

B&S Group S.A. Q1 2021 turnover development per segment

ISIN: LU1789205884

(All amounts in EUR million)



| | Q1 2020 | Organic | Acquisitive | FX | Q1 2021 | Organic | Acquisitive | FX impact | Reported |
|----------------|---------|---------|-------------|-------|---------|---------|-------------|-----------|----------|
| Liquors | 107.8 | 1.9 | | -4.5 | 105.2 | 1.8% | 0.0% | -4.2% | -2.4% |
| Beauty | 126.3 | 26.1 | 5.2 | -7.5 | 150.1 | 20.7% | 4.1% | -5.9% | 18.8% |
| Personal Care | 66.2 | -4.5 | | - | 61.7 | -6.8% | 0.0% | 0.0% | -6.8% |
| Food | 80.1 | -14.3 | | -2.9 | 62.9 | -17.9% | 0.0% | -3.6% | -21.5% |
| Health | 16.5 | -4.2 | | -0.1 | 12.2 | -25.5% | 0.0% | -0.6% | -26.1% |
| Retail | 23.6 | -20.0 | | -0.1 | 3.5 | -84.7% | 0.0% | -0.4% | -85.2% |
| Total turnover | 420.5 | -15.0 | 5.2 | -15.1 | 395.6 | -3.6% | 1.2% | -3.6% | -5.9% |

B&S Group S.A. comparative figures new segment structure

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(All amounts in EUR million)



Turnover development

| | 2019 | | | | | | | 2020 | | | | | | |
|------------------------|--------------|--------------|--------------|--------------|----------------|--------------|----------------|--------------|--------------|--------------|--------------|----------------|--------------|----------------|
| | Q1 | Q2 | HY | Q3 | 9M | Q4 | FY | Q1 | Q2 | HY | Q3 | 9M | Q4 | FY |
| Liquors | 131.7 | 133.9 | 265.6 | 127.6 | 393.2 | 161.3 | 554.5 | 107.8 | 131.5 | 239.3 | 154.6 | 393.9 | 181.6 | 575.5 |
| Beauty | 126.9 | 146.3 | 273.2 | 133.4 | 406.6 | 231.2 | 637.8 | 126.3 | 142.4 | 268.7 | 148.2 | 416.9 | 229.2 | 646.1 |
| Personal Care | 69.4 | 66.6 | 136.0 | 69.3 | 205.3 | 69.6 | 274.9 | 66.2 | 50.5 | 116.7 | 75.7 | 192.4 | 70.2 | 262.6 |
| Food | 69.2 | 90.0 | 159.2 | 96.7 | 255.9 | 91.0 | 346.9 | 80.1 | 72.3 | 152.4 | 64.9 | 217.3 | 60.6 | 277.9 |
| Health | - | - | - | 8.7 | 8.7 | 16.3 | 25.0 | 16.5 | 15.0 | 31.5 | 11.4 | 42.9 | 12.3 | 55.2 |
| Retail | 28.7 | 35.6 | 64.3 | 38.7 | 103.0 | 36.6 | 139.6 | 23.6 | 3.5 | 27.1 | 9.7 | 36.8 | 7.7 | 44.5 |
| Holding & eliminations | - | - | - | - | - | 0.1 | 0.1 | - | 0.1 | 0.1 | -0.2 | -0.1 | 0.1 | - |
| Total | 425.9 | 472.4 | 898.3 | 474.4 | 1,372.7 | 606.1 | 1,978.8 | 420.5 | 415.3 | 835.8 | 464.3 | 1,300.1 | 561.7 | 1,861.8 |

Liquors

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | 265.6 | 554.5 | 239.3 | 575.5 |
| Gross profit | 18.6 | 35.2 | 14.1 | 36.6 |
| EBITDA | 7.2 | 12.9 | 2.3 | 12.9 |
| Result before taxation | 3.7 | 6.5 | -0.9 | 6.7 |
| Profit for the year from continuing operations | 2.4 | 5.5 | -0.2 | 4.9 |
| Attributable to non-controlling interests | 0.1 | 0.2 | - | - |
| Attributable to owners of the company | 2.3 | 5.3 | -0.2 | 4.9 |

