



*B&M European Value Retail S.A  
FY22 Interim Results Presentation  
26 weeks to 25 September 2021*

# H1 FY22 Group Highlights

- Group revenues increased by +1.2% year-on-year to £2,268.0m, or +26.8% on a 2-year basis
  - B&M UK LFL revenues in H1 -5.0% vs FY21, but +16.8% on a 2-year basis vs pre-pandemic levels of FY20
  - 14 gross new B&M UK store openings with 9 closures, a net increase of 5
  - 8 gross new store openings at Heron Foods with 7 closures, a net increase of 1
  - 45 stores re-branded in France, with 100 out of 104 stores under the 'B&M' banner
- Group adjusted EBITDA of £282.2m, representing growth of +86.4% vs H1 FY20
  - Group business rates relief of c.£40m relating to H1 FY21 was subsequently incurred in H2 FY21
  - Year-on-year change vs H1 FY21 of -4.6%, or +10.3% when adjusting prior year for this relief
- Adjusted diluted EPS of 18.7p, an increase of 112.6% vs H1 FY20
- Cash generated from operations of £201.7m; pre-IFRS16 leverage 1.1x
- Proposed interim dividend of 5.0p and ongoing review of capital returns opportunity
- Supply chain well underpinned by direct sourcing model, with good stock availability heading into Golden Quarter



Alex Russo

Chief Financial Officer



# Summary Profit and Loss

<i>£ millions,</i>	<i>H1 FY22</i>	<i>H1 FY21<sup>1</sup></i>	<i>YoY Change</i>	<i>H1 FY20</i>	<i>2YoY Change</i>
Group Stores (number)	1,097	1,059	3.6%	1,034	5.2%
Revenue	2,268.0	2,242.1	1.2%	1,788.7	26.8%
Gross Profit	848.1	801.5	5.8%	613.7	38.2%
%	37.4%	35.7%	164 bps	34.3%	308 bps
Operating Costs	(565.9)	(505.9)	11.9%	(462.3)	22.4%
<b>Adjusted EBITDA</b>	<b>282.2</b>	<b>295.6</b>	<b>(4.6)%</b>	<b>151.4</b>	<b>86.4%</b>
%	12.4%	13.2%	(75) bps	8.5%	398 bps
Depreciation and Amortisation	(32.1)	(30.1)	6.7%		
Net Interest	(12.0)	(11.9)	1.6%		
<b>Adjusted Profit Before Tax</b>	<b>238.0</b>	<b>253.6</b>	<b>(6.2)%</b>		
Adjusting Items <sup>2</sup>	10.1	(4.7)	n/a		
Exceptional & Finance Lease Interest	(0.1)	(4.5)	n/a		
<b>Profit Before Tax (pre-IFRS16)</b>	<b>248.0</b>	<b>244.4</b>	<b>1.4%</b>		
IFRS16 Impact <sup>3</sup>	(6.6)	(8.7)	(25.1)%		
<b>Statutory Profit Before Tax (post-IFRS16)</b>	<b>241.4</b>	<b>235.6</b>	<b>2.4%</b>		
Adjusted Diluted EPS (p)	18.7p	20.1p	(7.2)%		
Statutory Diluted EPS (p)	19.0p	18.7p	1.7%		

Pre-IFRS16

*Group adjusted EBITDA growth of +86.4% vs pre-pandemic levels of H1 FY20*

*Group adjusted EBITDA growth of +10.3% vs H1 FY21 when adjusting prior year for business rates relief<sup>1</sup>*

1. Comparative financial information for H1 FY21 is shown as previously reported, and therefore does not include a cost of c.£40m relating to UK business rates in the B&M UK and Heron Foods business. This government relief was subsequently charged during H2 FY21



2. The £10.1m and £(4.7)m adjusting items relate to the P&L effect of the fair value of non-hedge accounted derivatives and intercompany foreign exchange effects  
3. Appendix 1 contains a reconciliation of the IFRS16 adjustments

# Performance by Fascia

	H1 FY22	H1 FY21 <sup>1</sup>	YoY change	H1 FY20	2YoY change
<b>Group Stores (number)</b>	<b>1,097</b>	<b>1,059</b>	<b>3.6%</b>	<b>1,034</b>	<b>6.1%</b>
B&M UK	686	657	4.4%	645	6.4%
Heron Foods	307	299	2.7%	290	5.9%
France	104	103	1.0%	99	5.1%
<b>Group Revenue (£m)</b>	<b>2,268.0</b>	<b>2,242.1</b>	<b>1.2%</b>	<b>1,788.7</b>	<b>26.8%</b>
B&M UK	1,909.5	1,885.4	1.3%	1,456.4	31.1%
Heron Foods	203.1	216.2	(6.1)%	188.2	7.9%
France	155.4	140.6	10.6%	144.1	7.9%
<b>Group Gross Margin (%)</b>	<b>37.4%</b>	<b>35.7%</b>	<b>164 bps</b>	<b>34.3%</b>	<b>308 bps</b>
<b>Group adjusted EBITDA (£m)</b>	<b>282.2</b>	<b>295.6</b>	<b>(4.6)%</b>	<b>151.4</b>	<b>86.4%</b>
B&M UK	257.4	274.7	(6.3)%	137.3	87.4%
Heron Foods	13.4	18.3	(26.7)%	12.3	8.9%
France	11.4	2.7	324.9%	1.8	549.3%
<b>Group adjusted EBITDA (%)</b>	<b>12.4%</b>	<b>13.2%</b>	<b>(75) bps</b>	<b>8.5%</b>	<b>398 bps</b>
B&M UK	13.5%	14.6%	(109) bps	9.4%	405 bps
Heron Foods	6.6%	8.5%	(186) bps	6.5%	6 bps
France	7.3%	1.9%	542 bps	1.2%	611 bps

## HIGHLIGHTS

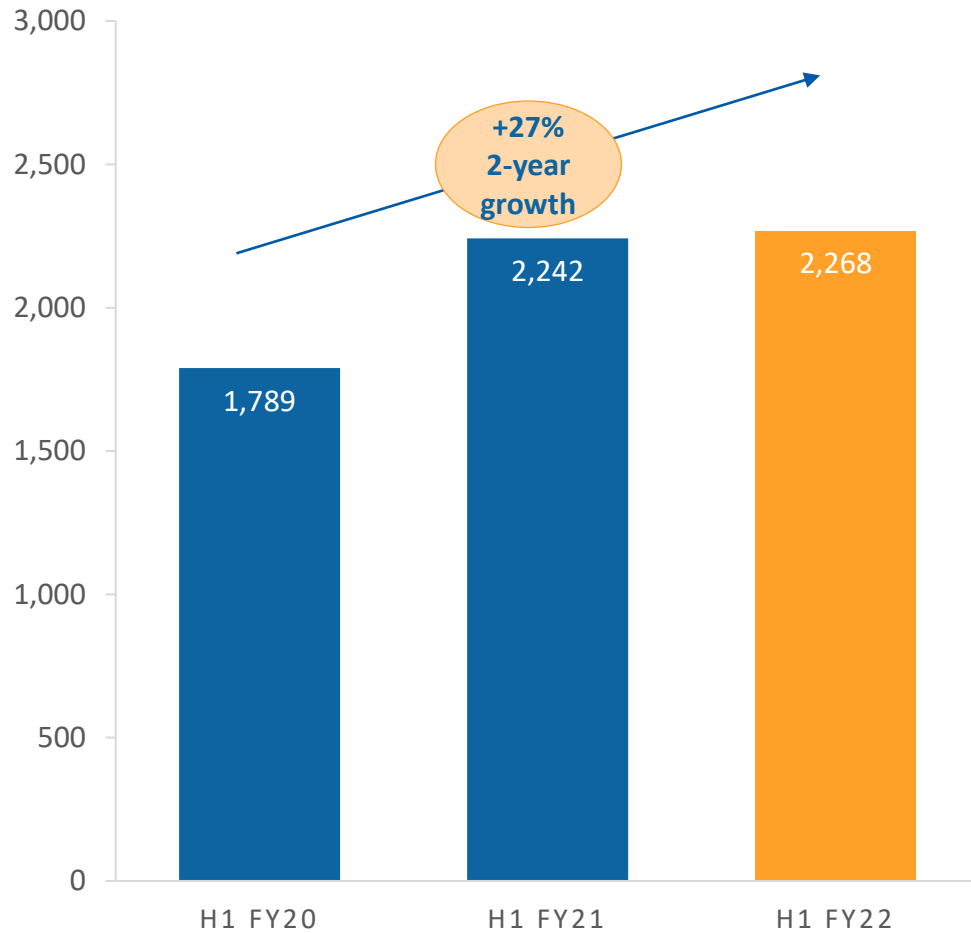
- Strong 2-year LFL sales growth in B&M UK, with sales densities significantly higher than pre-pandemic levels
- Gross margin expansion driven primarily by B&M UK, which benefitted from favourable participation of General Merchandise and high sell-through of Seasonal in H1
- Group adjusted EBITDA margin of 12.4% supported by strong operational execution and disciplined cost control across all fascias
- Versus pre-pandemic levels of H1 FY20, Group adjusted EBITDA is +86.4% and adjusted EBITDA margin has expanded in all three fascias

1. Comparative financial information for H1 FY21 is shown as previously reported, and therefore does not include a cost of c.£40m relating to UK business rates in the B&M UK and Heron Foods business. This government relief was subsequently charged during H2 FY21

