

THOM



Press Release – May 30, 2023

Publication of the Q2 2023 report

In €m	Second Quarter			Year-to-Date			LTM Ended
	2022	2023	Var. %	2022	2023	Var. %	March
Network sales	176.9	202.3	14.4%	477.1	523.4	9.7%	935.1
<i>% like-for-like change</i>	<i>65.3%</i>	<i>10.9%</i>	<i>(54.3)pp</i>	<i>39.8%</i>	<i>6.6%</i>	<i>(33.2)pp</i>	
Gross Margin	120.8	137.8	14.1%	331.4	362.1	9.3%	647.8
<i>As a % of Network Sales</i>	<i>68.3%</i>	<i>68.2%</i>	<i>(0.1)pp</i>	<i>69.5%</i>	<i>69.2%</i>	<i>(0.3)pp</i>	<i>69.3%</i>
Network Contribution	38.5	48.1	24.9%	165.1	177.7	7.6%	303.2
<i>As a % of Network Sales</i>	<i>21.8%</i>	<i>23.8%</i>	<i>2.0 pp</i>	<i>34.6%</i>	<i>33.9%</i>	<i>(0.7)pp</i>	<i>32.4%</i>
Reported EBITDA	12.8	19.6	53.2%	113.2	115.6	2.2%	193.0
<i>As a % of Network Sales</i>	<i>7.2%</i>	<i>9.7%</i>	<i>2.5 pp</i>	<i>23.7%</i>	<i>22.1%</i>	<i>(1.6)pp</i>	<i>20.6%</i>
EBIT	6.6	12.1	83.4%	100.4	98.1	-2.3%	154.7
<i>As a % of Network Sales</i>	<i>3.7%</i>	<i>6.0%</i>	<i>2.3 pp</i>	<i>21.1%</i>	<i>18.7%</i>	<i>(2.3)pp</i>	<i>16.5%</i>
Net income	2.5	(2.0)	(182.7)%	60.5	50.7	(16.2)%	72.8
Free cash flow	(48.7)	(32.0)	34.4%	99.8	68.1	(31.8)%	91.6
<i>As a % of Reported EBITDA</i>	<i>-380.6%</i>	<i>-163.0%</i>	<i>217.6 pp</i>	<i>88.2%</i>	<i>58.9%</i>	<i>(29.3)pp</i>	<i>47.5%</i>
Net debt	(482.8)	(627.5)	(30.0)%	(482.8)	(627.5)	(30.0)%	(627.5)
<i>Leverage (Adjusted EBITDA / Net Debt)</i>	<i>2.65x</i>	<i>3.25x</i>	<i>0.59x</i>	<i>2.65x</i>	<i>3.25x</i>	<i>0.59x</i>	<i>3.25x</i>

Strong network sales increase by +14% in Q2 2023 vs. Q2 2022

The organic increase in Network sales reached +11.4%, an excellent performance showing the ongoing growth of the group across the board resulting from all the group projects to develop strong and well-known brands. The remainder derived from the consolidation of Agatha.

EBITDA increased by +2.5pp in Q2 2023 compared to Q2 2022 (+3.5pp excluding Agatha).

Inflation has been absorbed by a strong development of volumes combined with standard recurring annual price increases. The change in EBITDA in Q2 2023 is mainly explained by the strong embedded growth in revenues.

On a year-to-date basis, EBITDA remains at a high rate of 22% YTD (23% excluding Agatha).

Free Cash Flow generation increased by €16.8m vs. Q2 2022 mainly due the change in procurement strategy (offsetting effect of the anticipated payments of Christmas inventory and security stock building in Q1 2023).

Net Financial Debt as of March 31, 2023 was in respect of the new SSN financing. Goldstory Net Financial Debt totalled €627.5m as of March 31, 2023, i.e. a leverage of 3.25x based on Adjusted EBITDA.

Q2 2023 reports are available on our website [Investors - THOM \(thomgroup.com\)](https://investors-thom.com)

About THOM

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 1,011 stores directly operated stores and 63 corners, including 545 stores and wedding fairs in France as well as 40 corners (including one store in Monaco), 386 stores in Italy, 51 stores in Germany, 25 stores and wedding fairs in Belgium, 3 stores and 23 corners in Spain and 1 store in Luxembourg as of March 31, 2023, as well as 6 e-commerce platforms in France and Belgium (histoiredor.com and marc-orian.com, agatha.fr), Italy (stroilioro.com), Spain (agatha.es) and Germany (orovivo.de). We also have 36 affiliated partner stores in France (1 opening during the six-month period ended March 31, 2023) as well as wholesale activity through our French subsidiary (Venson Paris) and our Italian subsidiary (Thom Trade Italy).

We sell our products under our seven complementary main banners: Histoire d'Or (393 stores), Stroili (337 stores), Agatha (34 stores and 63 corners), Marc Orian (90 stores), TrésOr (65 stores), OROVIVO (51 stores) and Franco Gioielli (36 stores). We also operate, in France, 5 additional stores under the Smizze banner.

Contact

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