

The Rexel logo is a white rectangular box with the word "Rexel" in a bold, black, sans-serif font.

a world of energy

# First-quarter 2024 sales

April 30, 2024

# Key highlights

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# Q1 2024 highlights

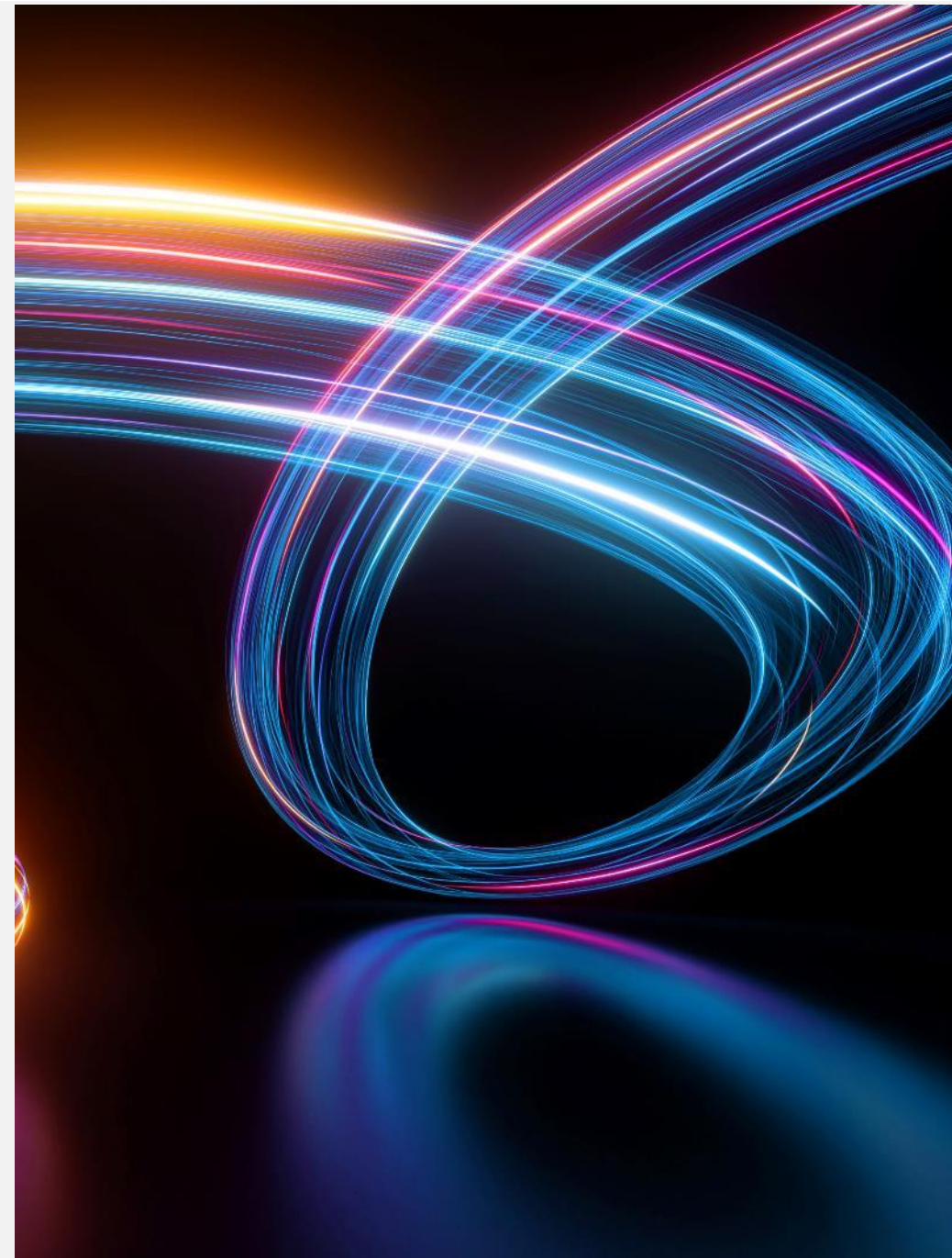
- Q1 24 sales down (4.6)% on a same-day basis at €4,707.4m, **in line with expectations**
  - **Resilience** of our **non-residential markets** and **industrial automation** activity, especially in North America
  - **High base effect on electrification** in Europe, notably solar
- **Non-cable selling prices, excluding electrification, up +0.7%**
- **Further market share gains** in our key countries (notably France, Germany and Switzerland) demonstrating the solidity of our model
- **Further growth in digital sales**, now representing 31% of sales in Q1 24, up +273bps