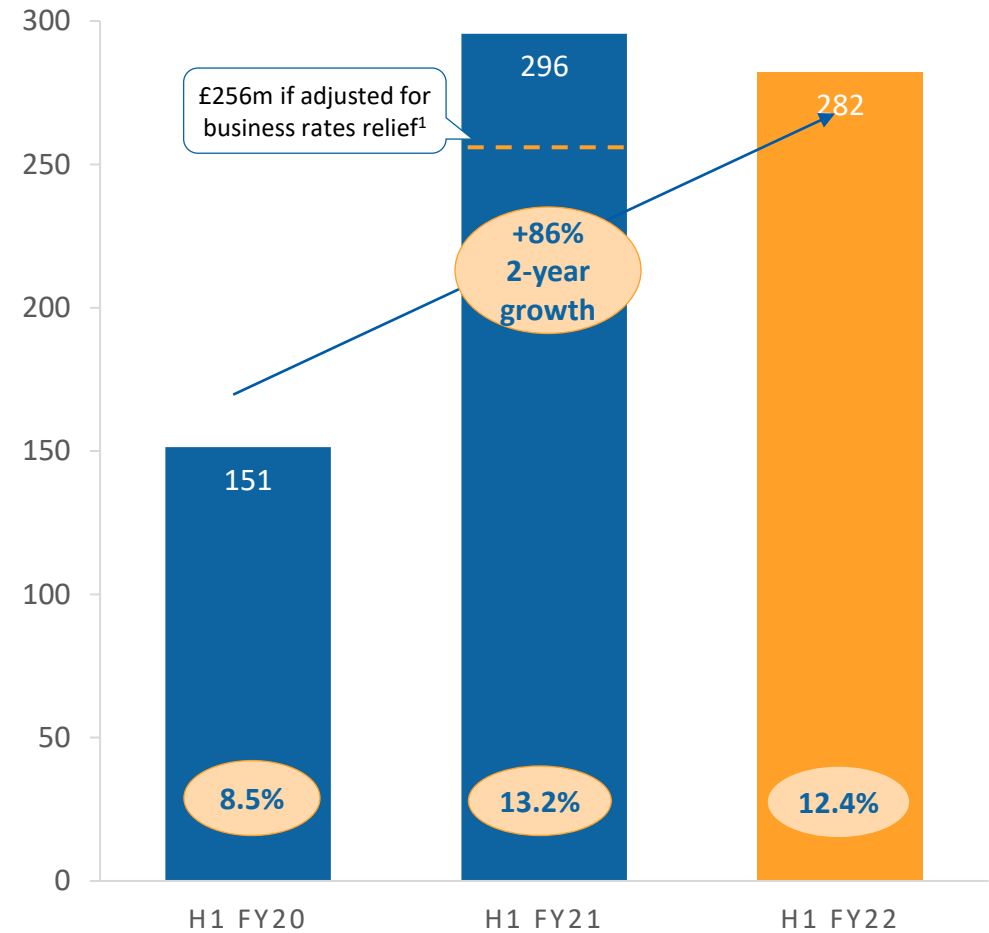


# Strong Growth vs Pre-Pandemic Levels

**H1 GROUP REVENUE (£M)**



**H1 GROUP ADJUSTED EBITDA (£M) AND MARGIN<sup>1</sup>**



1. Comparative financial information for H1 FY21 is shown as previously reported, and therefore does not include a cost of c.£40m relating to UK business rates in the B&M UK and Heron Foods business. This government relief was subsequently charged during H2 FY21

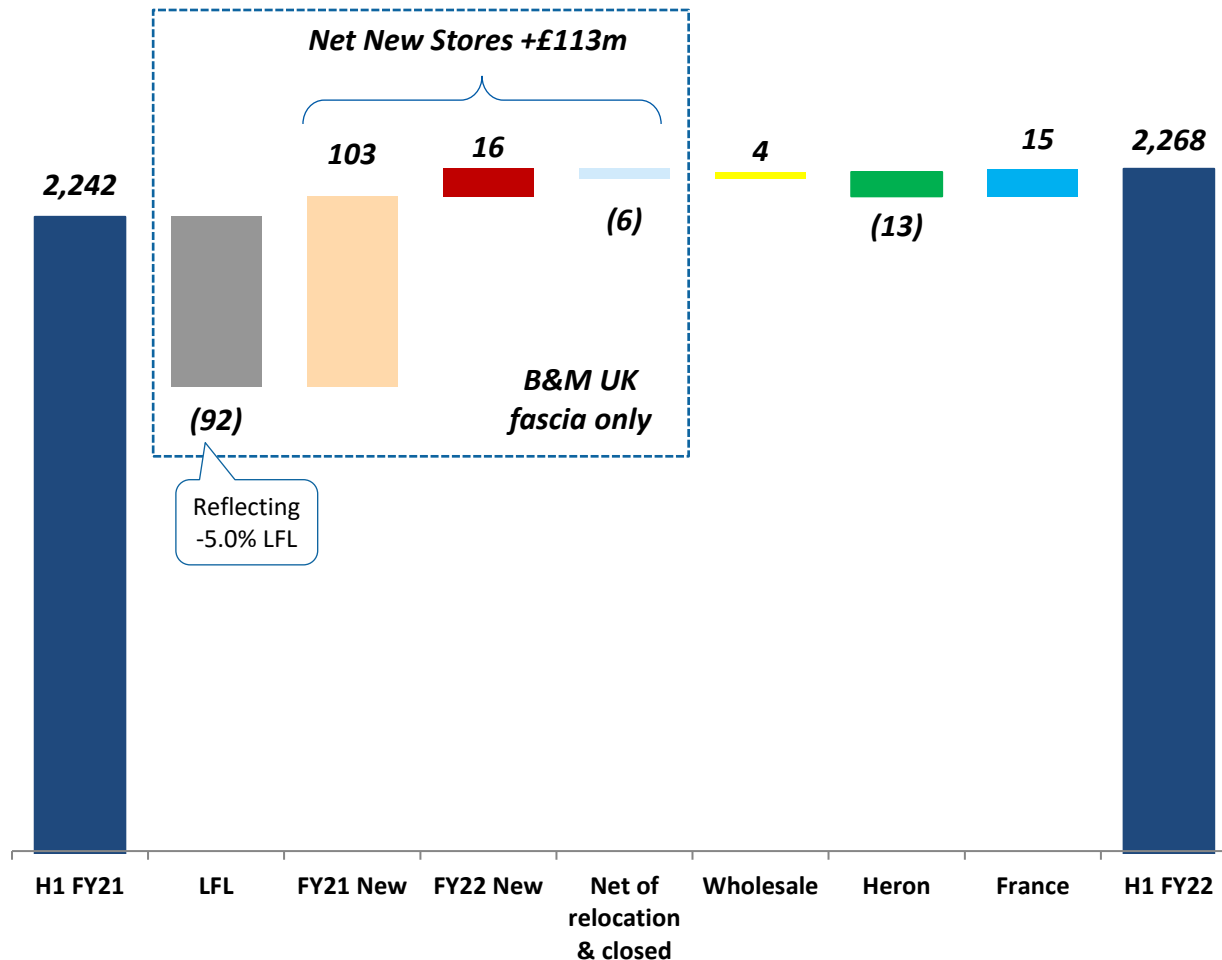


**Adjusted EBITDA has grown >3x faster than revenue**

# Group Revenue Bridge

## H1 REVENUE FY21-FY22

£ millions,



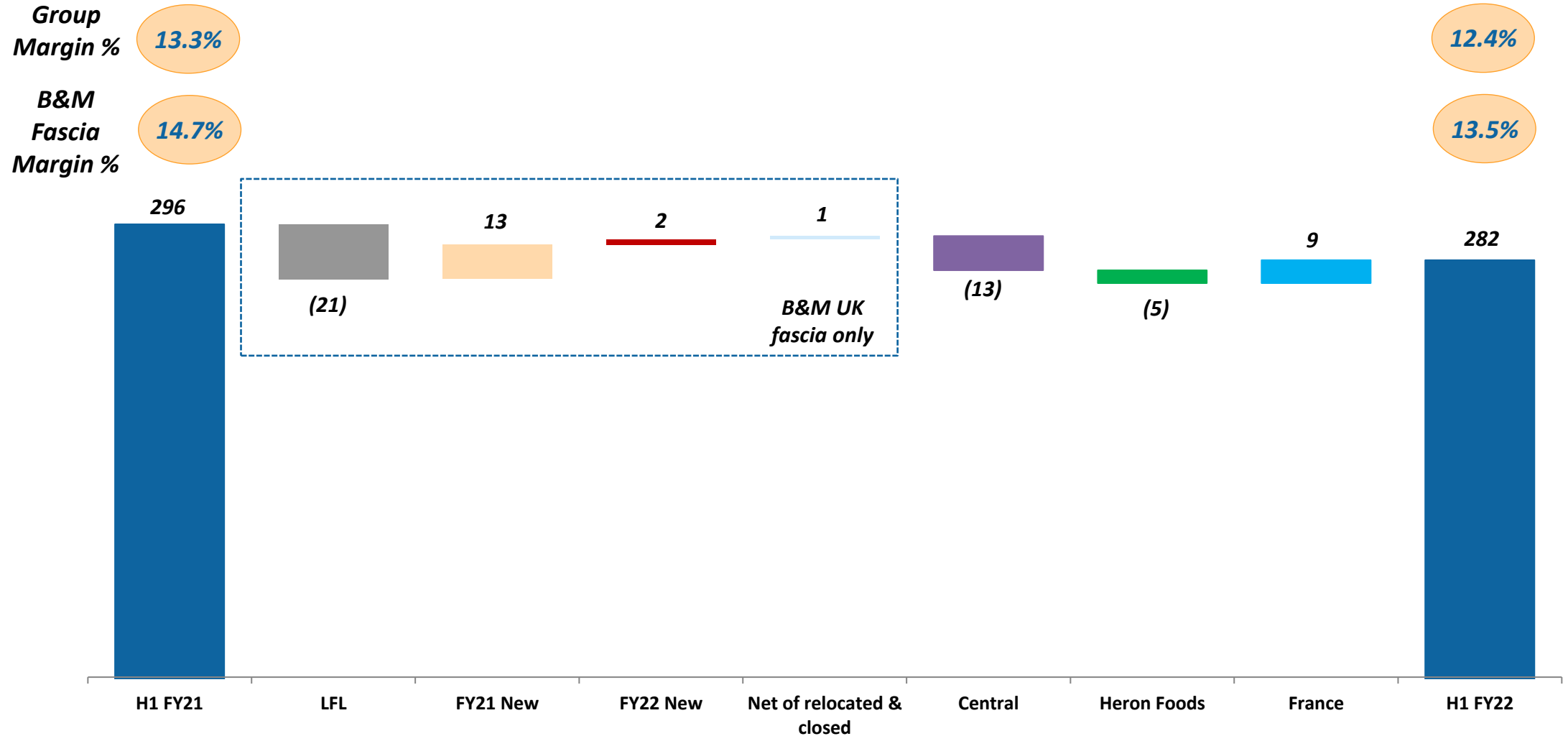
- Total Group revenue growth of +1.2%
- B&M UK revenue growth of +1.3% overall
  - New store programme delivered +£113m, offsetting the -5.0% LFL decline
  - Wholesale revenue increase of +£4m
- Heron Foods revenue decline of -6.1% due to annualisation against elevated average transaction values from the prior year
- £155.4m of revenues in France, +10.6% versus H1 FY21 despite 6 weeks of 'soft lockdown' restrictions at the start of FY22



