

Q1-2023 - Financial Indicators

Success of the Anti-Inflation Commercial Strategy

During Q1 2023, LabelVie Group took steps to enhance its anti-inflation commercial strategy in response to a growing inflationary environment. The company made substantial investments in profit margins with the objective of bolstering the purchasing power of its customers.

As a result of this strategy, the Group experienced notable improvements in both sales volumes and customer traffic, which increased by 26% and 21% respectively.

Moreover, the implementation of the anti-inflation plan has not only reinforced customer trust but also solidified the Group's standing as a responsible and committed participant in the economy.

Consolidated Revenue Evolution

Indicators	Q1-2023	Q1-2022	Change Vs Q1-22	YTD	LYTD	Annual Results as of Dec 31 st , 2022
Sales of Goods	3 405,66	2 698,33	26%	3 405,66	2 698,33	12 567,29
Sales of Goods and Services	371,35	289,92	28%	371,35	289,92	1 379,53
Total Revenues	3 777,01	2 988,25	26%	3 777,01	2 988,25	13 946,82

Consolidated Capex

In the first quarter of 2023, the total investment made by LabelVie Group amounted to **MAD 279M**, a significant increase from the MAD 207M invested during the same period in 2022.

This investment encompasses various aspects, including store development, renovation, and the ongoing digitization project initiated in 2021.

Consolidated Capex evolution

Indicators	Q1-2023	Q1-2022	Change	YTD	Annual Results as of Dec 31 st , 2022
Investment	279,44	207,17	35%	8 810,90	9 597,09
Divestment	-	-	0%	-	-1 065,63
Net Investment	279,44	207,17	35%	8 810,90	8 531,46

Consolidated Debt

As of March 31, 2023, the Group's total consolidated financial debt, including lease obligations, stands at **MAD 3,453M**. Additionally, during the first quarter, the Group successfully issued a bond loan worth MAD 1BN. This loan will play a pivotal role in financing the Group's development plan, diversifying its funding sources, and optimizing costs.

Consolidated Debt Evolution

Indicators	Q1-2023	Q1-2022	Change	YTD	Annual Results as of Dec 31 st , 2022
Net Financing Debt	3 312,38	2 928,71	13%	3 312,38	3 030,47
Outstanding Leasing Payment	140,96	152,86	-8%	140,96	145,65
Net Financing Debt (including leasing)	3 453,34	3 081,57	12%	3 453,34	3 176,12

Q1-2023 - Financial Indicators

Quarterly Indicators of LabelVie, Inc. - Corporate accounts

Revenues

Indicators	Q1-2023	Q1-2022	Change Vs Q1-22	YTD	LYTD	Annual Results as of Dec 31 st , 2022
Sales of Goods	1 607,80	1 316,08	22%	1 607,80	1 316,08	6 232,25
Sales of Goods and Services	218,39	173,70	26%	218,39	173,70	779,22
Total Revenues	1 826,19	1 489,78	23%	1 826,19	1 489,78	7 011,47

Capex

Indicateurs	Q1-2023	Q1-2022	Change	YTD	Annual Results as of Dec 31 st , 2022
Investment	237,74	160,06	49%	6 922,15	8 072,97
Divestment	-	-	-	-	-1 388,56
Net Investment	237,74	160,06	49%	6 922,15	6 684,41

Debt

Indicators	Q1-2023	Q1-2022	Change	YTD	Annual Results as of Dec 31 st , 2022
Net Financing Debt	2 817,15	2 488,55	13%	2 817,15	2 560,92
Outstanding Leasing Payment	136,97	146,94	-7%	136,97	141,52
Net Financing Debt (including leasing)	2 954,12	2 635,48	12%	2 954,12	2 702,45

This document is published at the official website : www.labelvie.ma