

# Q3 and 9-month 2017 results

October 27, 2017



a world of energy

Consolidated financial statements as of September 30, 2017 were authorized for issue by the Board of Directors held on October 26, 2017.  
They were not audited by statutory auditors.



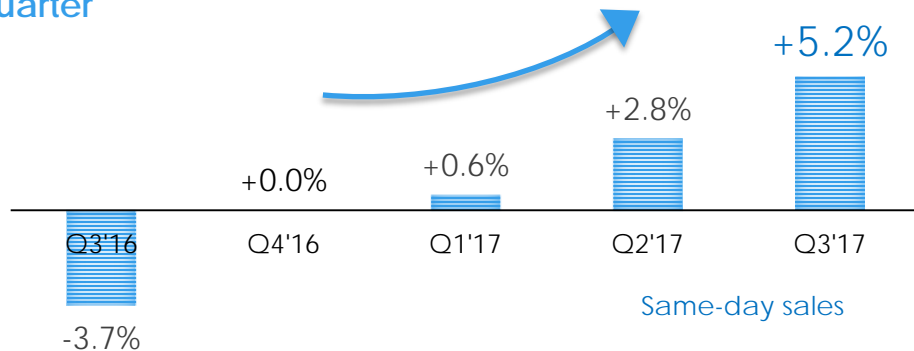
# Q3 AND 9-MONTH KEY HIGHLIGHTS



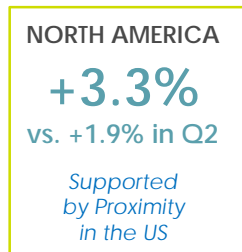
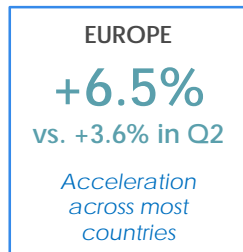
a world of energy