# Group adjusted EBITDA bridge

## ADJUSTED EBITDA BRIDGE H1 FY21-FY22

£ millions,



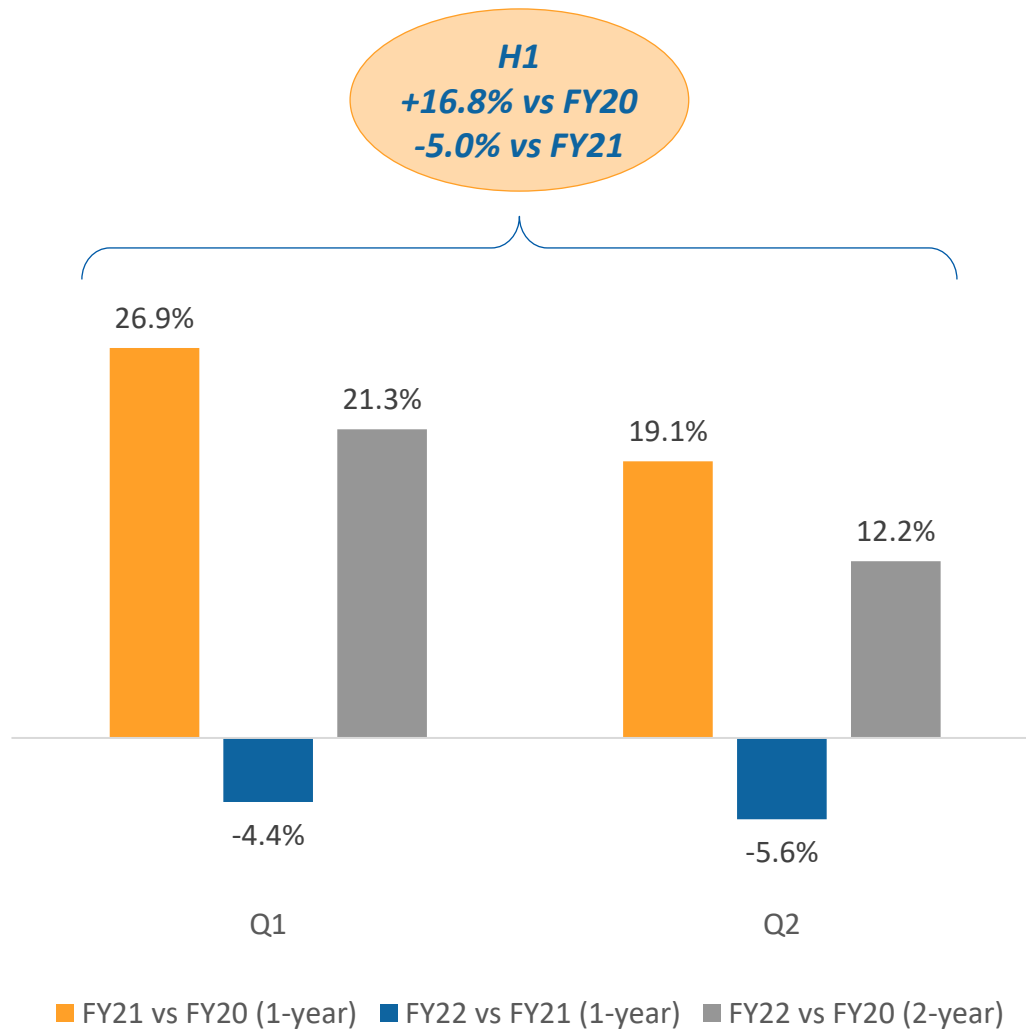
Note: Comparative financial information for H1 FY21 is shown as previously reported, and therefore does not include a cost of c.£40m relating to UK business rates in the B&M UK and Heron Foods business. This government relief was subsequently charged during H2 FY21



# B&M UK Fascia LFL Sales



## H1 FY22 SALES LFL



## COMMENTARY

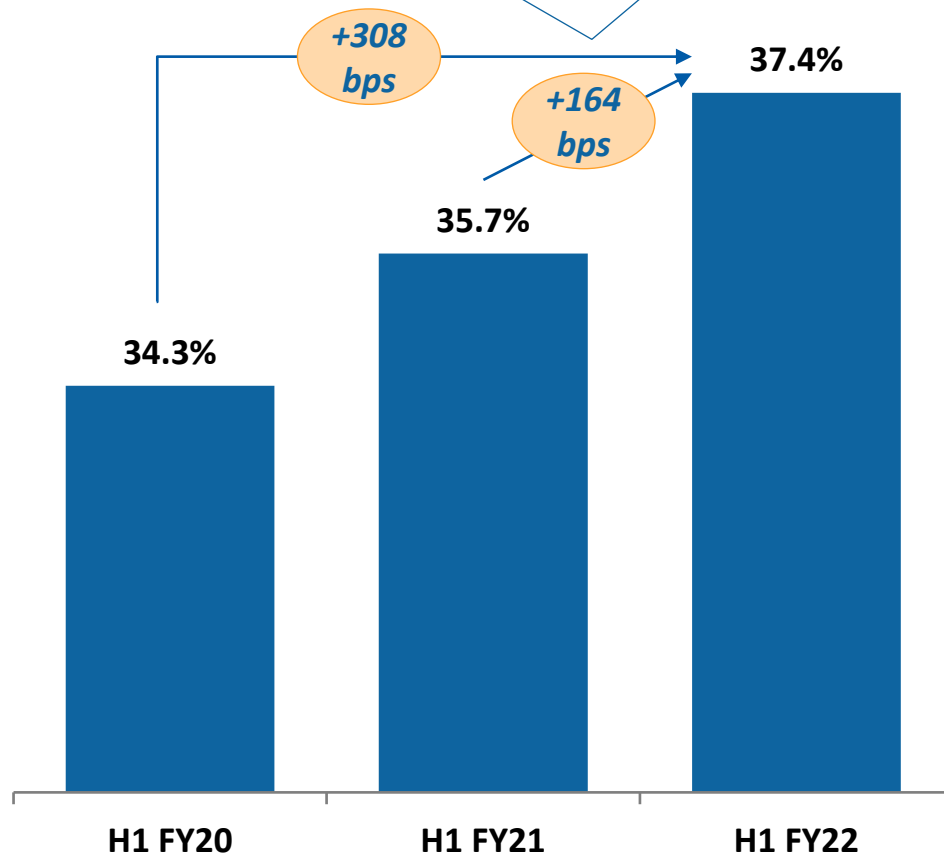
- H1 LFL revenue decline of -5.0% on a 1-year basis but +16.8% on a 2-year basis vs FY20
- Increase in sales densities suggests that many new customers acquired during FY21 have been retained
- Average Transaction Value has stabilised but remains above FY20, whilst footfall has recovered
- Out of Town locations continue to represent >80% of revenues
- LFL performance was broad based across both Grocery and Non-Grocery categories, with sales of Seasonal ranges particularly strong throughout the season



# Group Gross Margin

## GROUP GROSS MARGIN (%)

Gross margin expansion driven by combination of sales mix shift towards General Merchandise and unusually low markdown activity



## KEY HIGHLIGHTS

- B&M UK fascia gross margin 153 bps higher than last year
- Sales participation from General Merchandise has remained strong, with ranges such as Homewares and Gardening continuing to prove popular
- Strong sell-through on Seasonal and General Merchandise meant markdown activity in H1 was lower than anticipated
- Gross margin on Food and FMCG was stable
- Freight costs charged to COGS were at contractually fixed rates throughout calendar year 2021
- Heron gross margin broadly flat
- Babou traded at a 45.8% gross margin in H1 vs 41.9% last year, with range development now well advanced



# Operating Costs by Fascia

<i>£ millions,</i>	H1 FY22	H1 FY21 <sup>1</sup>	YoY change	H1 FY20	2YoY change
B&M UK	454.8	399.7	13.8%	358.0	27.0%
Heron Foods	51.3	49.9	2.7%	47.1	8.8%
France	59.8	56.2	6.4%	57.2	4.5%
<b>Adjusted Costs (pre-IFRS16)</b>	<b>565.9</b>	<b>505.9</b>	<b>11.9%</b>	<b>462.3</b>	<b>22.4%</b>
D&A (pre-IFRS16)	32.1	30.1	6.7%	28.2	14.2%
IFRS16 Depreciation	79.9	75.0	6.5%	70.9	12.7%
<b>% of Revenue</b>					
B&M UK	23.8%	21.2%	262 bps	24.6%	(76) bps
Heron Foods	25.3%	23.1%	216 bps	25.1%	22 bps
France	38.5%	40.0%	(152) bps	39.7%	(123) bps
<b>Adjusted Costs (pre-IFRS16)</b>	<b>25.0%</b>	<b>22.6%</b>	<b>239 bps</b>	<b>25.8%</b>	<b>(90) bps</b>
D&A (pre-IFRS16)	1.4%	1.3%	9 bps	1.6%	(16) bps

## KEY HIGHLIGHTS

- In the core B&M UK fascia, on a 2-year basis vs H1 FY20 operating costs are 76 bps lower due to operating leverage on higher sales densities
- Inflation seen in Transport & Distribution had a relatively modest impact given cost structure and absence of online proposition
- Heron Foods cost base was largely stable
- Operating costs as a percentage of revenues in France improved 123 bps vs H1 FY20, despite 6 weeks of 'soft' lockdown restrictions this year
- Depreciation as a percentage of revenues remained broadly consistent, despite ongoing investment in new stores

