



Rexel

a world of energy

Third-quarter 2024 sales

Paris, October 15, 2024



Key highlights

Solid performance in a tougher-than-expected market environment

- Same-day sales **down 2.1% in Q3 24** after a soft summer
 - More difficult macroeconomic conditions especially in **Central and Northern Europe** (Germany, Austria, Benelux)
 - No recovery yet of construction markets, which should start benefiting from recent interest rate cuts
 - Electrification categories, especially solar, **still contributing negatively** despite easier comparable base

- Rexel **performed solidly** in this challenging environment
 - **Positive evolution in the US**, despite weather events
 - **Market share gains** in the majority of our 19 countries, including France and Germany
 - Activity **improving sequentially** over the quarter, reaching close to breakeven in September
 - **Improved pricing environment** on both cable and non-cable

Taking resolute actions to maintain profitability

- Organization in **“plan B” mode** since beginning of 2024: headcount control, overhead, travel & expenses
 - Aggressively managing **workforce evolution** to make it 100% variable according to volumes
 - Reduction of 437 FTE compared to end of Q3 23
 - Additional actions should increase this figure by the end of the year
 - **Accelerating strategic transformation actions plans** everywhere and taking the opportunity to make Rexel a stronger company
 - Logistics organization (ex : Germany)
 - Sales force organization (ex : Austria)
 - Back-office optimization (several initiatives ongoing)
- Annualized structural savings of c.€45m by end-2025



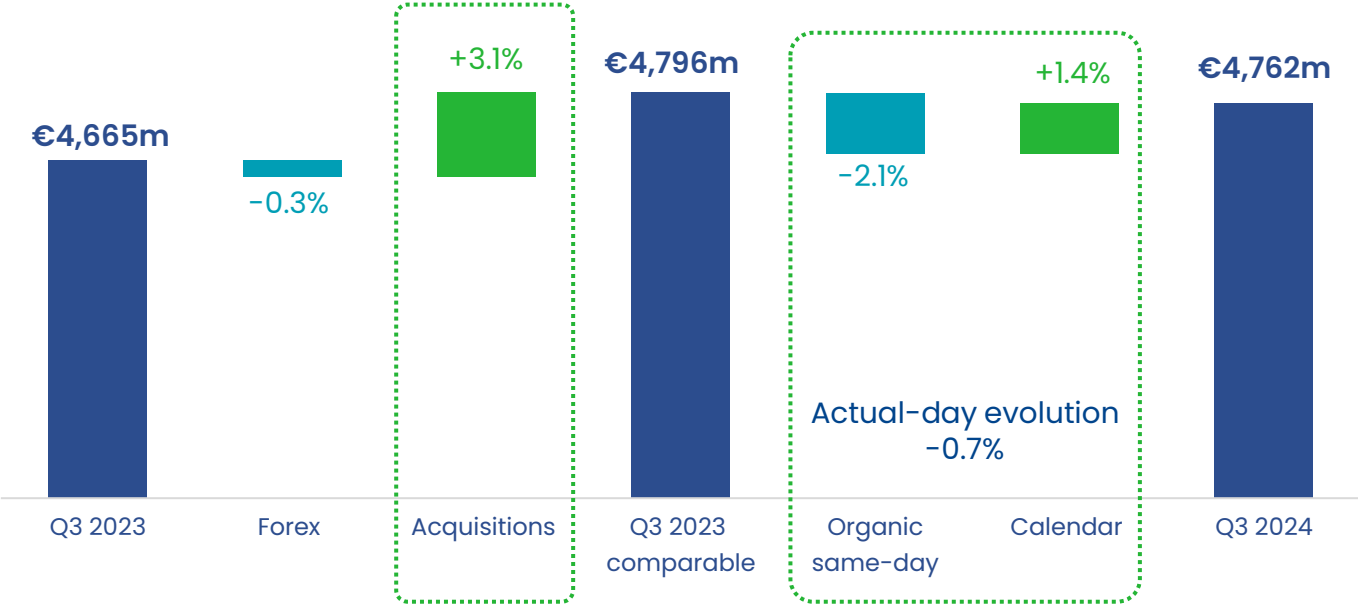


REXEL

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Q3 2024 sales review

Q3 reported sales up +2.1%, supported by significant M&A contribution



- Q3 24 reported sales up +2.1%:
- +3.1% contribution from Wasco, Talley & Electrical Supplies Inc. acquisitions, which more than offset organic decline