# Core ED business: Resilience with positive pricing

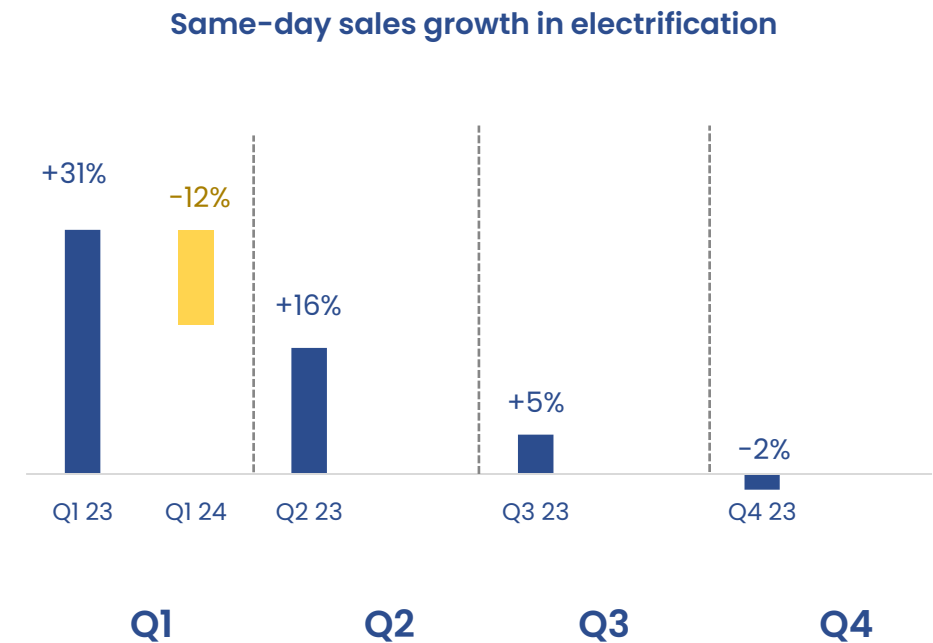
	% Mix 2024	SD sales growth	ow Price	ow Volume
Core ED	63%	-0.8%	+0.7%	-1.5%
Electrification	22%	-11.7%	-1.9%	-9.8%
Cable	15%	-8.2%	-9.4%	+1.2%
<b>Total</b>	<b>100%</b>	<b>-4.6%</b>	<b>-1.5%</b>	<b>-3.1%</b>

- **Resilient core ED business, down a limited 0.8%**
  - Positive pricing contribution
  - Positive volume in non-residential and **industrial automation** in North America
- **Electrification**, representing 22% of sales, down 11.7% in the quarter. Price deflation limited to temporary situation in China and solar panels
- **Positive volumes** on cable



