

# THOM



**Press Release – August 29, 2022**

## Publication of the Q3 and 9m 2022 report

In €m	Third Quarter			Year-to-Date			LTM Ended June
	2021	2022	Var. %	2021	2022	Var. %	2022
<b>Network sales (1)</b>	<b>143.2</b>	<b>203.4</b>	<b>42.0%</b>	<b>481.6</b>	<b>687.7</b>	<b>42.8%</b>	<b>882.6</b>
% like-for-like change	72.9%	44.2%	(28.6)pp	-14.7%	40.3%	55.0 pp	
<b>Reported EBITDA (1)</b>	<b>24.287</b>	<b>41.348</b>	<b>70.3%</b>	<b>101.8</b>	<b>156.4</b>	<b>53.7%</b>	<b>198.5</b>
As a % of Network Sales	17.0%	20.3%	3.4 pp	21.1%	22.7%	1.6 pp	22.5%
EBIT	22.1	32.8	47.9%	76.6	135.2	76.5%	162.9
As a % of Network Sales	15.5%	16.1%	0.6 pp	15.9%	19.7%	3.8 pp	18.5%
<b>Net income (1)</b>	<b>6.6</b>	<b>19.7</b>	<b>199.5%</b>	<b>20.1</b>	<b>83.3</b>	<b>314.0%</b>	<b>88.6</b>
<b>PF Free cash flow (2)</b>	<b>(14.7)</b>	<b>25.5</b>	<b>273.1%</b>	<b>80.8</b>	<b>125.1</b>	<b>54.7%</b>	<b>167.4</b>
As a % of Reported EBITDA	-60.5%	63.3%	123.8 pp	79.5%	81.4%	2.0 pp	85.5%
<b>PF Net debt (2)</b>	<b>(594.5)</b>	<b>(576.9)</b>	<b>3.0%</b>	<b>(594.5)</b>	<b>(576.9)</b>	<b>3.0%</b>	<b>(576.9)</b>
Leverage (PF Adjusted EBITDA /PF Net Debt) (1)	3.87x	2.91x	-1x	3.87x	2.91x	-1x	2.91x

(1) Network Sales, Reported EBITDA and Net income at Thom Group level

(2) PF EBITDA, PF FCF and PF Net Debt at Goldstory level

## Increase of Reported EBITDA

- Limited impact of restrictions relating to the COVID-19 pandemic compared to Q3 2021 (39% of store network was closed).
- France benefited from the increase in brand attractiveness (favorite jewelry brand in France in 2021) and the development of omnichannel sales.
- Italy benefited from the reorganization of the salesforce, the development of a new offering and a new brand positioning.
- Continuous focus on profitability which allowed the Group to reach a 20.3% EBITDA rate as a percentage of Network Sales in Q3 2022.

**Pro Forma Free Cash Flow** as a percentage of Pro Forma Reported EBITDA reached 85.5% in LTM ended June 30, 2022.

**Pro Forma Net Financial Debt** as of June 30, 2022 was in respect of the new SSN financing. Goldstory Pro Forma Net Financial Debt totalled €576.9m as of June 30, 2022, i.e. a leverage of 2.91x based on PF Adjusted EBITDA

Q3 and 9M 2022 report is available on our website [Investors - THOM \(thomgroup.com\)](https://www.thomgroup.com/investors)

## About THOM

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We are a leading European jewelry retailer by number of stores, with a strong position in Europe in the affordable jewelry sector. Our product offering comprises primarily precious jewelry, complemented by watches and costume jewelry. We are active primarily in France and Italy, where we hold a leading market position in each national market. Our products are available through our network of 1,018 directly operated stores and 65 corners, including 551 stores and wedding fairs in France as well as 40 corners (including one store in Monaco), 385 stores in Italy, 51 stores in Germany, 26 stores and wedding fairs in Belgium as well as 2 corners, 3 stores and 23 corners in Spain and 2 stores in Luxembourg as of June 30, 2022, as well as 6 e-commerce platforms in France and Belgium (histoiredor.com and marc-orian.com), Italy (stroilioro.com) and Germany (orovivo.de). We also have 35 affiliated partner stores in France.

We sell our products under our six complementary main banners: Histoire d'Or (393 stores), Stroili (336 stores), Agatha (36 stores and 65 corners), Marc Orian (91 stores), TrésOr (66 stores), OROVIVO (51 stores) and Franco Gioielli (36 stores). We also operate, in France, 9 additional stores under the Smizze banner.

## Contact

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