## Q3 2017 highlights

- Continued acceleration in sales growth for the fourth consecutive quarter



- Sequential improvement in sales trends in all 3 geographies



**REXEL**

a world of energy

Sales  
**3,239** € million

Gross margin  
**24.1%** +18bps

Adj. EBITA growth vs. Q3 16  
**+8.5%** at €136m

Adj. EBITA margin  
**4.2%** +17bps

## 9m 2017 highlights

Sales

9,905

€ million

Sales

+2.8%

Same-day basis

including

+1.2%

copper effect

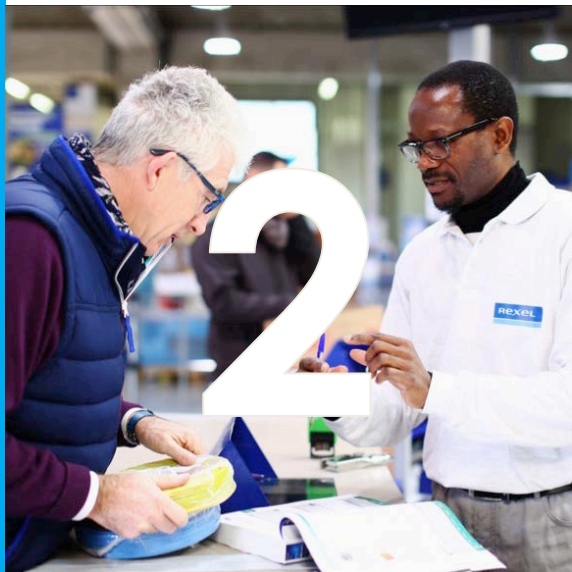
Adj. EBITA growth

+5.1% vs. 9m16  
at €421m

Adj. EBITA margin

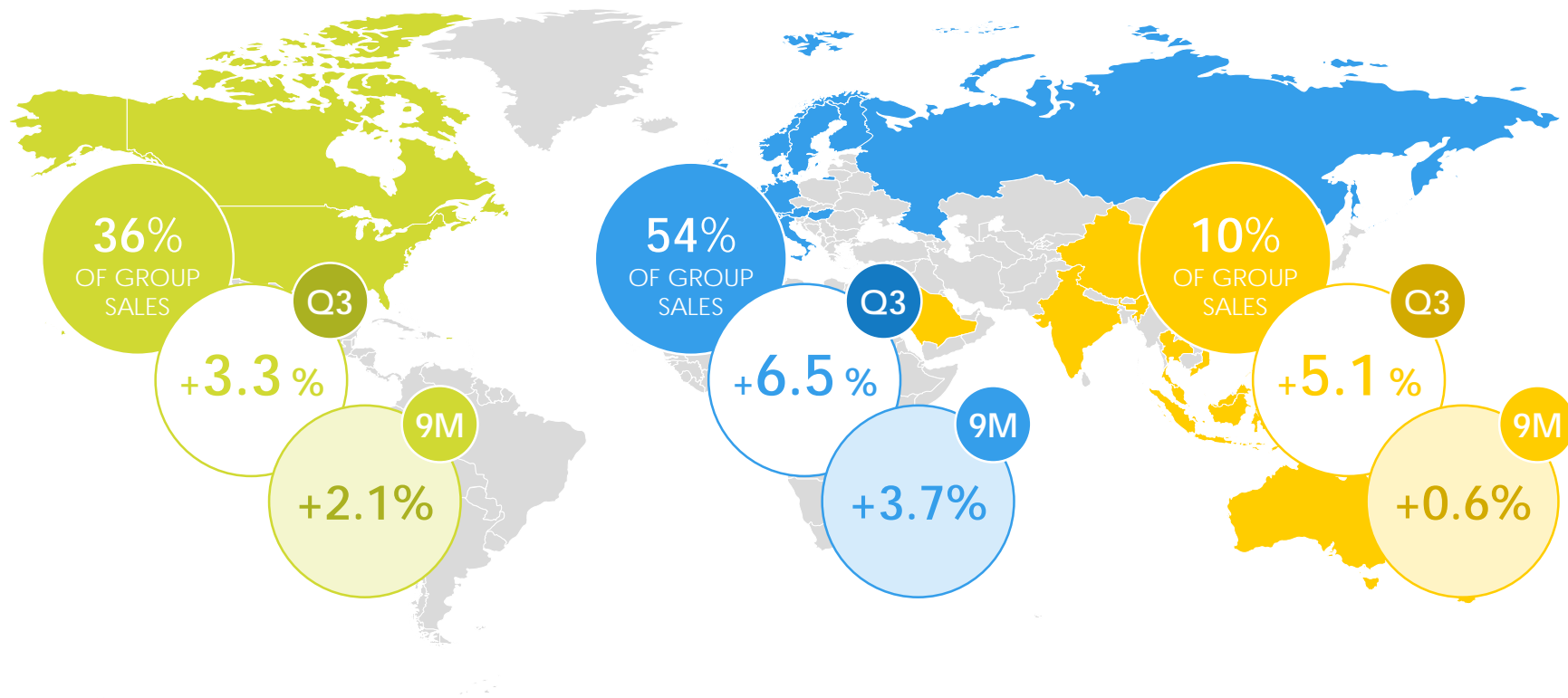
4.2% +9bps

Full-year financial targets confirmed based on 9m performance,  
with adjusted EBITA at the low end of the February guidance



# REVIEW BY GEOGRAPHY

## Group same-day sales growth: +5.2% in Q3 and +2.8% in 9m



## Europe: sales growth acceleration across most countries

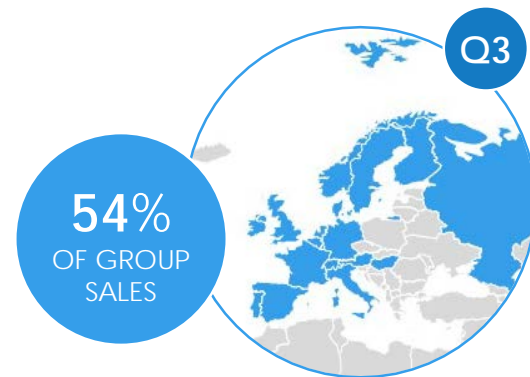
€ million

**1,752.5**  
sales

Constant

**+6.5 %**  
& same-day

- **France:** trends improving over the quarter in our three end-markets. Good performance in HVAC and cable management
- **Scandinavia:** strong growth in Sweden (+15.5%) driven by market share gain in a favorable environment in our three end-markets
- **Germany:** mainly driven by the non-residential and industrial end-markets (notably cables, with a 3.2% contribution)
- **UK:** challenging environment with uncertainty around Brexit
- **Benelux:** good momentum in Belgium (+7.3%) and The Netherlands (+14.4%) driven by photovoltaic equipment (a 8.5% contribution)
- **Switzerland:** good performance mainly thanks to strategy of focusing on larger projects in an environment that remains competitive



Same-day	WEIGHT	Q3'17 vs. Q3'16
France	35%	+9.1%
Scandinavia	13%	+9.4%
Germany	12%	+5.5%
UK	12%	-2.4%
Benelux	8%	+10.2%
Switzerland	6%	+6.5%