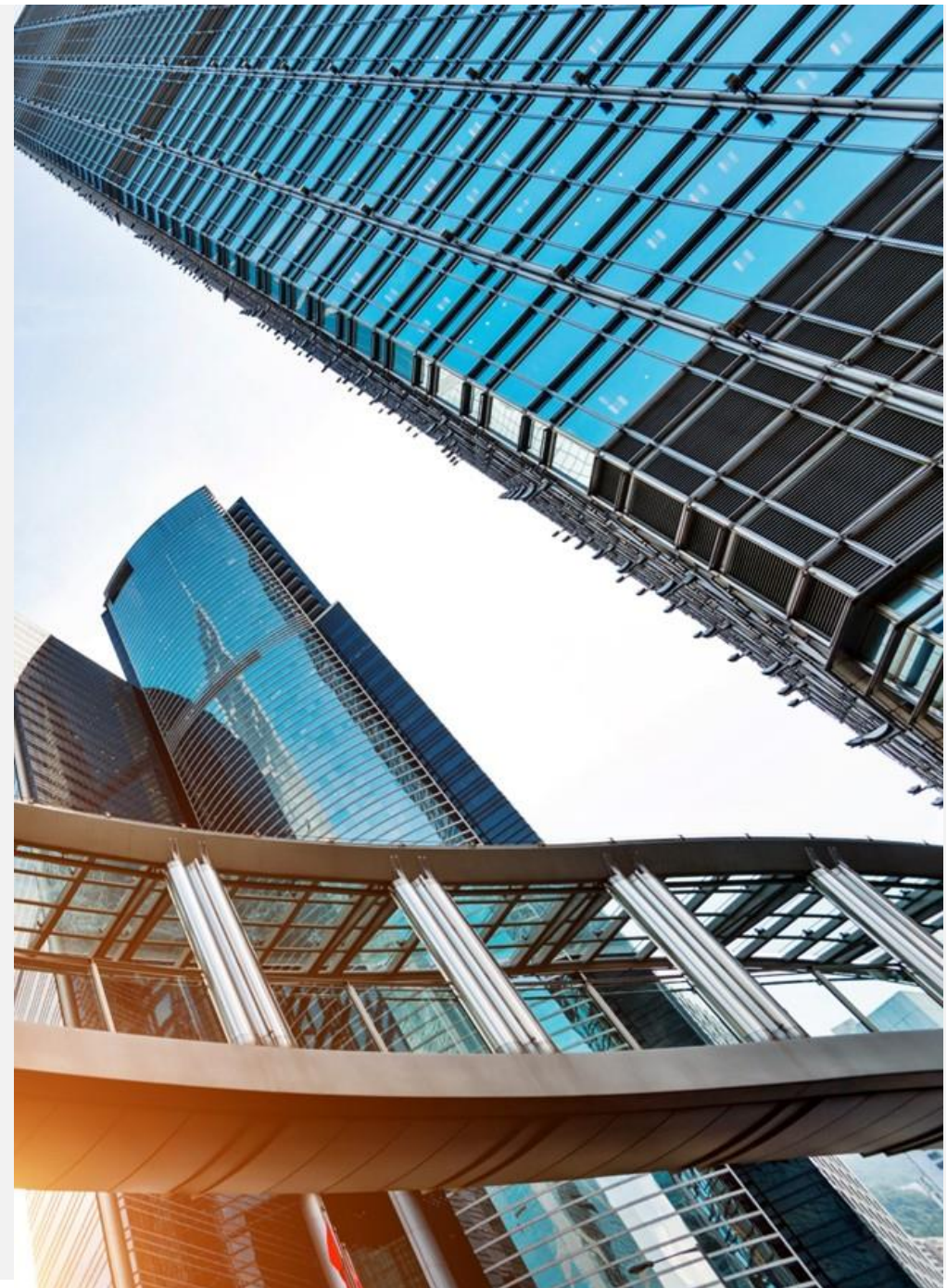
# Electrification: Continued medium-term momentum but short-term slowdown; quarter impacted by strong base effect

- Electrification affected by
  - **High comparable base effect:** Peak of demand in electrification in H2 2022 & Q1 2023, up circa +30% and contributing for almost 50% of Group sales growth
  - **Lack of visibility** on pricing, energy prices and government regulations in some countries: temporary “wait and see” effect
  - Short term impact in **industrial automation in China** (oversupply situation)
- **Easier electrification base effect in H2**
- **Longer term growth drivers remain intact**, driven by net zero agendas and government policies: double-digit growth over two years



# Further leveraging our transformation


- **Continued focus on margin resilience**, leveraging the key initiatives of the Power Up 2025 plan
  - Focus on **customer targeting and value-added** through services, driving market share and volume gains
  - Excellent ability **to pass through price increases**
  - **Increased digital penetration** driving improved internal efficiency
  - Very **disciplined cost management**, with focus on temp employees and staff adaptation, strict cost control
- **2024 outlook confirmed**



# Active capital allocation deployment

- **Executing our capital allocation strategy**
  - In line with our objectives to acquire up to €2bn of sales, Rexel completed end-April the signing of the acquisition of Itesa, reinforcing its position in the attractive security & communication business in France
    - €78m of sales 2023 through a network of 15 branches
    - Specialized in Video & Alarm activities
    - EPS-accretive in year 1 & value creation in year 2
  - €23m shares repurchased in Q1 24