Beauty

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | 273.2 | 637.8 | 268.7 | 646.1 |
| Gross profit | 44.6 | 100.6 | 47.9 | 115.6 |
| EBITDA | 23.4 | 53.6 | 23.3 | 65.4 |
| Result before taxation | 18.1 | 42.3 | 17.8 | 53.7 |
| Profit for the year from continuing operations | 13.3 | 30.1 | 13.4 | 41.1 |
| Attributable to non-controlling interests | 2.7 | 6.7 | 4.3 | 11.3 |
| Attributable to owners of the company | 10.6 | 23.4 | 9.1 | 29.8 |

Personal Care

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | 136.0 | 274.9 | 116.7 | 262.6 |
| Gross profit | 20.6 | 42.6 | 18.5 | 44.3 |
| EBITDA | 9.9 | 21.5 | 7.7 | 22.7 |
| Result before taxation | 7.0 | 15.9 | 4.6 | 16.7 |
| Profit for the year from continuing operations | 5.3 | 11.9 | 3.5 | 12.7 |
| Attributable to non-controlling interests | 1.9 | 4.5 | 1.4 | 4.7 |
| Attributable to owners of the company | 3.4 | 7.4 | 2.1 | 8.0 |

Food

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | 159.2 | 346.9 | 152.4 | 277.9 |
| Gross profit | 24.1 | 51.0 | 21.0 | 37.6 |
| EBITDA | 9.3 | 18.0 | 4.4 | 3.9 |
| Result before taxation | 5.2 | 8.9 | -0.8 | -4.9 |
| Profit for the year from continuing operations | 6.1 | 10.9 | 0.6 | -2.0 |
| Attributable to non-controlling interests | - | - | - | - |
| Attributable to owners of the company | 6.1 | 10.9 | 0.6 | -2.0 |

Health

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | - | 25.0 | 31.5 | 55.2 |
| Gross profit | - | 3.6 | 7.1 | 10.3 |
| EBITDA | - | 1.4 | 4.3 | 4.7 |
| Result before taxation | - | 0.6 | 3.4 | 2.9 |
| Profit for the year from continuing operations | - | 0.5 | 2.6 | 2.2 |
| Attributable to non-controlling interests | - | 0.3 | 1.0 | 0.9 |
| Attributable to owners of the company | - | 0.2 | 1.6 | 1.3 |

Retail

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | 64.3 | 139.6 | 27.1 | 44.5 |
| Gross profit | 16.5 | 35.9 | 5.9 | 8.5 |
| EBITDA | 4.2 | 9.5 | -4.2 | -12.0 |
| Result before taxation | 3.1 | 7.3 | -5.8 | -15.2 |
| Profit for the year from continuing operations | 2.4 | 5.5 | -4.4 | -11.3 |
| Attributable to non-controlling interests | - | - | - | - |
| Attributable to owners of the company | 2.4 | 5.5 | -4.4 | -11.3 |

Holding & eliminations

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | - | 0.1 | 0.1 | - |
| Gross profit | 1.9 | 3.0 | 0.4 | 2.0 |
| EBITDA | -1.3 | -2.5 | -2.5 | -7.3 |
| Result before taxation | -2.0 | -4.0 | -3.4 | -8.7 |
| Profit for the year from continuing operations | -1.3 | -4.1 | -2.7 | -7.0 |
| Attributable to non-controlling interests | 0.7 | 1.7 | 0.5 | 2.0 |
| Attributable to owners of the company | -2.0 | -5.8 | -3.2 | -9.0 |

B&S Group

| | HY 2019 | FY 2019 | HY 2020 | FY 2020 |
|--|---------|---------|---------|---------|
| Turnover | 898.3 | 1,978.8 | 835.8 | 1,861.8 |
| Gross profit | 126.3 | 271.9 | 114.9 | 254.9 |
| EBITDA | 52.7 | 114.4 | 35.3 | 90.3 |
| Result before taxation | 35.1 | 77.5 | 14.9 | 51.2 |
| Profit for the year from continuing operations | 28.2 | 60.3 | 12.8 | 40.6 |
| Attributable to non-controlling interests | 5.4 | 13.4 | 7.2 | 18.9 |
| Attributable to owners of the company | 22.8 | 46.9 | 5.6 | 21.7 |