Core ED pricing returning to positive territory in Q3 24

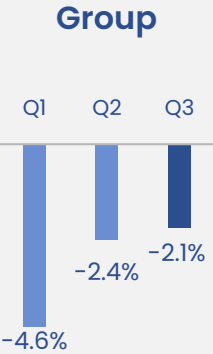
(in contrib.)	% mix 2024	Q1 2024			Q2 2024			Q3 2024		
		SD sales evolution	o/w Price	o/w Volume	SD sales evolution	o/w Price	o/w Volume	SD sales evolution	o/w Price	o/w Volume
Core ED ¹	78%	-1.8%	-1.0%	-0.7%	-0.4%	-0.6%	+0.2%	+0.3%	+0.3%	0.0%
Electrification	22%	-2.8%	-0.5%	-2.4%	-2.0%	-0.9%	-1.1%	-2.4%	-0.7%	-1.7%
Total	100%	-4.6%	-1.5%	-3.1%	-2.4%	-1.5%	-0.9%	-2.1%	-0.4%	-1.7%

¹ Including cable

- **Core ED business, further improving from Q2 to Q3, supported by return to positive territory of pricing**
- Electrification, down 10.2% (contributing for -240bps) in the quarter, slowing sequentially versus Q2 24, notably due to lower volume in industrial automation in North America and in solar in Benelux. Sequential pricing deterioration in solar



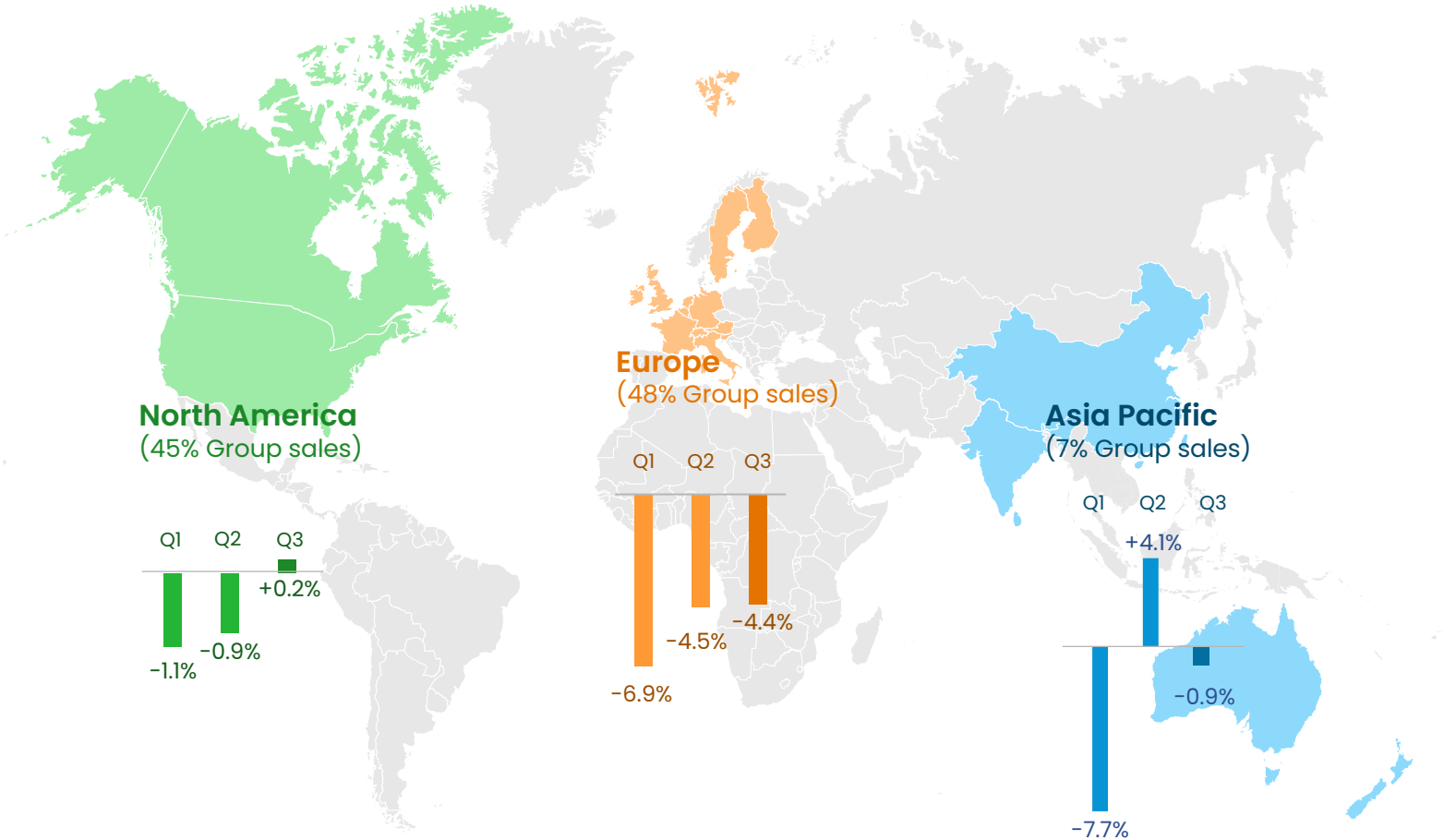
North America back to growth and mixed performance in Europe



