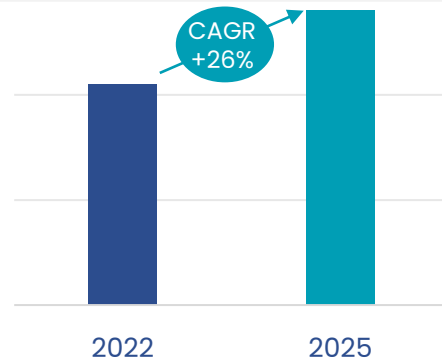


Europe

Solid electrification momentum driving sustainable growth

Photovoltaic solutions

- Evolution of new solar capacity installed



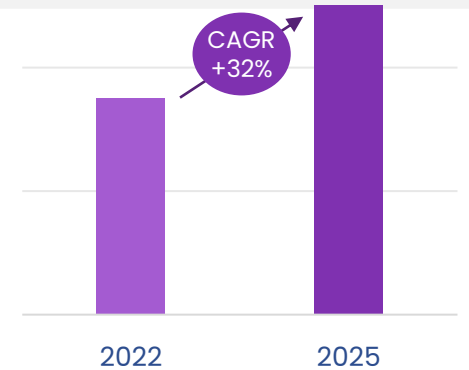
Source: Solar EU, Government data, Eurostat

- Panels account for **c. 25% of a typical solar solution**

Panels	25%
Batteries	30%
Inverters	13%
Structure	12%
Circuit protection	20%

Electrical Vehicle charging stations

- Evolution of number of charging points



Source: McKinsey EV model, European Alternative Fuel observatory, Analysis of past invoices & Rexel expertise.

- Charging stations account for **c. 62% of a typical EV solution**

Charging station	62%
Circuit protection	14%
Accessories	12%
Cables	9%
Electrical cabinet	3%

→ Growing adoption of EV & Solar requires ED installation revamping for load management and monitoring

North America

Driven by project execution & industry



+8.7%

Q1 2023 SD
sales growth

Our performance

- **United States:**
 - Growth in Commercial & Industrial markets, offsetting pockets of weakness in Residential & base effect in the Southeast
 - U.S. Postal Service contract for the supply of up to 41,500 EV charging stations
 - Good project execution
- **Canada:**
 - Robust growth in diversified industrial segments (OEM, farm & food..)
 - Subdued commercial & residential markets
- **Stable North American backlog vs. end-Dec. 2022 providing visibility**
 - Good backlog execution and robust underlying order intake in the quarter
- **Smooth integration of recently-acquired companies:**
 - Buckles-Smith & Horizon in the US and LTL in Canada



North America

Resilient and diversified end-markets



- **Broadly diversified backlog** with no market segment greater than 20%
- Exposure to several **resilient markets** including utility, hospitals, education, infrastructure, environmental services, entertainment ...
- Many of those markets directly or indirectly exposed to **stimulus plans** (Inflation Reduction Act, Chips Act, Infrastructure Act)
- **Energy efficiency and electrification trends:** important additional resilience factors
- Re-shoring trend driving industrial automation





TRANSFORMATION

Outlook

2023 guidance confirmed

Leveraging our transformation and enhanced efficiency, we target for 2023:

Same-day sales growth
of **between 2% and 6%**

An adjusted EBITA¹
margin of between
c. 6.3% and 6.7%

Free cash flow
conversion² **above 60%**

at comparable scope of consolidation and exchange rates

1. Excluding (i) amortization of PPA and (ii) the non-recurring effect related to changes in copper-based cable prices
2. FCF Before Interest and Tax / EBITDA_AL ; EBITDA_AL: Earnings Before Interest, Taxes, Depreciation and Amortization after Leases