



FY 2017/18 At a glance

Facts and figures as of 28 February 2018



HIGHLIGHTS

Product categories



GREY

Telephones, computers and photography



WHITE

Major and small domestic appliances



BROWN

Televisions and media storage



SERVICES

Delivery, installation, warranty, consumer credit

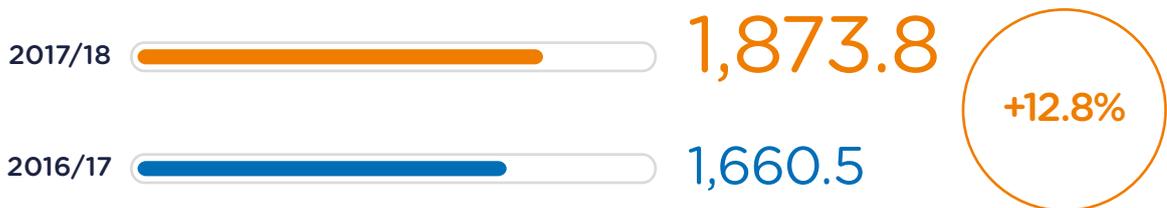


OTHER PRODUCTS

Consoles, video games, DVDs and houseware

Sales

Values in millions of Euros



225

Direct Operated Stores



272

Affiliated Stores

Revenues by channel



Retail: 70.9%	1,327.9 €m
Wholesale: 11.7%	218.5 €m
Online: 9.9%	185.0 €m
B2B: 6.3%	118.9 €m
Travel: 1.3%	23.6 €m

Revenues by category



Grey: 46%	862.5 €m
White: 26.4%	494.3 €m
Brown: 18.6%	348.4 €m
Services: 3.5%	65.8 €m
Other products: 5.5%	102.8 €m

Founded at the end of the Thirties by Vittorio Silvestrini, Unieuro S.p.A. is currently **the largest omnichannel** distributor of consumer electronics and domestic appliances by number of stores in Italy, with a strongly centralised business model and an omnichannel approach.



Opening of the first store



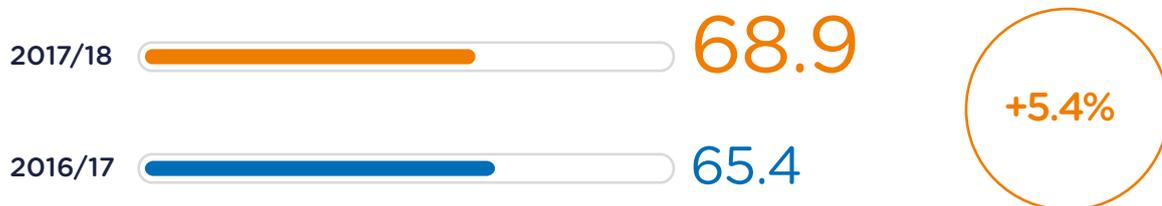
Centralisation



Omnichannel Retail

Adjusted EBITDA

Values in millions of Euros



Adjusted net income

Values in millions of Euros



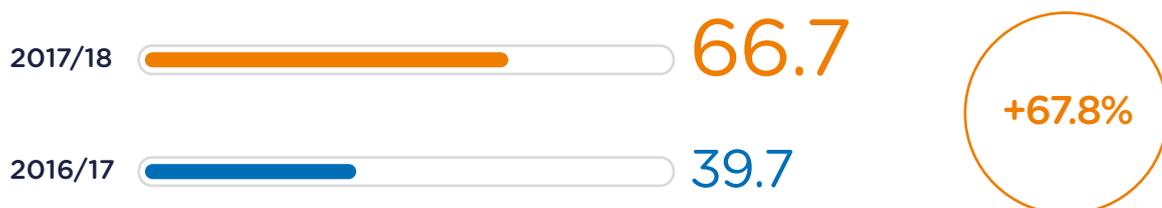
Net financial debt

Values in millions of Euros



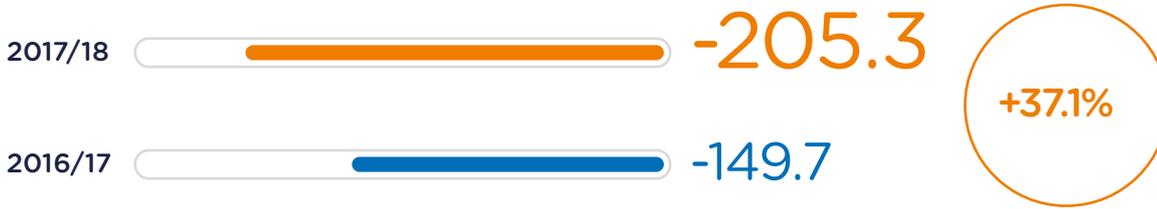
Adjusted levered free cash flow

Values in millions of Euros



Net working capital

Values in millions of Euros



VISION



The Company is continuing along its path of profitable growth by increasing its market share in the categories most valued by customers, focusing on the importance of customers and the opportunities offered by its omnichannel approach.