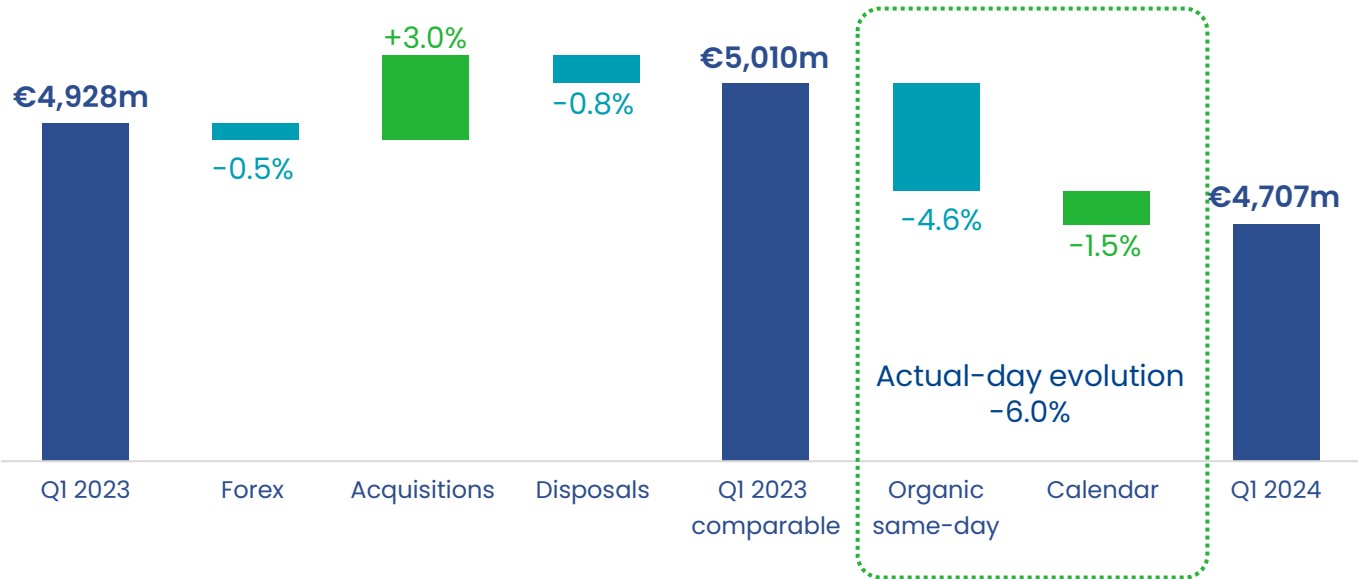


# Q1 2024 sales review

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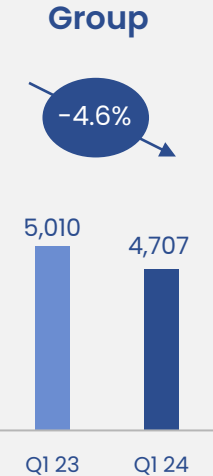
# Q1 sales supported by significant M&A contribution



Q1 24 reported sales down 4.5%:

- Negative forex and same-day sales growth
- Positive contribution from Wasco acquisition