1. Comparative financial information for H1 FY21 is shown as previously reported, and therefore does not include a cost of c.£40m relating to UK business rates in the B&M UK and Heron Foods business. This government relief was subsequently charged during H2 FY21



# Group Interest Expense

<i>£ millions,</i>	<i>H1 FY22</i>	<i>H1 FY21</i>	<i>YoY change</i>
<i>Cash Interest Expense</i>	11.3	11.1	2.3%
<i>Amortised Fees</i>	0.8	0.8	(1.2)%
<i>Interest Income</i>	(0.1)	(0.0)	178.8%
<b><i>Adjusted Net Interest</i></b>	<b>12.0</b>	<b>11.9</b>	<b>1.6%</b>
<i>Exceptional &amp; Finance Lease Interest</i>	0.1	4.5	n/a
<b><i>Total Interest Expense</i></b>	<b>12.0</b>	<b>16.4</b>	<b>(26.5)%</b>
<i>IFRS16 Interest</i>	29.9	30.6	(2.2)%

## KEY HIGHLIGHTS

- Cash interest and amortised fees relate to third party bank debt and High Yield Bond
- Group retains strong liquidity following re-financing in July 2020
  - £300m loan facility and £155m Revolving Credit Facility matures in April 2025
  - £400m High Yield Bond (3.625% interest rate) matures in July 2025
- Amortisation of refinancing fees to be c.£2m per annum
- Ongoing adjusted net interest expense of c.£24m p.a



# Cash Flow Generation Remains Strong

## OPERATING CASH FLOW £m

	H1 FY22	H1 FY21
<b>Adjusted EBITDA (pre-IFRS16)</b>	<b>282.2</b>	<b>295.6</b>
<i>Change in Working Capital</i>	<i>(170.9)</i>	<i>27.1</i>
<i>New Store Capex</i>	<i>(12.2)</i>	<i>(14.2)</i>
<i>Infrastructure and Freehold Capex</i>	<i>(12.4)</i>	<i>(8.3)</i>
<i>Maintenance Capex</i>	<i>(18.4)</i>	<i>(9.0)</i>
<b>Total Net Capex</b>	<b>(43.0)</b>	<b>(31.5)</b>
<b>Operating Cash Flow (pre-IFRS16)</b>	<b>68.3</b>	<b>291.2</b>
<i>Net debt (pre-IFRS16)</i>	<i>654.6</i>	<i>325.4</i>
<i>Leverage ratio (pre-IFRS16)</i>	<i>1.1x</i>	<i>0.7x</i>

Group remains comfortably within stated leverage ceiling of **2.25x**

## COMMENTARY

- Working capital outflow of £170.9m driven by the decision to import Golden Quarter inventory early and unusually low stock cover in prior year comparative
- Full year working capital position also expected to be a outflow, subject to year-end trading patterns and ongoing shipping disruption
- New store Capex of £12.2m spent on opening 23 gross new stores across the Group
- Payback period on new stores remains highly attractive
- No major infrastructure Capex projects required
- Freehold store acquisitions are opportunistic – we remain a capital-light business model
- Maintenance Capex only 0.8% of revenue



Simon Arora

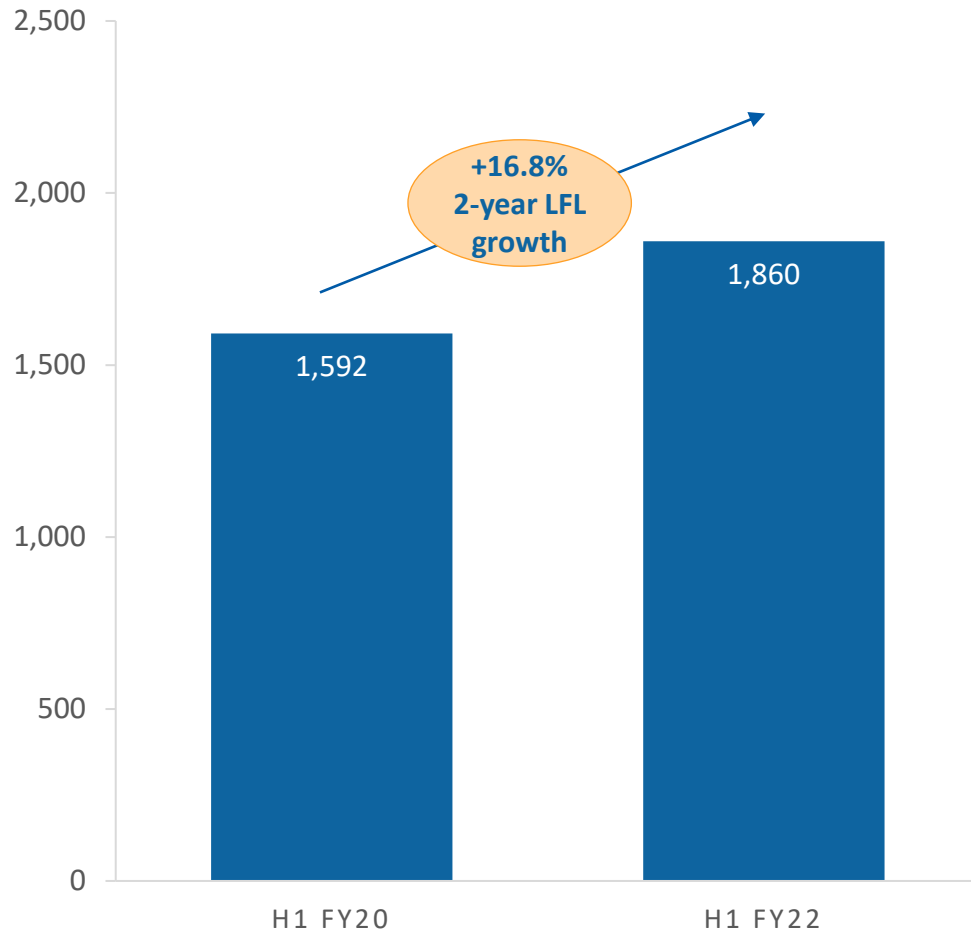
Chief Executive Officer



# B&M UK LFL Sales Remain Significantly Above Pre-Pandemic Levels



## B&M UK 2-YEAR LFL REVENUE (£M)<sup>1</sup>



## COMMENTARY

- Financial year began on 28 March 2021, with all non-essential retail open since 12 April 2021 (week 3 of the 26 week period)
- 2-year LFL sales performance of the H1 FY20 store estate was +16.8%, with higher sales densities driven by:
  - Retention of new customers acquired during FY21
  - Ongoing strength of higher ticket General Merchandise categories generating a favourable shift in Average Transaction Value
  - “Self-help” measures such as enhanced range architecture and improved in-store execution

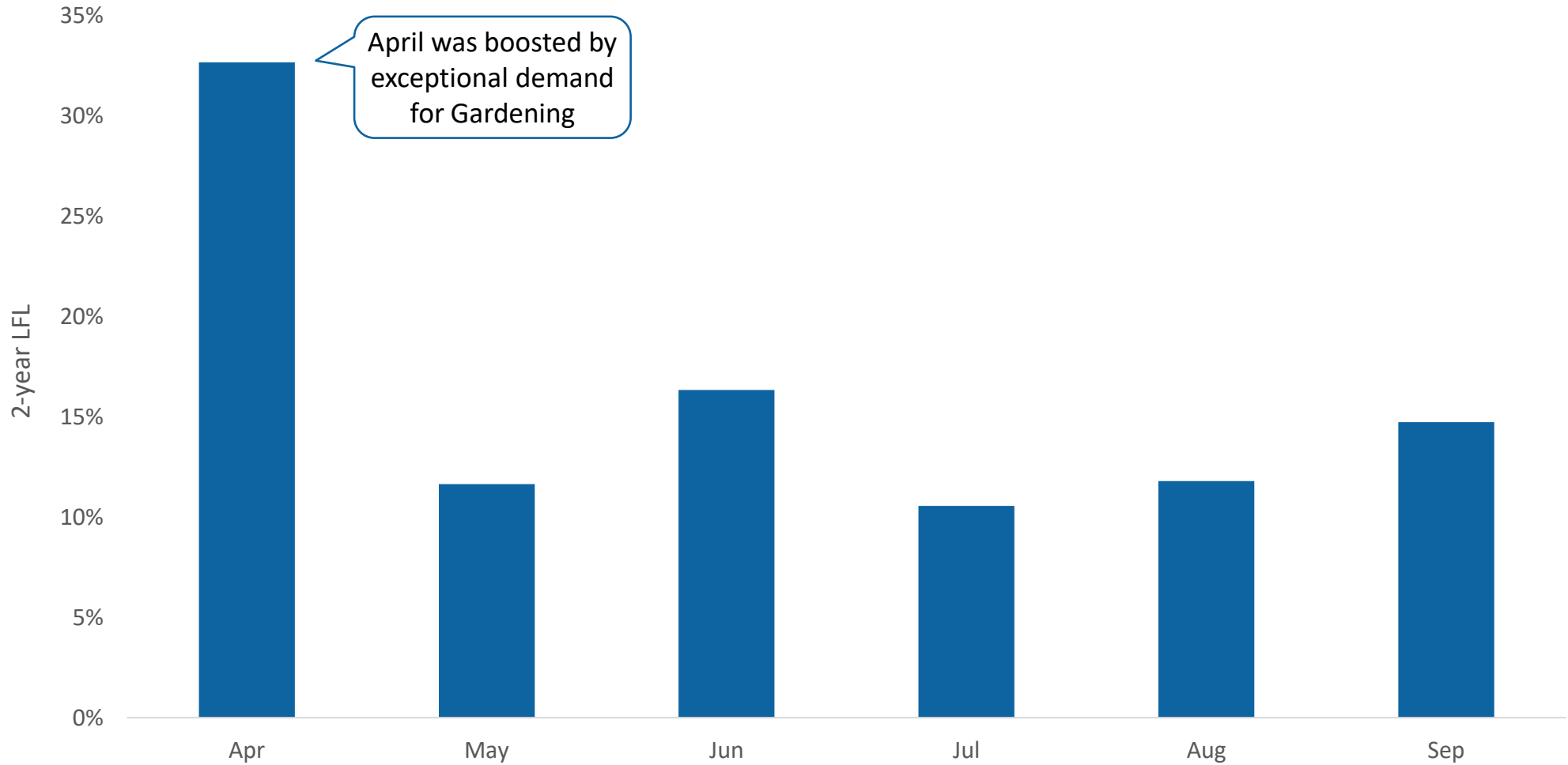
1. Chart shows sales in the B&M UK like-for-like store estate from H1 FY20