MISSION

Thanks to the suitability and accommodating nature of its people, its extensive presence, its broad product range, the capacity to organise the items on offer in an appealing, clear and significant way, Unieuro is the retail brand that knows how to combine the requirements of the people of today with the technological solutions of tomorrow.



VALUES

We really put people at the heart of things.

PASSION

In the desire to do,
grow, anticipate



EXPERIENCE

The fruit of eighty
years of history and
tradition

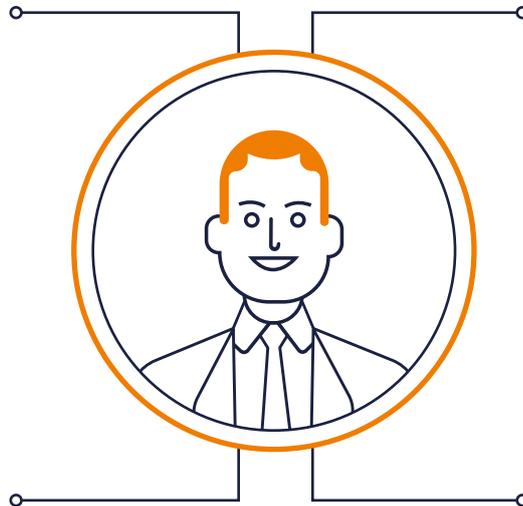
PROXIMITY

Both territorial and
in understanding the
needs of customers,
always and exactly



COMMITMENT

In activities, in actions
and to the community



Brand Awareness



4,575

Employees

RESPONSIBILITY

Bringing technology to the service of everyone's life implies a deep sense of responsibility and commitment, which goes beyond a simple mission. For this reason, in 2016 Unieuro created the **"No Cyberbullying"** project conceiving and promoting the **#connectedhearts** tour with the State Police.



An initiative that, since the launch, has been reaching **22 cities** throughout Italy, informing and raising the awareness of thousands of young people over the responsible and well-informed use of smart phones, tablets and PCs.



HISTORY

Unieuro's roots are based in the entrepreneurial history of the Silvestrini family, who, over the course of the years, knew how to grow the business gradually, anticipating market trends getting strategically stronger.

When the private equity Rhône Capital fund joined the Company launched a path of external and internal growth which led to it reaching a national leadership position.



30's - 50's

The foundation

Vittorio Silvestrini opened the first store in Brisighella (Ravenna) for the retail sales of gas ovens, wood-fired stoves, radios and sewing machines. In 1958, the first retail and wholesale point of sale was launched.

The generational change and the launch of the path of growth In 1973, Giuseppe and Maria Grazia Silvestrini took over the helm of the business from their father Vittorio. Between 1979 and 1980, they launched an initial growth path through the establishment of C.I.D.E.L. s.n.c. di Silvestrini Maria Grazia & C. which, in 1980, became S.G.M. Distribuzione S.r.l. (the current Unieuro S.p.A.).

2000
-
2001

Consolidation

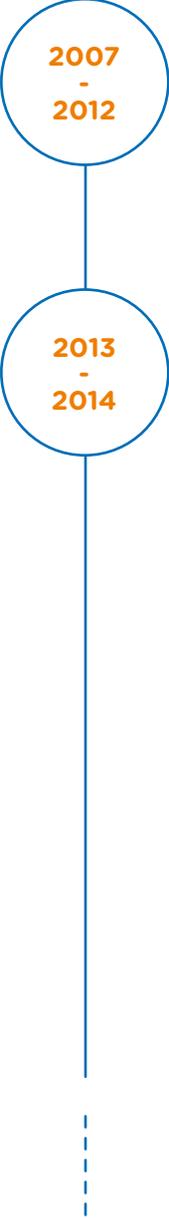
S.G.M. Distribuzione S.r.l. became part of Expert Italy S.p.A. Consortile, in a short time becoming one of the main consortia in terms of sale volumes thanks to the opening of new points of sale mainly in Northern and Central Italy. The chain adopted the new Marco Polo-Expert brand.

In 2001, the physical stores in the chain were supported by e-commerce activity through the launch of the marcopoloshop. it platform, the website in Italy that pioneered the multichannel approach thanks to the in-store pick up service.

2005

The entry of Rhône Capital

The international investment fund Rhône Capital II L.P. acquired the entire share capital of S.G.M. Distribuzione S.r.l. and Marco Polo S.r.l. with control later going to Venice Holdings S.r.l., invested in by the Silvestrini family and management through a minority shareholding.