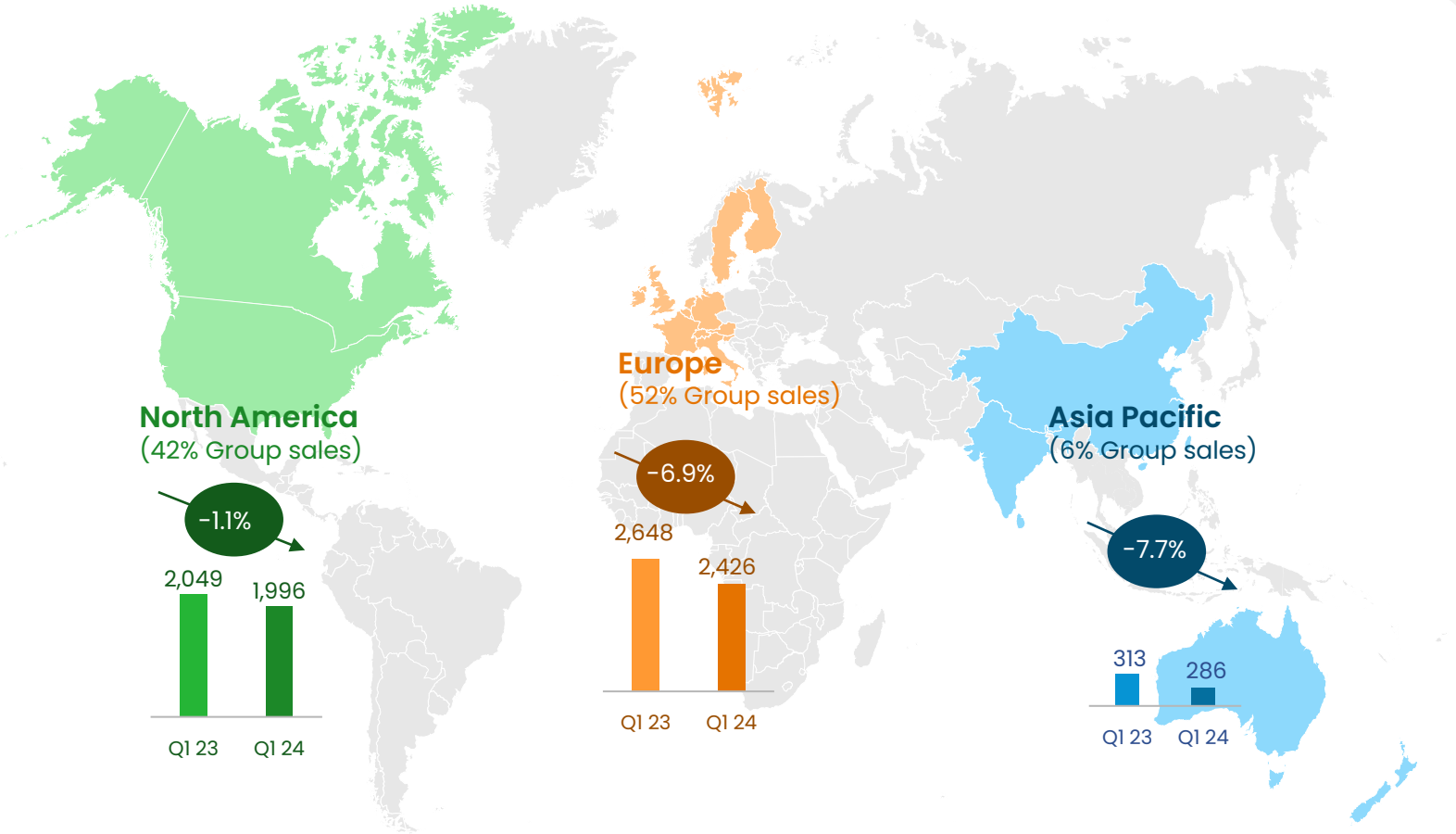
# Stable non-cable selling prices; volume resilience in North America in the quarter



**Selling price evolution**

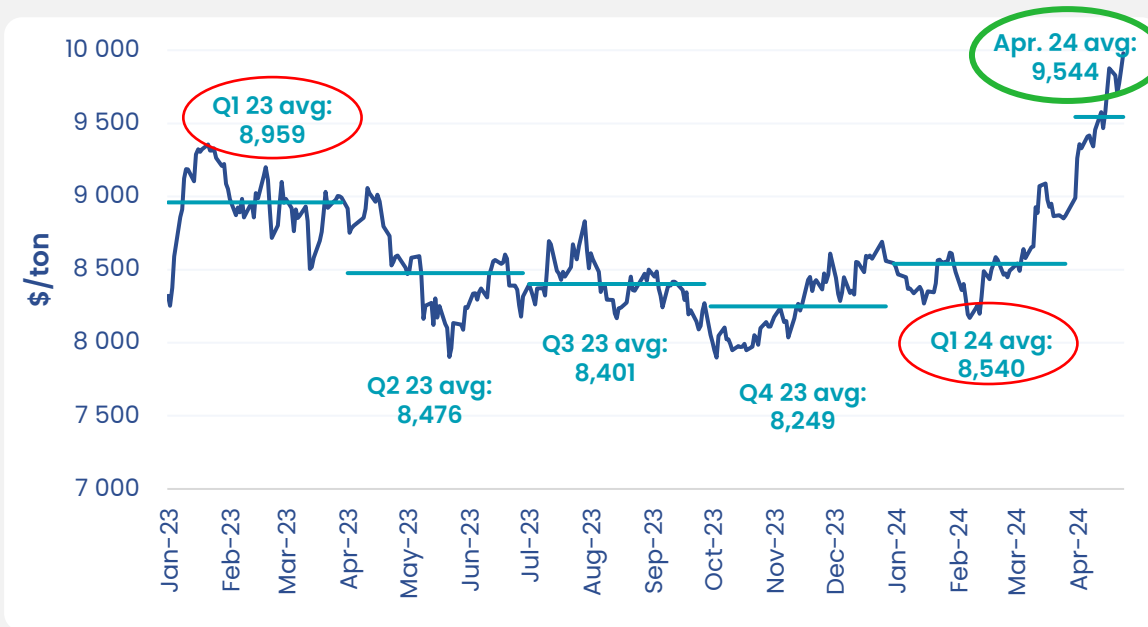
Category	Change (%)
Non-cable:	0.0%
Cable:	-1.5%