# Relatively Consistent Monthly 2-Year LFL Performance



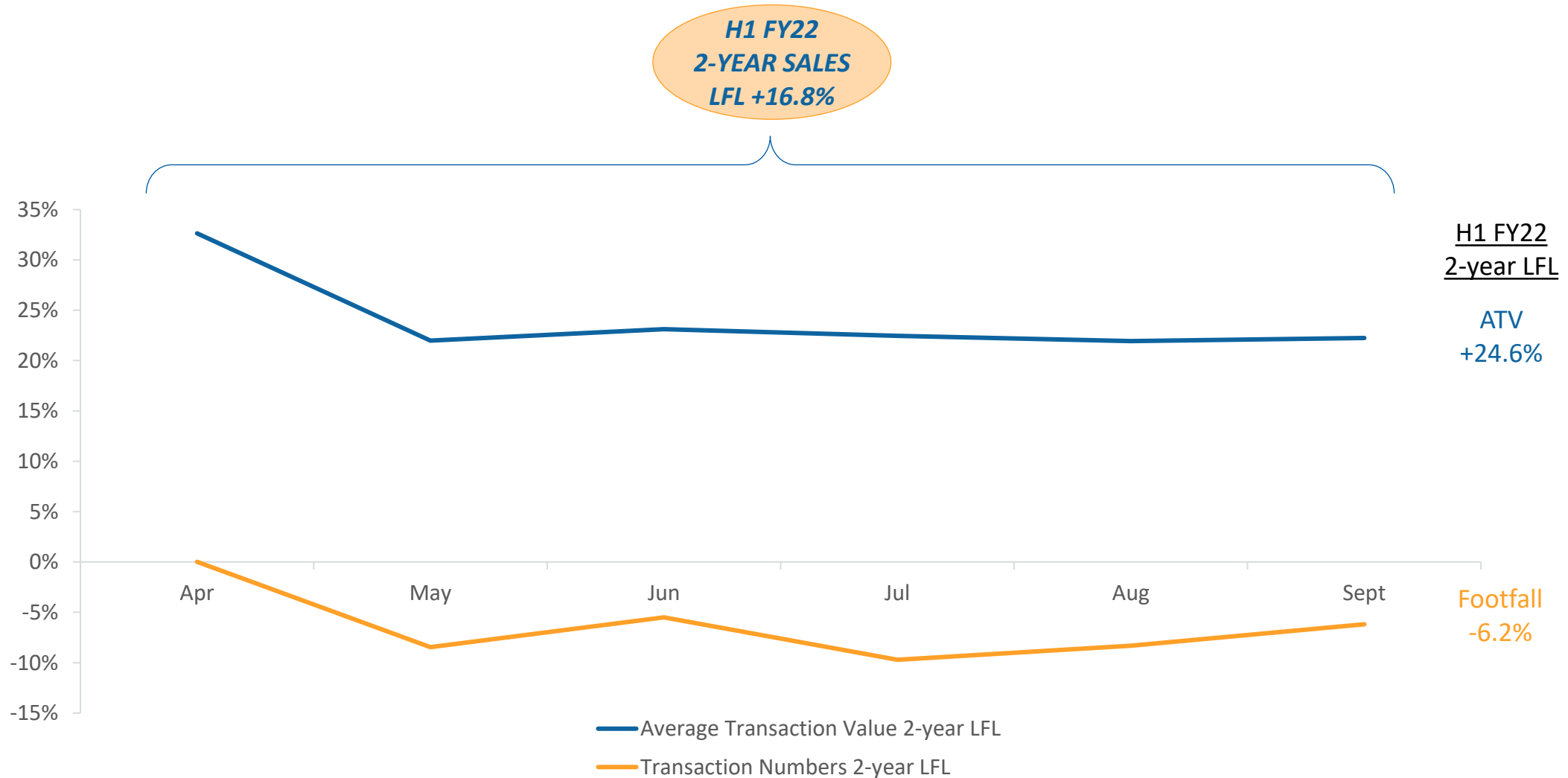
B&M UK 2-YEAR LFL BY MONTH



# Footfall Has Remained Subdued But ATV Significantly Above Historical Levels



## 2-YEAR LFL AVERAGE TRANSACTION VALUE AND TRANSACTION NUMBERS



Note: Data is shown for B&M UK business



# Well Positioned to Navigate Macro Headwinds



## SUPPLY CHAIN DISRUPTION

- Direct sourcing model and strong supplier relationships make us more agile and responsive than competitors
- Long-standing shipping partner for goods sourced out of Asia, with service levels not materially compromised in 2021
- Calendar year 2022 freight rates have been negotiated; expect a manageable level of inflation
- Monitoring power restrictions in China closely; our simple buying model and payment terms will help deliver continuity of supply

## INFLATION PASS-THROUGH

- Well placed to maintain our disruptive price positioning
- So far, we are not seeing any signs of competitors having appetite or ability to absorb inflationary price increases
- On Non-Grocery ranges, we operate on a level playing field but have advantages of scale derived from our “narrow but deep” buying model
- Our approach to retail price inflation will be taken at a detailed SKU level and guided by trading data

## OPERATING COST INFLATION

- Limited operational and financial impact to date
- Labour inflation limited to areas such as warehouse operatives and HGV drivers
  - Most Transport & Distribution colleagues are in-house rather than agency
  - Lower “ship to shelf” cost compared to the “ship to consumer” cost borne by online operators
- Utility cost inflation is mitigated through hedging, with ongoing benefits from LED lighting and BEMs rollout

## NORMALISATION OF TRADING CONDITIONS

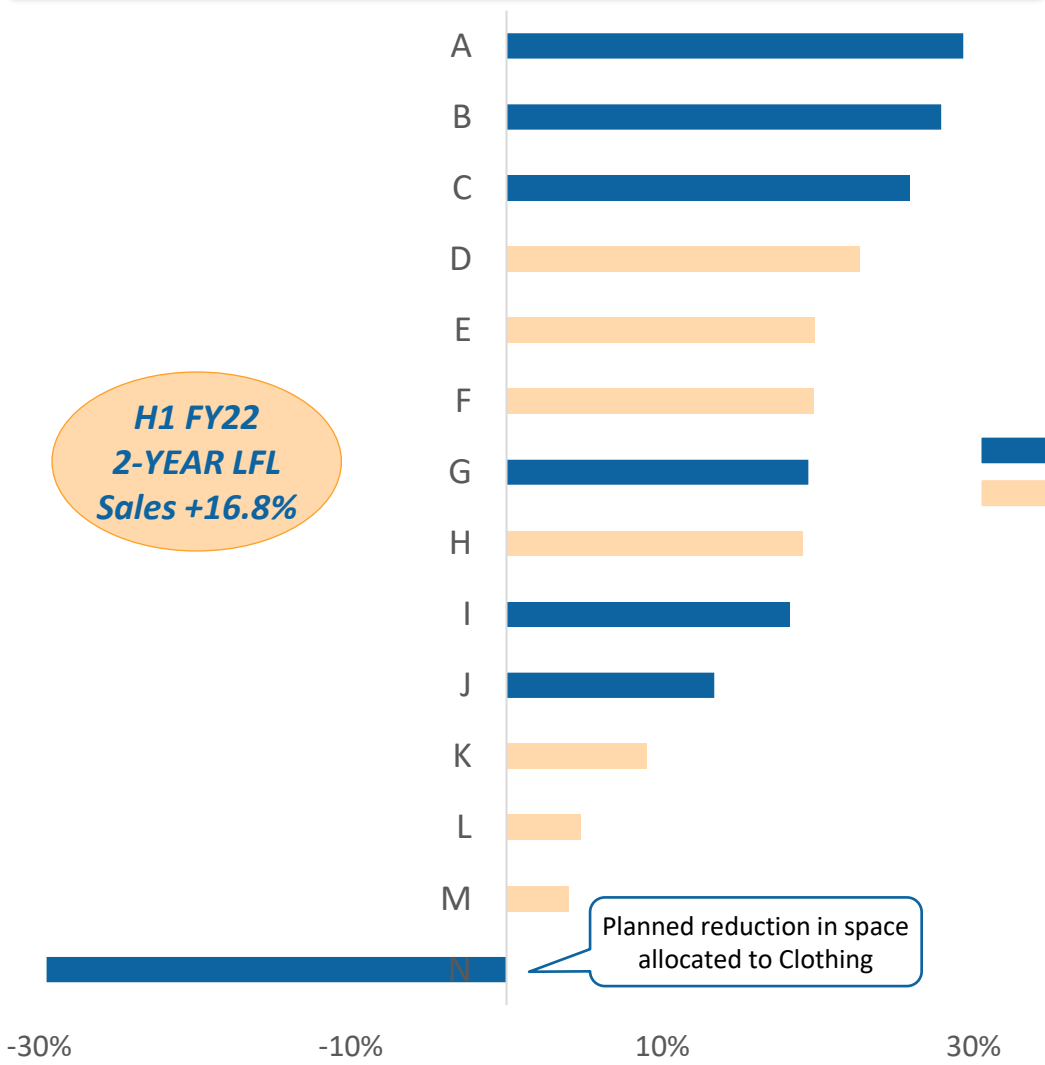
- Monthly LFL has remained relatively stable since May 2021
- New customers acquired in FY21 likely to continue finding the B&M proposition attractive
- Price becomes even more “front of mind” for consumers in an inflationary or recessionary environment
- Ability to respond quickly to price pressures e.g. a 5-pack may become a 4-pack at a certain price point