2007
-
2012

External growth

S.G.M. Distribuzione signed a series of strategic acquisitions from several important players (Consumer Electronics S.p.A., Eldo Italia S.p.A. and a group of four Italian companies operating in the sector) which led to the chain quadrupling the number of points of sale managed directly, going from 21 in 2006 to 81 in 2013.

2013
-
2014

The new Unieuro

In October 2013, S.G.M. Distribuzione bought from Dixons - an English group active in the consumer electronics sector - 100% of the then UniEuro, a chain of 94 points of sale located throughout Italy and founded in 1967 in Alba, Piedmont.

The integration of UniEuro and S.G.M. Distribuzione, led to the new Unieuro, as it is currently known. An intense path of rationalisation of the business was launched which led - in just four months - to the unification of the headquarters in the sole centre of Forlì and of the centralised logistics centre in Piacenza.

In 2014, Unieuro abandoned the consortium Expert Italy S.p.A. Consortile to focus on its own brand, already strong and with a very good recognition at national level. This decision was followed by the launch of a rebranding campaign which also involved all the stores previously managed under the Marco Polo banner, with a consequent relaunch.

2015
-
2016

The expansion continues

In 2015, Unieuro entered into a new market segment, retail travel, buying eight stores located in Milan Linate, Milan Malpensa and Rome Fiumicino airports from Dixons Travel S.r.l. In 2016, through the merger between SGM Distribuzione Srl and UniEuro Srl the process of the creation of the new Unieuro was brought to an end and the company became a limited company.

The new e-commerce platform was launched with the complete restyling of the unieuro.it website and the launch of the new app.

2017

The acquisition of Monclick

In February Unieuro signed an agreement for the acquisition of 100% of Monclick, one of the leading online operators in Italy active in the market of consumer electronics and B2B2C online market. The acquisition is of great strategic because it enables Unieuro to significantly increase sales in the online segment thereby strengthening its position in the domestic market.

Admission to the stock exchange

On 4 April 2017 Unieuro shares - with the ticker UNIR - made their debut on the STAR segment of the Mercato Telematico Azionario organised and managed by Borsa Italiana S.p.A. through a placement aimed at Italian and international institutional investors.

The acquisition of 41 new stores

Through three different acquisitions, Unieuro kept on pursuing its external growth strategy, with the goal of increasing the coverage of the network and taking advantage of the synergies gained from the high degree of centralisation of the business model.

In April, the Company signed the acquisition of 21 former Euronics stores from Andreoli S.p.A., located in Southern Lazio, Abruzzo and Molise regions.

In June, it was the turn of a flagship store in the Euroma2 shopping mall, formerly operated under the Trony banner.

Finally, in October, a business unit comprising 19 direct stores in Marche and Emilia Romagna regions was acquired from Gruppo Cerioni S.p.A., a former member of Euronics buying group.

The new shareholding structure

After the sale of an additional 17.5% of the share capital, the majority shareholder Italian Electronics Holdings took the free float to 52% of the share capital before demerging, one month later. The demerger improved transparency of Unieuro chain of control and underlined the Top Management involvement in the Company's shareholding structure.

The redefinition of credit facilities

In December, Unieuro subscribed new credit facilities for a total of € 190 million with a banking syndicate, at considerably more beneficial conditions and with the aim of supporting future growth. The existing credit facilities was instead completely redeemed.

INVESTOR RELATIONS

Main data as at 28 February 2018

Listing: Italian Stock Exchange, STAR Segment
Ticker: Borsa Italiana **UNIR**; Bloomberg **UNIR:IM**; Reuters **UNIR.MI**
ISIN: **IT0005239881**

Share Capital: **Euro 4,000,000**
No. of Shares: **20,000,000**

Performance since the IPO: **+18.36%**
FY 2016/17 dividend: **Euro 1.00 per share**
Absolute return since the IPO: **+27.45%**