## North America:

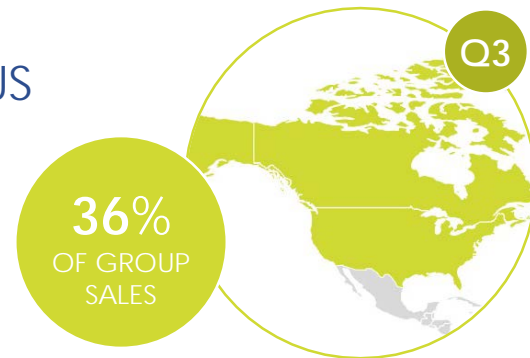
sales growth improvement driven by Proximity in the US

€ million

**1,152.2**  
sales

Constant

**+3.3 %**  
& same-day



- **USA:** sales growth mainly driven by the Proximity business (Platt and Rexel C&I posted high-single digit growth), offsetting lower growth in our Project business

- Limited 1.2% negative impact from Hurricanes Irma and Harvey
- Favorable base effect (-6.6% in Q3 2016)
- +1.4% contribution from O&G, up 30% in the quarter
- Continued impact from the non-renewal of a wind contract and disruptions in the supply chain of a large supplier

- **Canada:** slight drop in sales, mainly due to a more challenging base effect

- Better O&G business environment, mainly due to our maintenance activity in the midstream market
- Sequentially, Q3 sales were impacted by the absence of large wind contract that boosted Q2 (3% of the 5.3% sales growth in Q2 2017)

Same-day	WEIGHT	Q3'17 vs. Q3'16
USA	78%	+4.3%
Canada	22%	-0.4%



## USA:

focus on network expansion strategy

### NEW BRANCHES

**+11** As of Sept.  
30, 2017

**+17** FY 2017 target

### PLATT-LIKE COUNTERS IN GEXPRO BRANCHES

**+15** As of Sept.  
30, 2017

**+20** FY 2017 target

- 11 branches and 15 counters opened at the end of September, contributing for +0.7% of Q3 sales growth
- Target of 17 new branches and 20 counters confirmed for FY 2017
  - o/w 4 Platt branches in California
  - Additional sales contribution of around USD50m on an annualized base.

## Asia-Pacific:

sales growth improvement driven by China and Australia

€ million

**334.1**  
sales

Constant

**+5.1 %**  
& same-day



- **Asia:**

- **In China** (75% of Asia), sales grew by 9.6% on a constant and same day basis, helped by easy comps (-11.2% in Q3 2016) and reflecting increased sales of industrial automation products and solutions
- **In South-East Asia** (15% of Asia), sales dropped by 19.0%, mainly due to the O&G environment that remains very challenging, contributing for -10% of sales evolution in the quarter

Same-day	WEIGHT	Q3'17 vs. Q3'16
Asia	49%	+3.4%
Pacific	51%	+6.8%

- **Pacific:**

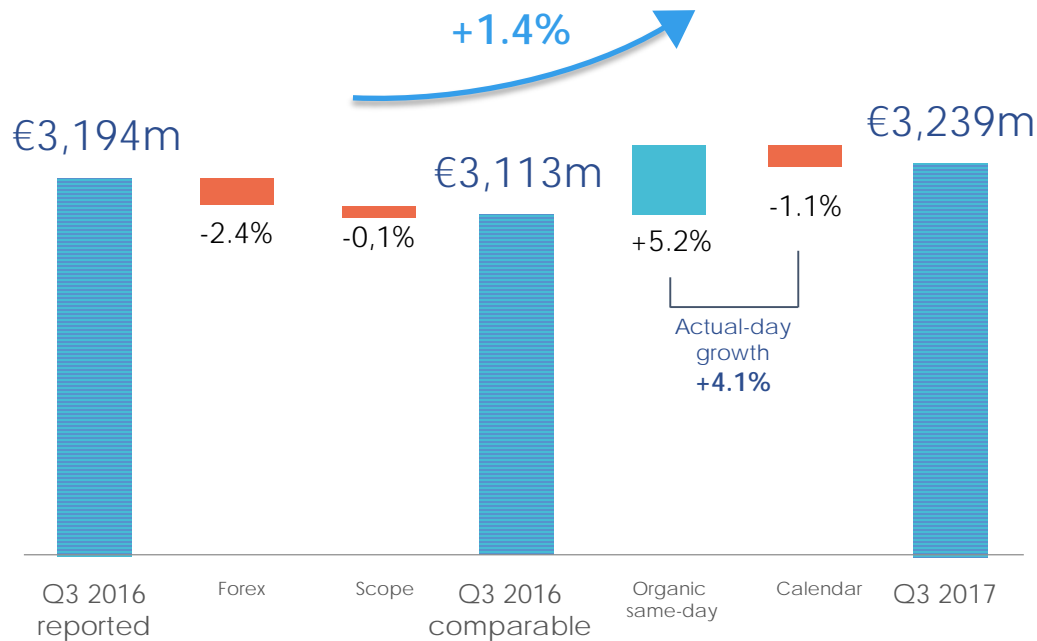
- **In Australia** (82% of Pacific), sales were up 10.2%, mainly reflecting the good momentum in non-residential
- **In New Zealand** (18% of Pacific), sales were down 6.2% due to lower project sales



