



News Release

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2020, unprecedented year for Groupement Les Mousquetaires

In 2020 the store brands of Groupement Les Mousquetaires (Intermarché and Netto; Bricomarché, Bricorama and Brico Cash; Rody and Rapid Pare-Brise) have experienced a +2.3% growth. In all of the countries where the Group has footprint, the store brands altogether have reached a turnover of €42.1 billion. With an agrifood division whose turnover reached €4.2 billion, the total turnover of Groupement Les Mousquetaires for the year 2020 has been €46.3 billion.

Once again, Groupement Les Mousquetaires, with its 3,969 stores has proven the importance of independent retail, being able to meet consumers' expectations and adapt offer to local specificities. All of this is possible thanks to the Group's 3,072 business owners and the 150,000 men and women that make up its workforce.

For Didier Duhaupand, chairman of Groupement Les Mousquetaires, « The year 2020 has been an exceptional year, *characterised for the Mousquetaires' store brands by an unprecedented acceleration of their activity. People have rediscovered the social value of retail. A great number of initiatives have also been rapidly launched during the year at a speed that was unthinkable a year ago: remarkable progress has been made on e-commerce, people are more than ever attached to local production and convenience values, there are greater expectations in terms of CSR policies and purchasing power... In all these areas, and beyond the fact that our brands have been able to face the health crisis, the Mousquetaires entrepreneurs have accelerated and deepened the work they launched a few years ago now, in an agile and interdependent way. Proof of this is the +0.7% market share gained by our food and household equipment brands. We are going to keep progressing in 2021 and continue meeting in the closest possible way the expectations of consumers who have been hit by the pandemic.* »

Intermarché and Netto: a growth based on the Group's core principles with the emergence of changes that are paving the way for evolutions in the long term

For the whole of the Group (Belgium, France, Poland and Portugal), the turnover generated by Intermarché and Netto was €37.8 billion in 2020.

In France the aggregated market share at the end of December (consumer goods and self-service fresh products) of these two food brands reached 15.7 points YTY (i.e. an increase of 0.7 points) with a €33.9 billion turnover.

In France Intermarché's turnover of €32.5 billion increased by +1.4%. Netto also kept progressing in France in 2020 (+7.3% in March) achieving a €1.4 billion turnover.

This increase is due to a fluctuating activity throughout the year —with a +20.8% increase in March— and also to very significant variations according to the store formats, which shows how very important convenience is in order to perform (Express: +22.8%; Contact: +1.4%; Super: +1.2%; Hyper: -0,4%). There have been other key elements linked to consumers' behaviours in the pandemic context: the increase of the average basket and the decrease of traffic or check-outs.

*Note: all figures contained in this news release are inclusive of fuel



Lastly the acceleration of e-commerce has been instrumental. Thanks to its one-of-a-kind network in France made of 1,495 Intermarché drive-through centres, Drive-through market share has reached 10.2% (source: Nielsen), and the e-commerce turnover has exceeded €1 billion. Developing the delivery has also allowed to reach out new clients.

Agromousquetaires: a reasserted mission

Agromousquetaires, a major agribusiness player in France, generated in 2020 revenues of €4.2 billion representing an increase of +2.3% compared to 2019. With its 59 production units in France, Agromousquetaires contributes to the independence of the Mousquetaires and to their entrenchment in local communities, interacting everyday with French producers.

In 2020 "Les Celluloses de Brocéliande" production unit (Ploërmel, Morbihan department) implemented 5 production lines for the manufacturing of surgical and FFP2 masks.

Bricomarché, Bricorama and Brico Cash: formats and an offer better adapted day by day

In Europe the three household equipment brands reached a turnover of €3.97 billion.

In France, Bricomarché, Bricorama and Brico Cash are the first convenient network of independent business owners. The situation of the first lock-down has had particularly adverse effects on the three store brands, however the end of lockdown played in their favour. They achieved an aggregated turnover of €3.2 billion with a +11% increase in 2020 thanks to the gardening and decoration areas in particular. The market share of the three brands represented 15.10% at the end of 2020 and increased by +0.7% compared to 2019.

The development of e-commerce and the drive concept have also contributed to achieving these results. The acquisition of a stake in BricoPrivé.com that year shows a real will towards an omnichannel transformation and a strengthening of digital skills. BricoPrivé.com turnover achieved in 2020 was €187 million with an increase by an unprecedented +68% in the last quarter, for example.

Moreover, the cession plan of Bricorama stores to independent business owners continues according to the road map.

At international level, Bricomarché has benefited from the same consumer behaviours as in France and its turnover has grown even more —+13.3% in Poland and +20.8% in Portugal.

Roady and Rapid Pare-Brise: a difficult year for the mobility brands

With 144 car centres in Europe of which 111 are located in France, Roady achieved in 2020 a €210.3 million turnover, representing a -12.6% decrease for Roady in France and -9.1% for Portugal. For Rapid Pare-Brise the decrease reached -28%.

Both lockdown periods as well as the weather have strongly hit these two mobility brands that have nevertheless overperformed the market for 3 years.



Immo Mousquetaires: adapting development to opportunities

Under the auspices of Immo Mousquetaires, nearly 167,730 m² were opened in Europe in 2020 corresponding to 73 company creations of which 123,716 m² were opened in France. In this country, food activity represented 62% of the openings, ie. 76,661 m². The Household Equipment Division represented 46,732 m².

Groupement Les Mousquetaires in figures (on 31/12/2020):

- €46.3 billion in turnover, inclusive of fuel
- 3,072 independent business owners
- 150,000 employees
- 3,969 stores in Europe, of which 3,193 are located in France and 776 abroad (330 in Portugal, 78 in Belgium and 368 in Poland)
- 3 business divisions:
 - Foodstuffs (2,671 stores)
 - Household Equipment (855 stores)
 - Mobility (443 stores)
- 7 store brands:
 - Intermarché: 2,369 stores (1,840 in France, 254 in Portugal, 197 in Poland, and 78 in Belgium)
 - Netto: 302 stores in France
 - Bricomarché: 679 stores in Europe (465 in France, 43 in Portugal and 171 in Poland)
 - Brico Cash: 41 stores in France
 - Bricorama: 135 stores in France (and 1 in Georgia)
 - Rody: 144 car centres (111 in France and 33 in Portugal)
 - Rapid Pare-Brise: 299 centres (297 in France and 2 in Belgium)
- Agromousquetaires: 59 production units - a turnover of €4.2 billion euros
- 6,497,659 square metres of sales area, i.e. +0.6% compared to 2019

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