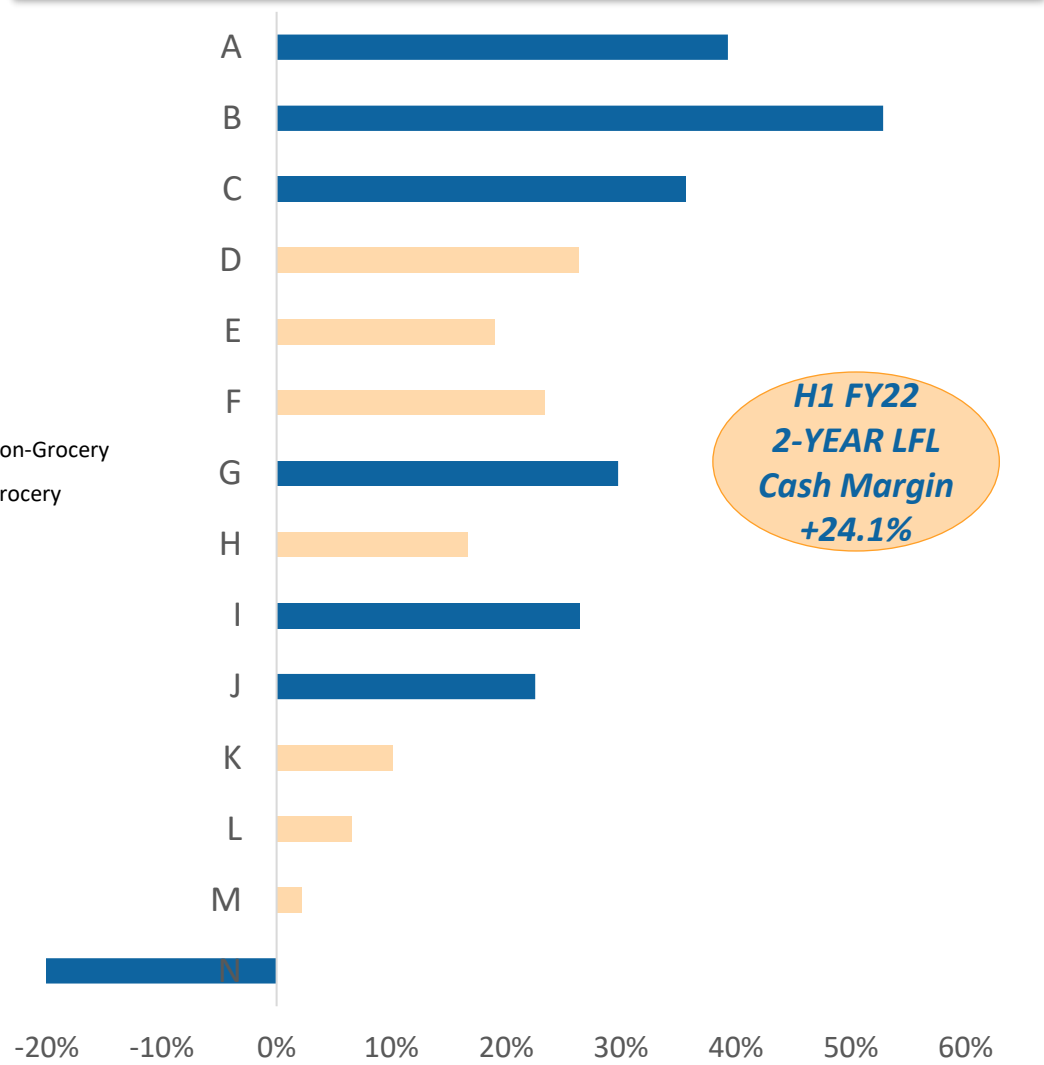
# Broad Based 2-year LFL Growth Across Categories



2-YEAR LFL SALES BY CATEGORY



2-YEAR LFL MARGIN BY CATEGORY



# Grocery Performance Remains Pleasing



## HIGHLIGHTS



- We have maintained our price gap vs competitors
  - Basket of Grocery SKUs monitored fortnightly
- Expect to see a higher level of inflation in H2 than that seen in H1, but competitors to behave rationally
- Continued development of relationships with major food and FMCG suppliers, helping to minimise supply constraints
- Good progress on new product development and ranging of products appealing to middle income households as well as traditional lower income customer base
- Ongoing logistics disruption from HGV driver shortage is managed weekly and remains a key focus for Golden Quarter 2021



# Strong Operational Execution Across General Merchandise



## HIGHLIGHTS

- Continued success of on-trend and aspirational product ranges supported by in-store colour-blocking and “shop the look” approach to visual merchandising
- Category performance suggests many new customers from FY21 are continuing to shop with us



**High rate of sell-through and limited markdown activity has driven unusually strong Gross Margin**



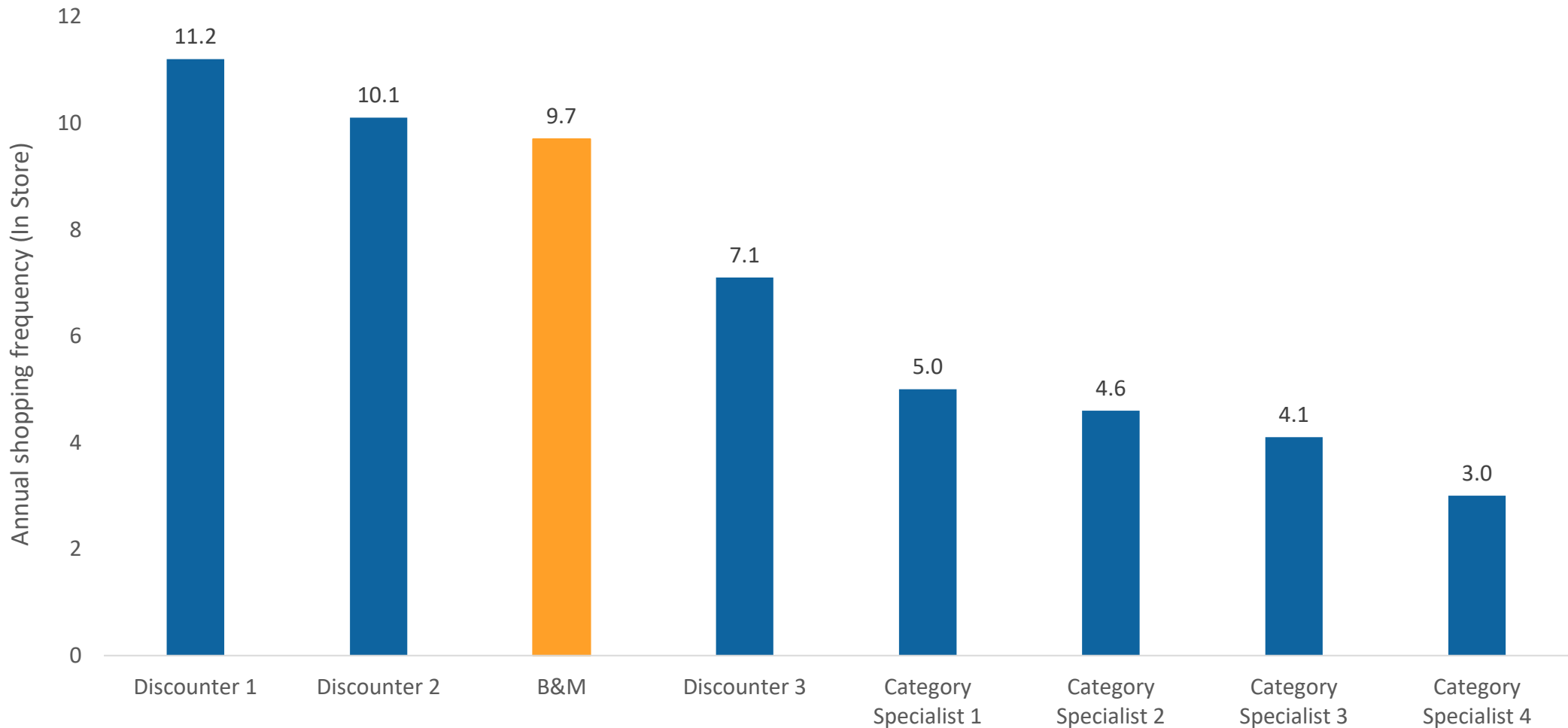
- B&M Homestores are increasingly seen as a “destination” visit and 201 stores now have a Garden Centre
- Agile supply chain and strong supplier relationships in Garden and Outdoor categories enabled us to maximise the sales opportunity throughout the season following the pulled-forward demand seen in March 2021



# B&M Has a High Frequency of Visit versus General Merchandise Competitors



AVERAGE ANNUAL FREQUENCY OF IN-STORE PURCHASES BASED ON BRANDVUE CUSTOMER RESPONSES



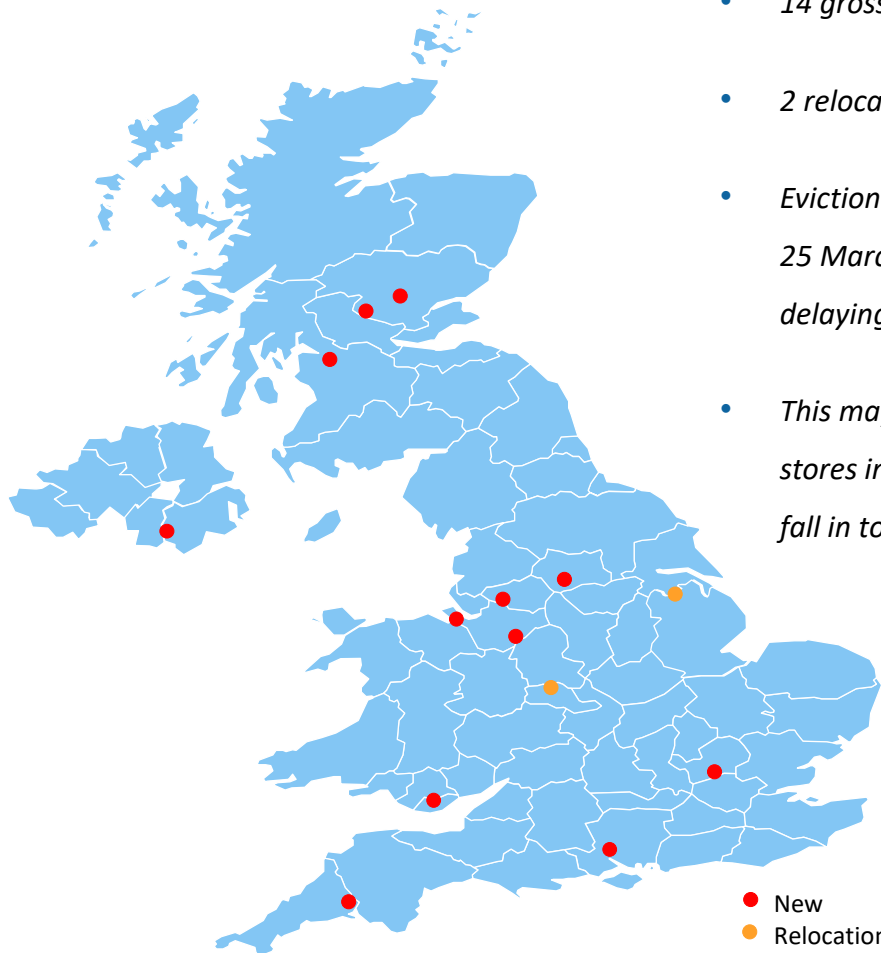
Source: BrandVue Retail analysis, September 2021