Selling price evolution

Non-cable: -0.8% **Cable:** +0.4%

Non-cable price pressure mostly on solar panels, piping in North America and Industrial Automation in China



NB: 2024 same-day sales growth by quarter

Mixed picture in Europe in Q3 24



By country

- **Further market share gains in France** in a challenging market environment.
 - Improving momentum in September in construction end-markets
 - Positive trends in solar
- **Nordics back to positive territory**
- **DACH region impacted by very challenging macro environment** (China-related) impacting both electrification and core activities
- Benelux **remains under pressure despite easier base effect**
- **UK navigating in weak residential and industrial markets**

By product category

- Sales in core ED¹ business down 1.8% in contribution
- Electrification categories, especially solar, still contributing negatively (down 12.0%; contribution -260bps) despite easier comparable base

By end-market

- Resilient trends in non-residential
- Challenging residential and industrial segments

¹ including cable

North America: Back in positive territory in Q3 24



By country/region

- **United States:**
 - Favorable trends in residential, broadly stable activity in non-residential & slight decline in industry
 - Positive trends in Southeast, Gulf Central & Florida
 - Very positive momentum at Talley. Integration progressing well
 - Backlog represents 2.5 months of sales, above pre-pandemic levels; Healthy quotation activity
- **Canada:**
 - Industrial automation facing a challenging comparable base effect and lower demand in Oil & Gas, mining and automotive
 - Good momentum in non-residential (public)
 - Backlog improved by more than 6% vs June 24

By product category

- Sales in core ED¹ business up, contributing for +2.9%
- Lower demand in electrification (down 12.2%, contributing for -270bps), mostly due to Industrial Automation in North America and Solar in California

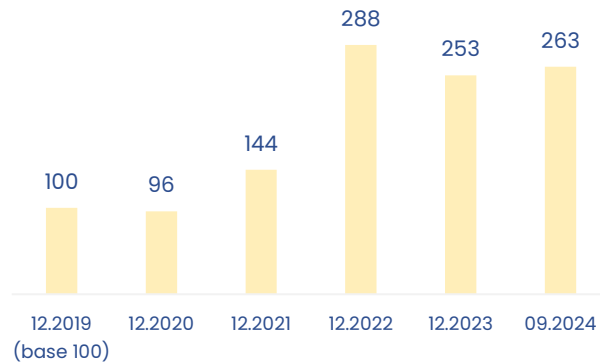
By channel

- Third quarter again supported by good backlog execution, driving growth in project activity (double digit in the US)
- Non-residential remains very resilient thanks to the diversified end-markets, and notably the exposure to datacenters, water, wastewater, public buildings

