



Press Release – September 13, 2024

Publication of the Q3 2024 report

| In €m | Third Quarter | | | YTD ended June | | | LTM Ended June |
|---|---------------|---------|----------|----------------|---------|---------|----------------|
| | 2023 | 2024 | Var. % | 2023 | 2024 | Var. % | 2024 |
| Network Sales | 229.7 | 240.2 | 4.6 % | 751.0 | 788.6 | 5.0 % | 1 004.2 |
| Gross Margin | 159.5 | 163.0 | 2.2 % | 520.2 | 540.8 | 4.0 % | 688.6 |
| As a % of Network sales | 69.4% | 67.8% | (1.6)pp | 69.3% | 68.6% | (0.7)pp | 68.6% |
| Network Contribution | 90.9 | 91.6 | 0.9 % | 308.6 | 320.2 | 3.8 % | 399.3 |
| As a % of Network sales | 39.6% | 38.2% | (1.4)pp | 41.1% | 40.6% | (0.5)pp | 39.8% |
| Reported EBITDA | 63.3 | 62.7 | (1.0)% | 220.3 | 224.8 | 2.0 % | 277.4 |
| As a % of Network sales | 27.6% | 26.1% | (1.5)pp | 29.3% | 28.5% | (0.8)pp | 27.6% |
| Net income | 7.6 | 5.2 | (31.0)% | 53.2 | 38.0 | (28.5)% | 29.2 |
| Reported Free Cash Flow | 20.2 | 1.2 | (94.1)% | 128.3 | 146.1 | 13.8 % | 171.8 |
| As a % of Reported EBITDA | 31.9% | 1.9% | (30.0)pp | 58.2% | 65.0% | 6.7 pp | 17.1% |
| Net financial debt for leverage calculation | 914.8 | 1 104.0 | 20.7 % | 914.8 | 1 104.0 | 20.7 % | 1 104.0 |
| Leverage (Net Financial Debt for leverage calculation/ Adjusted EBITDA) | | | | | | | 3.82x |
| Net Financial Debt for leverage calculation (pre-IFRS16)/ Adjusted EBITDA LTM | | | | | | | 4.07x |

| In €m | LTM Ended June |
|--|----------------|
| | 2024 |
| Reported EBITDA | 277.4 |
| Full Period of Stores opened and refurbished | 9.3 |
| Agatha normalization | 0.0 |
| Electricity cost normalization | 2.6 |
| COVID-19 subsidies and credit notes | (0.5) |
| Adjusted EBITDA | 288.8 |
| As a % of Network sales | 28.8% |
| Reported Free Cash Flow | 171.8 |
| Refurbishment and openings capital expenditure | 23.2 |
| Change in working capital of fixed assets | 1.7 |
| Sales of property, plant and equipment and intangible assets | 0.3 |
| Investment in physical gold inventory | 6.7 |
| Covid-19 subsidies and credit notes | (0.4) |
| Adjusted Free Cash Flow | 203.4 |
| As % of Adjusted EBITDA | 70.4% |

“In Q3 2024, The Group delivered strong results with positive Like-for-Like growth across all geographies and distribution channels in a negative growth market. EBITDA remained stable with inflation in line with guidance. Focus on cash remained very strong allowing Free Cash Flow generation to increase to €146m year to date (+13.8% vs. the same period last year).”

Cyrille Palitzyne
Group CFO

Network Sales grew by +4.6% in Q3 2024 vs. Q3 2023, driven by positive LFL growth and ongoing Network expansion.

This good performance relies on a +1.5% LFL growth across the board (+2.1% LFL growth once restated from the Easter shift weighting for €(1.4)m network sales in Q3 2024), benefitting from the increasing attractiveness of leading brands and the first outcomes of the repositioning of Agatha brand delivering dynamics growth. The Group exceeded one-billion-euro network sales over the last-twelve-month period ended June 30, 2024.

Reported EBITDA remained stable at €63 million, despite the Easter holiday shift from Q3 2023 to Q2 2024.

Key factors to this stability include:

- an increase in network sales across all segments, resulting from good LFL performance of leading brands (Histoire d'Or, Stroili and AGATHA) partly offset by (1.6)pp gross margin rate effect of which (1.0)pp resulting from the inflation on COGS (primarily gold fixing and manufacturing costs) in line with our guidance;
- and a strong focus on cost efficiency combined with the effect of new energy contracts starting 1st January 2024 mitigating inflation on costs.

Reported Free Cash Flow totalled €146.1 million over the first nine months of fiscal year 2024, a 13.8% increase from €128.3 million for the same period of fiscal year 2023. In the last-twelve month period ended June 30, 2024 Free Cash Flow reached €171.8m, i.e. a 62% conversion rate on EBITDA.

Net Financial Debt for leverage calculation amounted to €1104.0 million as of June 30, 2024 (net financial debt for leverage calculation), resulting in a leverage ratio of 3.82x based on adjusted EBITDA (or 4.07x pre-IFRS16).

Q3 2024 reports are available on our website [Investors - THOM \(thomgroup.com\)](https://www.thomgroup.com/investors)

About THOM

We are a leading European jewelry retailer by number of stores, with a strong position in Europe in the affordable jewelry sector. Our product offering comprises primarily precious jewelry, complemented by watches and costume jewelry. We are active primarily in France and Italy, where we hold a leading market position in each national market. Our products are available through our network of 1,025 stores directly operated stores and 46 corners, including 534 stores and wedding fairs in France (including one store in Monaco) as well as 23 corners, 400 stores in Italy, 58 stores in Germany, 25 stores and wedding fairs in Belgium, 3 stores and 23 corners in Spain, 4 stores in China and 1 store in Luxembourg as of June 30, 2024, as well as 6 e-commerce platforms in France and Belgium (histoiredor.com and marc-orian.com, agatha.fr), Italy (stroilioro.com), Spain (agatha.es) and Germany (orovivo.de). We also have 45 affiliated partner stores in France (7 openings during the nine-month period ended June 30, 2024) as well as wholesale activity through our French subsidiary (Timeway France) and our Italian subsidiary (Timeway Italy).

Contact

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