# B&M UK Store Rollout Continues



## H1 FY22 OPENINGS

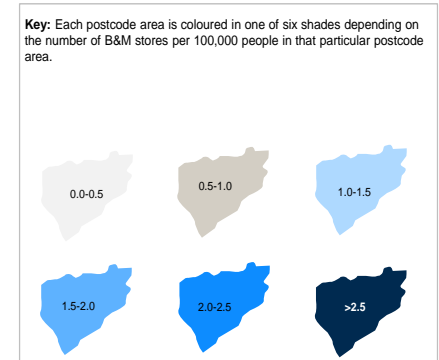
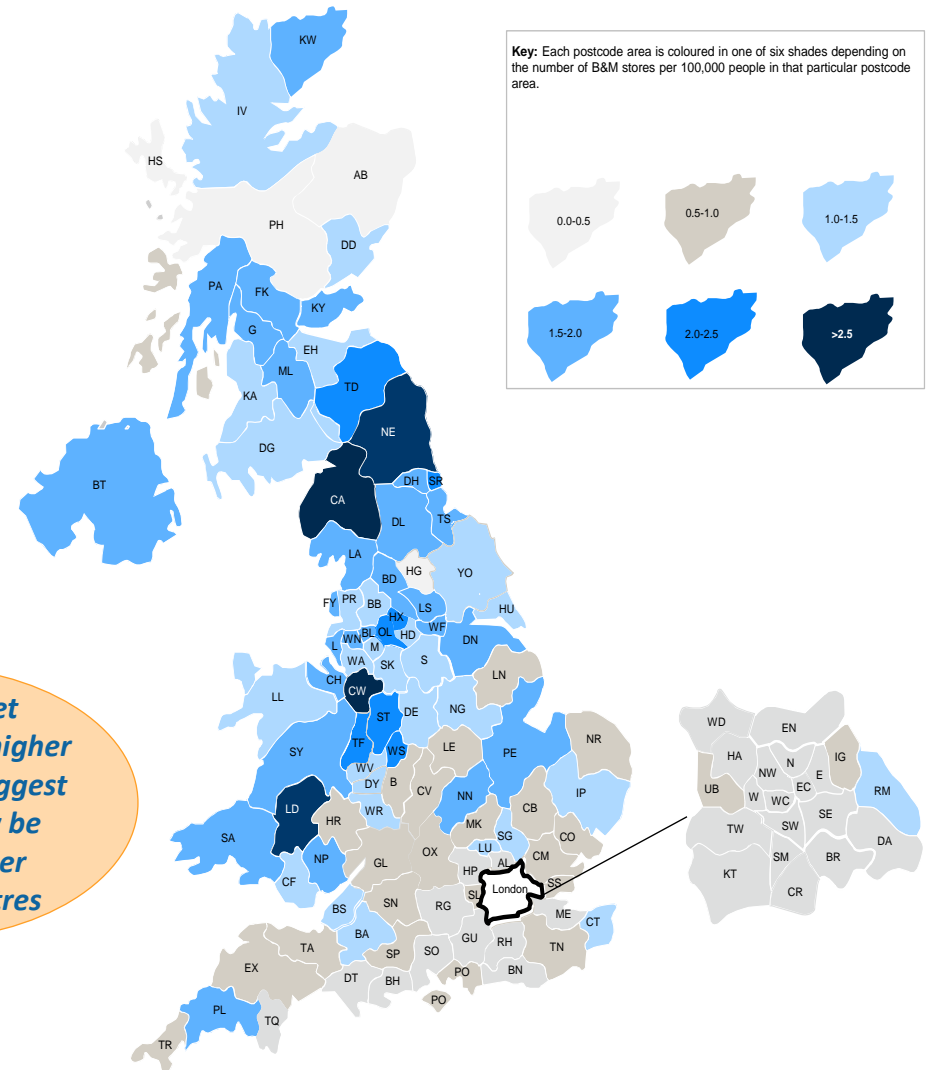


- 14 gross new openings in H1 FY22
- 2 relocations and 7 closures
- Eviction moratorium extended to 25 March 2022 and is currently delaying handover of some stores
- This may mean that up to 5 new stores initially planned for FY22 fall in to Q1 FY23 instead

**UK store target remains 950 but higher sales densities suggest new stores may be viable in smaller population centres**

- New
- Relocation

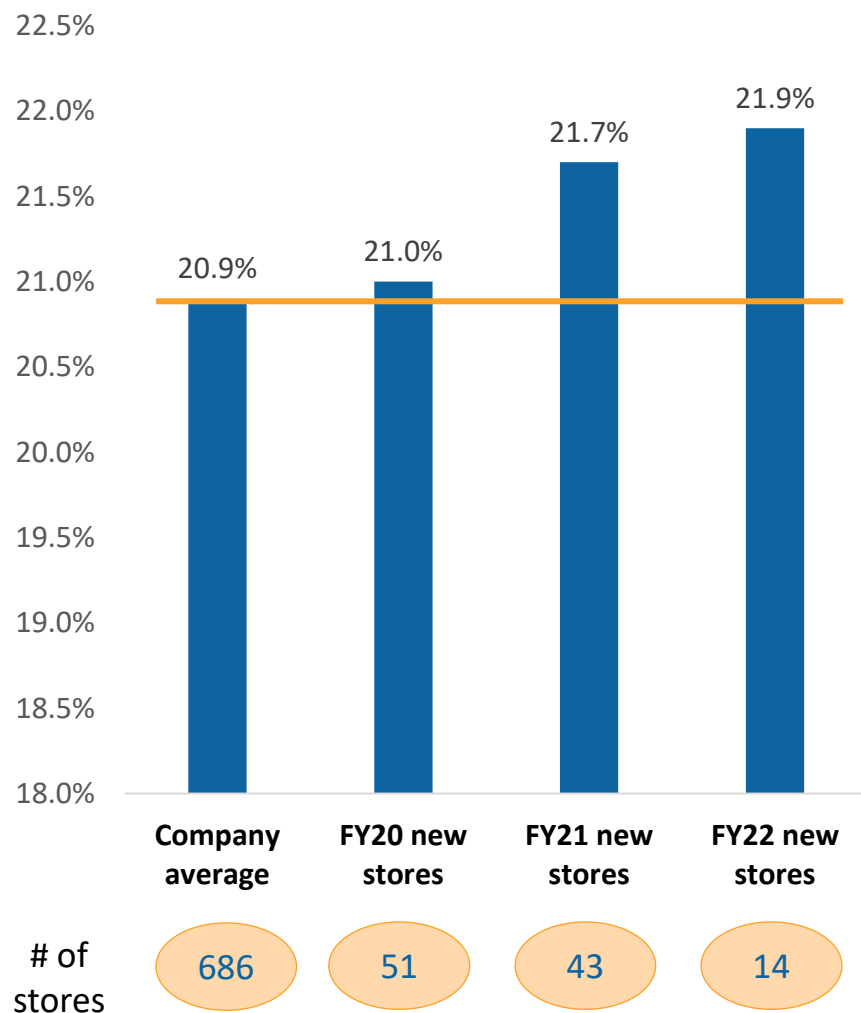
## 686 STORES AT SEPTEMBER 2021





# Recent New Store Cohorts Performing Well

## H1 FY22 STORE CONTRIBUTION %



## COMMENTARY

- We target a sales area of c.20,000 sq. ft; ideally Out of Town with convenient parking and space for a Garden Centre
- In H1 FY22, the cohort of stores opened since the start of FY20 have all outperformed the company average
- New stores do not typically need a 'maturity curve' and are immediately profitable

Note: Store contribution is defined as gross profit less directly attributable store costs



# Ongoing Portfolio Optimisation Delivers Accretive Returns



## PROFILE OF RECENT STORE CLOSURES

	FY18	FY19	FY20	FY21	H1 FY22
Relocations	(5)	(5)	(8)	(5)	(2)
Closures	(3)	(5)	(7)	(13)	(7)
Average age of closed stores (years)	7.4	8.7	10.2	10.2	10.3

