

3rd quarter 2022

Confirmation of the sustained growth dynamic

LabelVie Group recorded revenues of **MAD 4 016 million**, an increase of **+19%** compared to the same period of 2021.

This performance was achieved thanks to the implementation of a targeted and aggressive pricing strategy, aimed at preserving the purchasing power of customers, within an inflationary context. This achievement confirms the Group's operational and logistical proficiency, reinforced by the numerous digitalization projects initiated in Q4 2021.

Below is the table illustrating the evolution of LabelVie Group Revenues

Indicators	Q3 2022	Q3 2021	YTD	LYT	Annual results as of December 31 st 2021	Change	
						Q3-2022 VS Q3-2021	YTD vs LYTD
Sales of goods	3 662,13	3 062,96	9 247,15	7 868,66	10 633,95	20%	18%
Sales of goods and services	354,09	304,83	970,31	825,03	1 124,30	16%	18%
Total Revenues	4 016,22	3 367,79	10 217,46	8 693,69	11 758,24	19%	18%

Investment

The net investment made during Q3 2022 amounted to **MAD 291 million**, or **MAD 810 million** YTD. This level reflects the acceleration of the Group's pace of development and store openings. Thus, LabelVie Group intends to open, during Q4, **11 new stores**, including 3 stores already opened in October.

Indicators	Q3 2022	Q3 2021	Change	YTD	Annual results as of December 31 st 2021
Investment	298,38	677,88	-56%	8 886,90	8 092,18
Divestment	-6,96	-10,93	NA	-27,09	-42,06
Net Investment	291,43	666,95	-56%	8 859,81	8 050,12

Net Debt

Net debt (including outstanding leases) amounted to **MAD 2 923 million** by the end of the third quarter of 2022. The Group's net financial debt ratio thus stood at **46%** of permanent financing.

Also, the 3rd quarter of 2022 saw the launch of Terramis, an OPCI (REIT), which will carry a large part of the Group's land and construction Capex. LabelVie Group intends to distribute an exceptional dividend of **MAD 200 million** in December 2022.

Indicators	Q3 2022	Q3 2021	Change	YTD	Annual results as of December 31 st 2021
Net Financing Debt	2 782,21	2 336,48	19%	2 782,21	2 690,73
Outstanding leasing Payments	141,09	157,68	-11%	141,09	156,39
Net Financing Debt (including leasing)	2 923,31	2 494,16	17%	2 923,31	2 847,12

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Quarterly indicators of Label'Vie, S.A - Company financial statements

Turnover

Indicators	Q3 2022	Q3 2021	YTD	LYT	Annual results as of December 31 st 2021	Change	
						Q3-2022 VS Q3-2021	YTD vs LYTD
Ventes de marchandises en l'Etat	1 790,02	1 540,47	4 572,97	3 925,59	5 338,75	16%	16%
Ventes de biens et services produits	177,92	199,39	547,34	511,18	670,28	-11%	7%
Chiffre d'affaires total	1 967,94	1 739,86	5 120,31	4 436,77	6 009,04	13%	15%

Investment

Indicators	Q3 2022	Q3 2021	Change	YTD	Annual results as of December 31 st 2021
Investment	186,97	562,56	-67%	7 771,87	6 100,68
Divestment	-6,50	-0,60	NA	-956,09	-5,24
Net Investment	180,48	561,96	-68%	6 815,78	6 095,44

Net Debt

Indicators	Q3 2022	Q3 2021	Change	YTD	Annual results as of December 31 st 2021
Net Financing Debt	2 329,73	1 862,02	25%	2 329,73	2 237,97
Outstanding leasing Payments	136,02	152,48	-11%	136,02	149,90
Net Financing Debt (including leasing)	2 465,75	2 014,50	22%	2 465,75	2 387,87

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