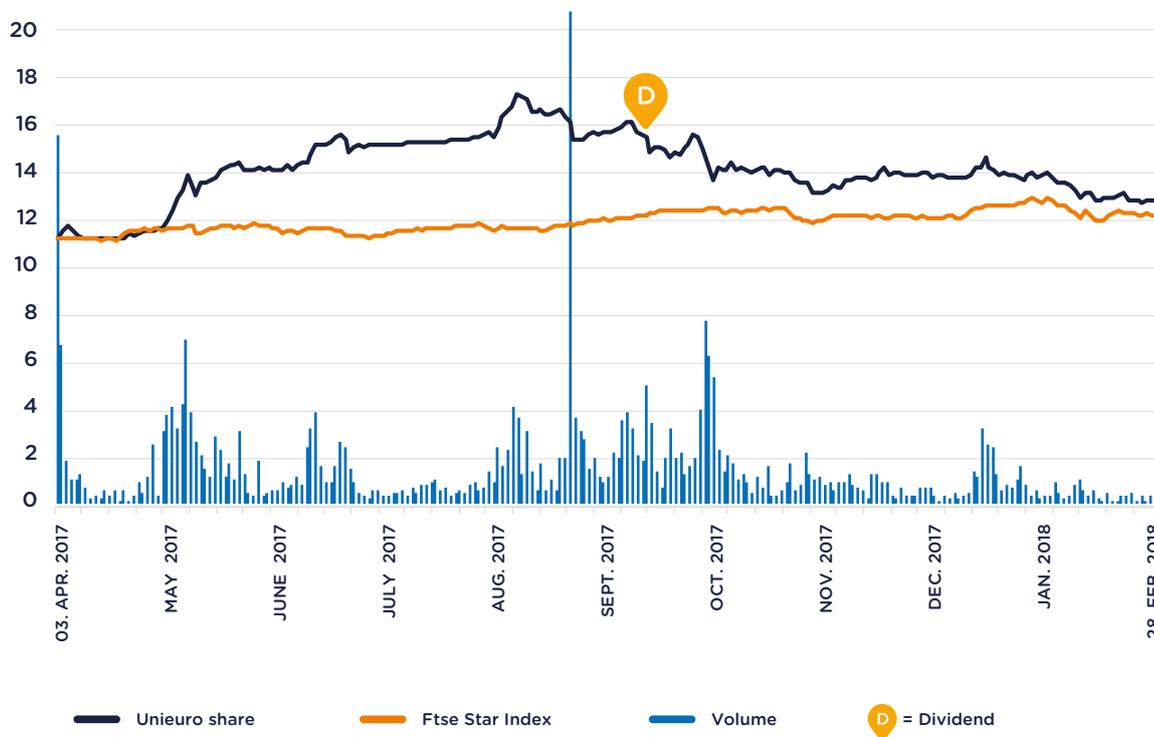
FY 2017/18*
average price: **Euro 14.73**
FY 2017/18* daily
average volumes: **157,414 shares**
FY 2017/18* daily
average turnover: **Euro 2,350,818**

Specialist: **Mediobanca S.p.A.**



* starting from the first day of listing: 4 April 2017

SHARE PERFORMANCE



OWNERSHIP STRUCTURE

Main shareholders as at 28 February 2018 (holding more than 2% of the Share Capital), according to available information, are:



Shareholder

Rhône Capital (through Italian Electronics Holdings S.à.r.l.)	33.8 %
Dixons Carphone plc (through Alfa S.r.l.)	7.2 %
Silvestrini family (through Alexander S.r.l. and Victor S.r.l.)	4.7 %
Unieuro Management	2.3 %
Free float	52.0 %

CORPORATE BODIES

BOARD OF DIRECTORS

- Chairman of the Board of Directors
- Chief Executive Officer
- Non-Executive Director
- Non-Executive Director
- Non-Executive Director
- Independent Director
- Independent Director

Bernd Erich Beetz
Giancarlo Nicosanti Monterastelli
Robert Frank Agostinelli
Gianpiero Lenza
Uwe-Ernst Bufe
Stefano Meloni
Marino Marin

CONTROL AND RISK COMMITTEE

- Non-Executive Director
- Director possessing the requirements of independence indicated by the TUF and the Corporate Governance Code
- Chairman of the Committee and Director possessing the requirements of independence indicated by the TUF (“Consolidated Finance Law”) and the Corporate Governance Code

Gianpiero Lenza
Marino Marin

Stefano Meloni

NOMINATIONS AND REMUNERATION COMMITTEE

- Non-Executive Director
- Director possessing the requirements of independence indicated by the TUF and the Corporate Governance Code
- Chairman of the Committee and Director possessing the requirements of independence indicated by the TUF (“Consolidated Finance Law”) and the Corporate Governance Code

Gianpiero Lenza
Marino Marin

Stefano Meloni

RELATED PARTY TRANSACTIONS COMMITTEE

- Independent Director
- Independent Director

Marino Marin
Stefano Meloni

BOARD OF STATUTORY AUDITORS

- Chairman
- Statutory Auditor
- Statutory Auditor
- Alternate Auditor
- Alternate Auditor

Maurizio Voza
Giorgio Gavelli
Luigi Capitani
Sauro Garavini
Giancarlo De Marchi

SUPERVISORY BODY

- Chairman
- Members:

Giorgio Rusticali
Chiara Tebano
Raffaella Folli

AUDIT COMPANY

KPMG S.p.A.

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