Non-cable price up +0.7% ex. electrification (mostly PV panels & Ind Automation in China)



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

# Recovery in copper price started in March



- Cable represented 15% of Group's sales
- Q1 2024 copper price : c. 5% below Q1 2023
- Cable price normalization in North America started end of Q2 2023
- Average copper price above 9,500\$/t in April 2024

# Q1 sales in Europe: Further market share gains in our key countries, boosted by core ED products



## By country

- Further market outperformance **in France, Germany and Switzerland** and market share gains in **the Netherlands**, driven by Wasco acquisition
- Integration of Wasco on plan. **Business resilience in the quarter** driven by favorable regulatory environment
- **Nordics, Benelux, Germany and Austria** facing high base effect in electrification, notably solar
- Continued cost base adaptation to challenging market environment

## By product category

- Sales in core ED<sup>1</sup> business down a limited 3.2% (contrib. -200bps), with positive pricing
- Electrification down 18% (contrib. -400bps) notably explained by solar activity
- Cable pricing contributing for -100bps

## By end-market

- Residential segments (both new and renovation) facing difficult market environment
- Resilient trends in non-residential

<sup>1</sup> excluding electrification categories & cable

# Q1 sales in North America boosted by strong backlog execution



## By country / Region

- **North America**
  - **Positive pricing on non-cable products**
- **United States:**
  - Resilience in non-residential and industrial automation
  - Positive momentum in Southeast region (incl. Mayer) and in Florida
  - Residential (7% of sales) remained challenging
- **Canada:**
  - Strong performance driven by project activity in non-residential
  - Utilities and mining contributed positively while Industrial automation was resilient

## By product category

- Sales in core ED<sup>1</sup> business up +2.4% (contrib. +150bps)
- Positive trends in EV charging stations and resilient industrial automation activity, offsetting lower demand in solar, mostly in California
- Positive non-cable prices (contrib. +40bps) and deflation on cables (contrib. -230bps)

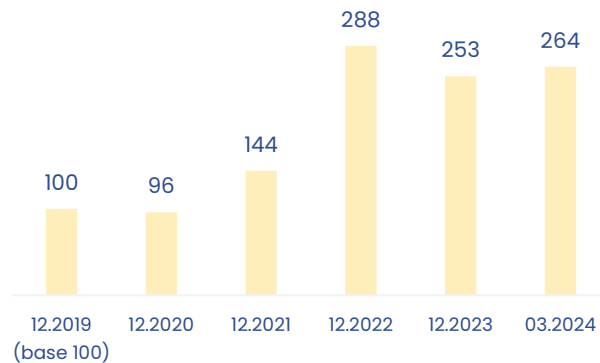
## By channel

- Quarter again supported by good backlog execution, driving growth in project activity
- Diversified non-residential end-markets remain an asset and a factor of resilience

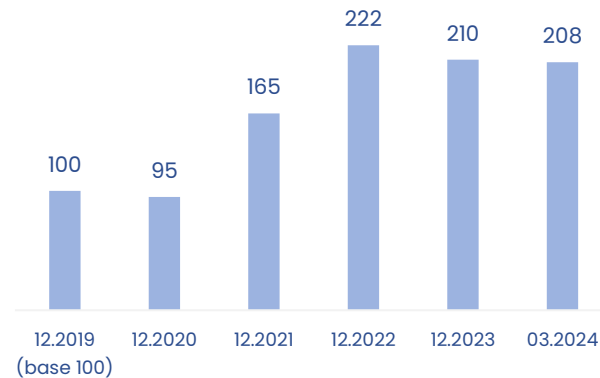
<sup>1</sup> excluding electrification categories & cable

# Improvement in backlogs, providing visibility

**US**  
c. 2.5 months of sales



**Canada**  
c. 3.6 months of sales



- Backlog in the US increased by 4% versus Q4 2023, notably driven by datacenter, retail, water/wastewater, entertainment
- High level of backlogs, combining good backlog execution and strong order intake



# Outlook

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# FY 2024 guidance confirmed

*Stable to slightly positive, with high comparable base in H1*

Same-day growth

**6.3% - 6.6%**

Adjusted EBITA margin<sup>1</sup>

**> 60%**

Free cash flow conversion<sup>2</sup>

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 / EBITDAaL ; EBITDAaL: Earnings Before Interest, Taxes, Depreciation and Amortization after Leases