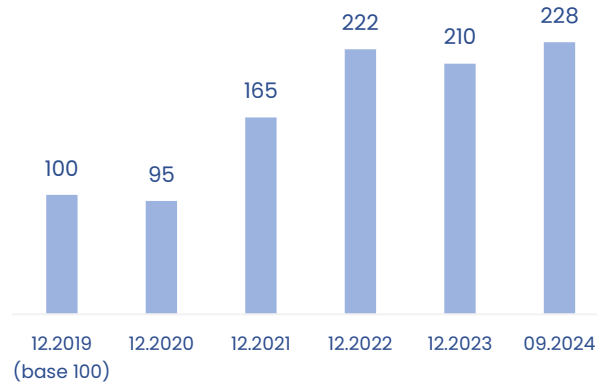
¹ including cable

High backlogs, providing visibility

US
c. 2.5 months of sales



Canada
c. 4 months of sales



- High level of backlogs, combining good backlog execution and strong order intake
- Backlog remains well above pre-pandemic level



Outlook

Guidance adjusted to reflect more challenging environment

Rexel's full-year 2024 guidance reflects a more challenging trading environment over the summer, notably resulting from:

- A more difficult macroeconomic environment in Europe
- Further deterioration of electrification categories, especially solar

*Between -2.5%
and -2.0%*

Same-day
sales growth

c. 5.9%

Adjusted EBITA
margin¹

> 65%

Free cash flow
conversion²

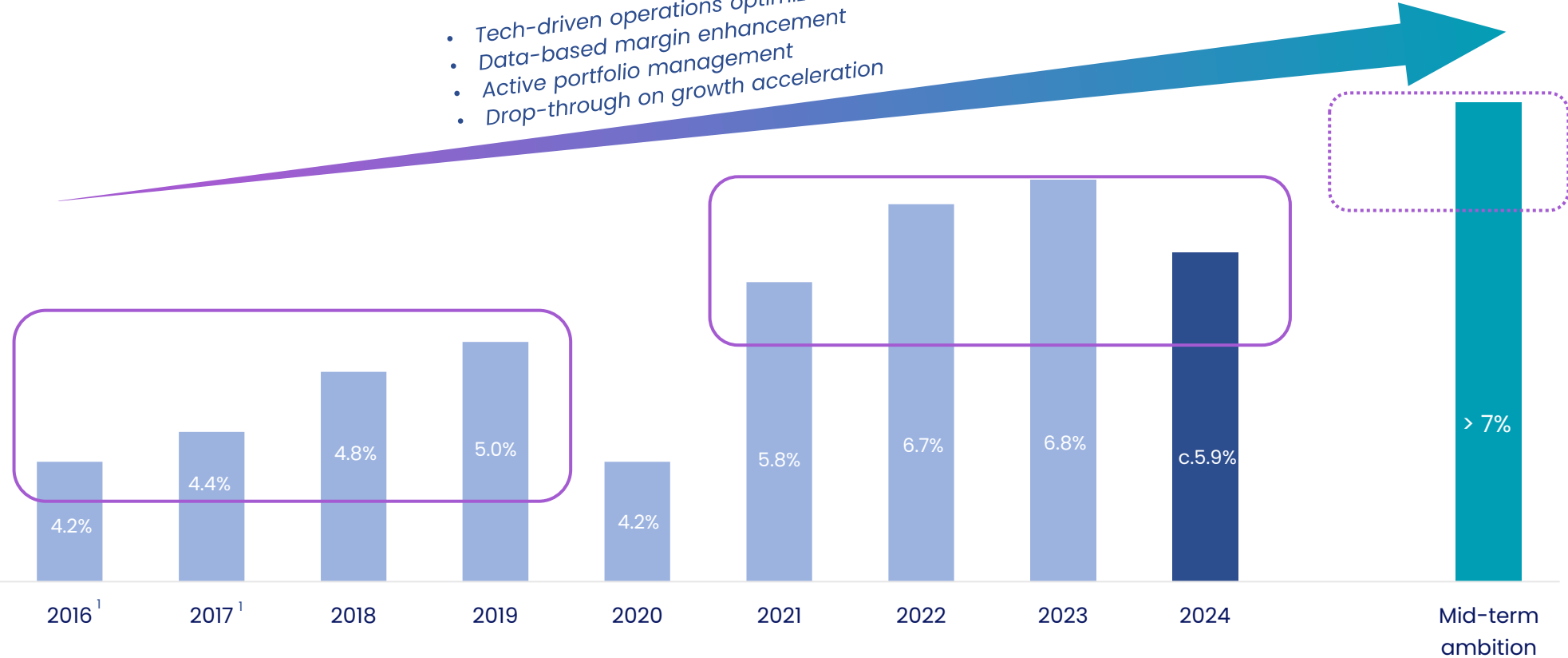
¹ Excluding (i) amortization of PPA and (ii) the non-recurring effect related to changes in copper-based cable prices.