Town Centre  
B&M Bargains



Out of Town B&M Homestore  
& Garden Centre



## COMMENTARY

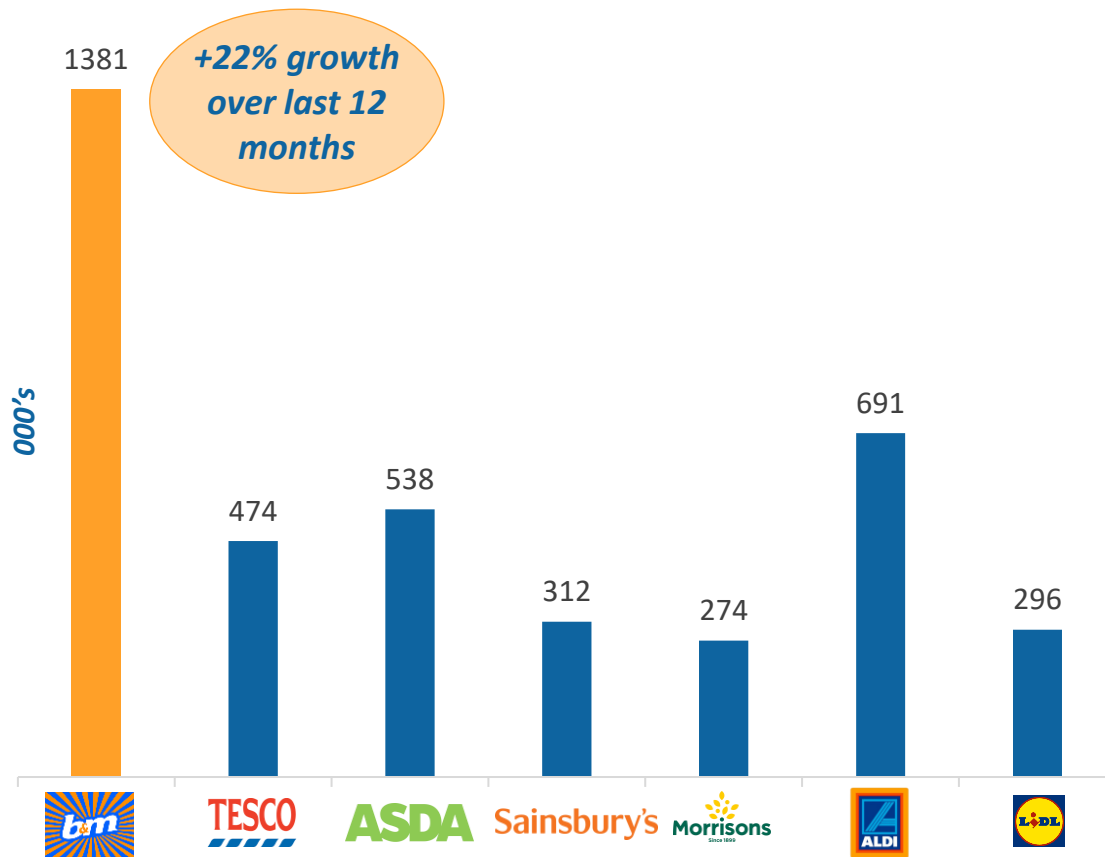
- The B&M fascia new store programme is offset by a small number of relocations and closures:
  - **'Relocations'** involve closing a small site and moving (in the same financial year) to a larger, better located site
  - **'Closures'** are at legacy locations where we had opened a large modern store in the catchment in an earlier financial year and the old lease is now expired
- Anticipate 5 – 10 store closures each year over the next 5 years as leases expire and where we have opened elsewhere in the catchment
- The net impact of the 9 closures and relocations in H1 FY22 has been accretive to EBITDA, as was the case in FY21 and FY20



# Highly Engaging and Successful Social Media Presence



## INSTAGRAM FOLLOWERS AT SEPTEMBER 2021



## ENGAGED ONLINE COMMUNITY

GOING INTO A TEENAGER'S ROOM IS EXACTLY LIKE POPPING TO B&M; YOU NIP IN FOR A LOOK AND LEAVE WITH 3 PLATES, 6 GLASSES, 4 TOWELS AND A LAUNDRY BASKET!

@bmstores



# Heron Foods Performance Remains Satisfactory

**Heron Foods**

## HIGHLIGHTS

- Delivered a satisfactory performance against the very strong comparatives of H1 FY21 in the context of average transaction value normalising
- Footfall is normalising in Neighbourhood locations, but recovering more gradually in Town Centre and Shopping Centre stores
- Stable gross margin reflects a broadly consistent product mix
- Remain on track for 15 gross new store openings in FY22
- Availability of Clearance & Special Offers has been impacted by strong trading through Covid by food & drink manufacturers but should normalise in 2022



# Continued Progress in France



## 2-YEAR SALES PERFORMANCE

- Performance in H1 FY21 was severely impacted by lockdown restrictions, with all stores closed for 6 weeks
- In H1 FY22, lockdown restrictions were also imposed for 6 weeks but only impacted non-essential goods
- On a 2-year basis vs H1 FY20, LFL sales in France were +5.2%, reflecting:
  - Changes to product mix
  - Re-branding 100 stores to B&M
  - Offset partly by impact of 6 weeks soft lockdown



## THREE STRATEGIC PRIORITIES

- 1) **Product range evolution** well advanced, with Clothing and Footwear now only c.14% of sales
- 2) **General Merchandise** ranges bought using B&M supplier base well received by French consumer
- 3) **Fascia re-brands** were accelerated during lockdown, and we ended H1 with 100 out of the 104 store estate branded as B&M



## FUTURE PLANS

- Team is focused on delivering a successful Golden Quarter, and targeting an underlying 7% EBITDA margin
- Transfer of skills from B&M UK to assist with website, social media and external communication post completion of the re-brands
- Property team to begin preparing for a higher rollout of new stores in FY23 and beyond
- Further development of Company Operated model (currently 18 stores)



# Homeware ranges in France have been well received



- There is an annual online survey among shoppers for the “2022 Best Store Chain in France”
- More than 655,000 people voted for different categories and an overall winner
  - **Lidl** won the “Best Supermarket Store”
  - **Ikea** won the “Best Furniture Retailer”
  - **Action** won the “Best Discounter”, with **B&M** voted in 2<sup>nd</sup> position despite the re-branding programme being only one year old
- **B&M** won the “Best Store for Home Decoration & Gifts” category, beating competitors such as Gifi, La Foir Fouille, Maisons du Monde and Stokomani
  - Reflects synergies from sourcing via the B&M UK supply chain and shared expertise in Homewares department



# *Clear and Consistent Capital Allocation Policy*

## *CAPITAL ALLOCATION FRAMEWORK*

**INVESTMENT IN ORGANIC GROWTH**



**ORDINARY DIVIDEND**



**M&A OPPORTUNITY**



**RETURN SURPLUS CASH TO SHAREHOLDERS**



## *CURRENT APPROACH*

- UK and France store rollout continues to be funded through strong cash generation
- Ordinary half year dividend increased by 16.3% to 5.0p per share
- Not currently evaluating any further acquisition opportunities, choosing to remain focused on delivering our organic growth plans for FY22
- Net debt / adjusted EBITDA at H1 FY22 is 1.1x on a pre-IFRS16 basis, remaining comfortably within our stated leverage ceiling of 2.25x
- Ongoing review of leverage and cash position in line with this framework



# Ongoing Progress on ESG

**OUR ESG PILLARS REMAIN COLLEAGUES, COMMUNITIES, CUSTOMERS, SUPPLIERS AND THE ENVIRONMENT**

## HIGHLIGHTS FROM H1 FY22

- Societal value in helping customers navigate the economic impact of the pandemic through our value for money offer
  - LFL performance suggests many new customers from FY21 are continuing to shop with us
- New store opening programme created >500 new UK retail jobs in local communities
  - Remain committed to a UK store rollout target of at least 950 B&M stores
- Investment in talent through internal store manager “Step Up” and HGV “Warehouse to Wheels” training schemes, “Kickstart” programme and various apprenticeships
- Ongoing rollout of LED lighting and Building Energy Management System in stores to reduce our carbon emissions

## PRIORITIES FOR H2 FY22

- Continue to evaluate metrics and targets appropriate for growth business such as B&M
- Maintain our price credentials despite inflationary pressures
- Invest in new B&M and Heron Food stores in the UK
- Report under the requirements of TCFD as part of FY22 year end results
- Disclose Scope 1, 2 and 3 carbon emissions and set a long-term science based target for each



# Q3 Trading and Outlook for H2 FY22

- Well positioned for Golden Quarter, with good stock availability despite widely reported shipping disruption from Asia
- In the first six weeks of Q3, B&M UK LFL sales have been +14.7% on a 2-year basis
  - Represents -8.9% vs H1 FY21, but this is heavily skewed by unusually early Christmas trading last year which saw a very busy November but quieter December
- Full year outturn on gross margin will be largely determined by demand for Seasonal products over Christmas and to what extent markdown activity is required in H2
- Cost headwinds relating to raw materials, shipping rates, HGV drivers and warehouse colleagues will be mitigated where possible. We are well placed to maintain our disruptive price positioning
- New store pipeline remains healthy, despite a risk that up to 5 of the expected c.45 gross new B&M UK stores fall in to FY23
- Confident of maintaining a Group adjusted EBITDA margin materially above historical levels



# Questions and Answers



# Appendix



# H1 FY22 IFRS16 Reconciliation

Appendix 1

<i>£ millions,</i>	<i>Pre-IFRS16</i>	<i>Change</i>	<i>Post-IFRS16</i>	<i>Notes</i>
Revenues	2,268.0	-	2,268.0	No change
Gross Profit	848.1	-	848.1	No change
Operating Costs	(565.9)	103.1	(462.8)	Operating lease rental cost is removed
<b>Adjusted EBITDA</b>	<b>282.2</b>	<b>103.1</b>	<b>385.3</b>	<b>Adjusted EBITDA increases significantly</b>
%	12.4%	455 bps	17.0%	Adjusted EBITDA margin increases
Depreciation and Amortisation	(32.1)	(79.9) <sup>1</sup>	(112.0)	Depreciation charge relating to ROU asset added
Net Interest	(12.0)	(29.9)	(42.0)	Interest charged on lease liability; average unexpired lease term for B&M UK stores is 6.3 years
<b>Adjusted PBT</b>	<b>238.0</b>	<b>(6.7)</b>	<b>231.3</b>	<b>Adjusted PBT decreases slightly since IFRS16 depreciation + interest charge added &gt; IAS17 rental cost removed</b>
Adjusted diluted EPS	18.7p	(0.4)p	18.3p	

1. The difference between this figure and the £81.0m disclosed in note 8 of the H1 FY22 financial statements relates to the small number of finance leases held by the Group

