

## Our Vision

METRO is a leading international wholesale company and a partner for small and mid-sized businesses. Customer focus and customer satisfaction are essential elements of our strategy. We are committed on building trusting relationship with our 16 million customers in 34 countries.

It is our goal to lift the food and hospitality sector, which still has enormous potential for growth. Digitalisation is opening up new possibilities for our customers and METRO is working intensely on identifying and offering new solutions, which generate added value. With our profitable wholesale segment, we are continuing our positive development.

## Company Structure

METRO					
METRO Germany	METRO Western Europe (excl. Germany)	METRO Russia	METRO Eastern Europe (excl. Russia)	METRO Asia	Others: - Hospitality Digital - METRO PROPERTIES - other service companies

## Guidance<sup>1</sup> for FY 2019/20

	9M 2019/20	FY 2019/20
<b>Sales growth in local currency</b>	-5%	<b>decline 3.5-5%</b>
<b>LfL growth</b>	-5%	<b>decline 3.5-5%</b>
<b>EBITDA excl. real estate gains</b>	<b>€834m</b> -€192m to PY	<b>decrease by €200 to €250m</b>

<sup>1</sup> At constant FX and before transformation costs, portfolio measures and post IFRS16. Outlook based on the assumption of stable exchange rates and no further adjustments to the portfolio and only covers METRO's continuing operations. Furthermore, the outlook is based on the assumption that negative impacts of the COVID-19 pandemic will not surge again in countries relevant for METRO and that the stable recovery of the HoReCa sector continues. <sup>2</sup> Adj. EBITDA - EBITDA pre transformation costs and real estate gains.

## Management Board



**Olaf Koch**  
CEO



**Christian Baier**  
CFO



**Andrea Euenheim**  
CHRO



**Rafael Gasset**  
COO (Trader Cluster)

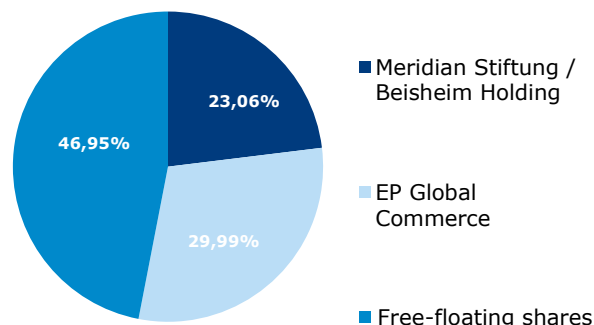


**Eric Poirier**  
COO (HoReCa Cluster)

## Supervisory Board

<b>Jürgen Steinemann</b> Chairman	<b>Xaver Schiller</b> Vice Chairman
Marco Arcelli	Stefanie Blaser
Herbert Bolliger	Thomas Dommel
Gwyn Burr	Michael Heider
Prof. Dr. Edgar Ernst	Udo Höfer
Peter Küpfer	Rosalinde Lax
Dr. Fredy Raas	Manuela Wetzko
Eva-Lotta Sjöstedt	Angelika Will
Dr. Liliana Solomon	Manfred Wirsch
Alexandra Soto	Silke Zimmer

## Shareholder Structure



## Basic Data of Share

	Ordinary Shares	Preference Shares
Ticker Symbol	B4B GR	B4B3
WKN	BFB001	BFB002
ISIN	DE000BFB0019	DE000BFB0027
Reuters	B4B.DE	B4B3_p.DE
Bloomberg	B4BGR	B4B3 GR
Number of shares	360,121,736	2,975,517
Trading segment	Prime Standard	Prime Standard
Exchange	Frankfurt	Frankfurt

## Store Network

METRO Wholesale		679 Stores <sup>1</sup> in 24 countries <sup>2</sup>			
Germany	103	Eastern Europe	196	Russia	94
Western Europe	240			Asia	46
Austria	12	Bulgaria	11	India	27
Belgium	17	Croatia	10	Japan	10
France	98	Czech Republic	13	Pakistan	9
Italy	49	Hungary	13		
Netherlands	17	Kazakhstan	6		
Portugal	10	Moldova	3		
Spain	37	Poland	29		
		Romania	30		
		Serbia	9		
		Slovakia	6		
		Turkey	34		
		Ukraine	32		

<sup>1</sup> As of 30.6.2020.

<sup>2</sup> Additional 10 countries with Food Service Distribution (FSD) only.

## Employees

### Development of employee numbers by segments by headcount as of the closing date of 30.9.2019

	2018 <sup>1</sup>	2019 <sup>1</sup>
METRO	92,603	89,574
METRO Germany	13,711	13,606
METRO Western Europe (excluding Germany)	27,207	27,227
METRO Russia	13,960	12,357
METRO Eastern Europe (excluding Russia)	29,060	28,375
METRO Asia	8,665	8,009
Others (excl. METRO AG)	7,008	7,152
METRO AG	909	880
<b>Total</b>	<b>100.520</b>	<b>97.606</b>

<sup>1</sup> Continuing operations.

## Key Financial Figures Annual Report 2018/19<sup>1</sup> – Continuing Operations

€ million	2017/18 <sup>2</sup>	2018/19
Sales development (like-for-like)	1.3%	2.1%
Sales (net)	26,792	27,082
EBITDA excluding earnings contributions from real estate transactions	1,088	1,021
Earnings contributions from real estate transactions	128	338
EBITDA	1,216	1,359
EBIT	713	828
EBT (earnings before taxes)	576	709
Profit or loss for the period <sup>3</sup>	357	405

<sup>1</sup> Before IFRS 16.

<sup>2</sup> Previous year's adjustment due to discontinued operations.

<sup>3</sup> Attributable to METRO shareholders.

€ million	2017/18 <sup>2</sup>	2018/19
Earnings per share (basic = diluted)	0.98	1.12
Dividend per ordinary share	0.70	0.70
Dividend per preference share	0.70	0.70
Cashflow from operating activities	766	796
Investments	565	499
Net debt	3,102	2,858
Stores	675	678
Selling space (1,000 m <sup>2</sup> )	4,665	4,728

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