² FCF Before interest and tax/EBITDA_L

Continuously raising the bar towards medium-term ambition

- Tech-driven operations optimization
- Data-based margin enhancement
- Active portfolio management
- Drop-through on growth acceleration

Adj. Ebita margin (%) excl. one-off



Same-day sales growth



Note 1. Pre IFRS 16

Disclaimer

The Group is exposed to fluctuations in copper prices in connection with its distribution of cable products. Cables accounted for approximately 15% of the Group's sales and copper accounts for approximately 60% of the composition of cables. This exposure is indirect since cable prices also reflect copper suppliers' commercial policies and the competitive environment in the Group's markets. Changes in copper prices have an estimated so-called "recurring" effect and an estimated so called "non-recurring" effect on the Group's performance assessed as part of the monthly internal reporting process of the Rexel Group: i) the recurring effect related to the change in copper-based cable prices corresponds to the change in value of the copper part included in the sales price of cables from one period to another. This effect mainly relates to the Group's sales; ii) the non-recurring effect related to the change in copper-based cable prices corresponds to the effect of copper price variations on the sales price of cables between the time they are purchased and the time they are sold, until all such inventory has been sold (direct effect on gross profit). Practically, the non-recurring effect on gross profit is determined by comparing the historical purchase price for copper-based cable and the supplier price effective at the date of the sale of the cables by the Rexel Group. Additionally, the non-recurring effect on EBITA corresponds to the non-recurring effect on gross profit, which may be offset, when appropriate, by the non-recurring portion of changes in the distribution and administrative expenses. The impact of these two effects is assessed for as much of the Group's total cable sales as possible, over each period. Group procedures require that entities that do not have the information systems capable of such exhaustive calculations to estimate these effects based on a sample representing at least 70% of the sales in the period. The results are then extrapolated to all cables sold during the period for that entity. Considering the sales covered, the Rexel Group considers such estimates of the impact of the two effects to be reasonable. This document may contain statements of future expectations and other forward-looking statements. By their nature, they are subject to numerous risks and uncertainties, including those described in the Universal Registration Document registered with the French Autorité des Marchés Financiers (AMF) on March 11, 2024 under number D.24-0096. These forward-looking statements are not guarantees of Rexel's future performance, Rexel's actual results of operations, financial condition and liquidity as well as development of the industry in which Rexel operates may differ materially from those made in or suggested by the forward-looking statements contained in this release. The forward-looking statements contained in this communication speak only as of the date of this communication and Rexel does not undertake, unless required by law or regulation, to update any of the forward-looking statements after this date to conform such statements to actual results to reflect the occurrence of anticipated results or otherwise. The market and industry data and forecasts included in this document were obtained from internal surveys, estimates, experts and studies, where appropriate, as well as external market research, publicly available information and industry publications. Rexel, its affiliates, directors, officers, advisors and employees have not independently verified the accuracy of any such market and industry data and forecasts and make no representations or warranties in relation thereto. Such data and forecasts are included herein for information purposes only. This document includes only summary information and must be read in conjunction with Rexel's Universal Registration Document registered with the AMF on March 11, 2024 under number D.24-0096, as well as the financial statements and consolidated result and activity report for the 2023 fiscal year which may be obtained from Rexel's website (www.rexel.com).