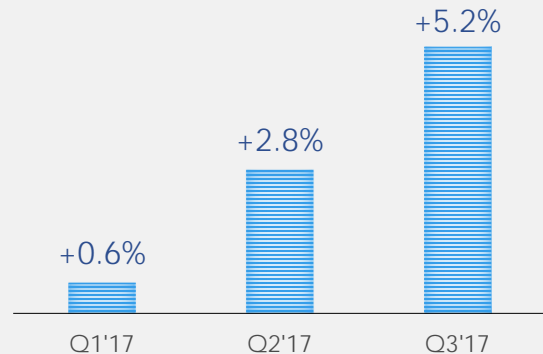
# GROUP FINANCIAL REVIEW

## Q3 sales growth:

+1.4% reported and 5.2% same-day



### Accelerating growth on constant & same-day basis



### Positive copper- based cable price impact

Q1 2017	Q2 2017	Q3 2017
+1.2%	+1.1%	+1.5%

# Q3 Profitability up 17bps, at 4.2% of sales

Q3 2017 (€m)	EUROPE		NORTH AM.		ASIA-PACIFIC		HOLDING		Q3 GROUP	
Sales	1,752.5	+4.9%	1,152.2	+2.8%	334.1	+4.4%			3,238.8	+4.1%
Constant and same-day		+6.5%		+3.3%		+5.1%				+5.2%
Gross margin	459.4	+4.2%	263.0	+6.3%	59.1	+3.4%			781.5	+4.8%
% of sales	26.2%	-16bps	22.8%	+76bps	17.7%	-18bps			24.1%	+18bps
Opex + depreciation	(369.8)	+3.0%	(215.5)	+8.0%	(54.9)	+1.8%	(5.4)	-28.6%	(645.6)	+4.1%
% of sales	-21.1%	+39bps	-18.7%	-91bps	-16.4%	+41bps			-19.9%	-1bps
Adj. EBITA <sup>1</sup>	89.6	+9.8%	47.5	-0.8%	4.2	+28.4%	(5.5)	-27.7%	135.8	+8.5%
% of sales	5.1%	+23bps	4.1%	-15bps	+1.3%	+24bps			4.2%	+17bps

9m GROUP	
9,904.7	+2.9%
	+2.8%
2,415.4	+3.2%
24.4%	+8bps
(1,994.7)	+2.9%
-20.1%	+1bps
420.8	+5.1%
4.2%	+9bps

## EUROPE

### Adjusted EBITA margin up 23 bps despite

- unfavorable cable contribution
- cost inflation in the UK
- negative segment mix, notably in Norway

## NORTH AMERICA

Gross margin improvement in the US (better Proximity business, supplier concentration and price action) fully offset by investment in future growth

## ASIA PACIFIC

### Better adjusted EBITA margin

- helped by strict credit management
- despite the additional drop in volume in SE Asia

in line with  
FY 2017  
adj. EBITA  
target

## Strong increase in reported EBITA, up 11.9% in 9m

(€m)	9m 2016	9m 2017	Change
<b>Adjusted EBITA</b>	<b>400.2</b>	<b>420.8</b>	<b>+5.1%</b>
Non recurring copper effect	(14.2)	11.1	
<b>Reported EBITA</b>	<b>385.8</b>	<b>431.8</b>	<b>+11.9%</b>
Amortization resulting from PPA	(13.7)	(14.3)	
Other income and expense	(44.9)	(56.4)	
<b>Operating income</b>	<b>327.1</b>	<b>361.1</b>	<b>+10.4%</b>
Net financial expenses	(114.1)	(90.8)	
<b>Profit before tax</b>	<b>213.0</b>	<b>270.2</b>	<b>+26.9%</b>
Income tax	(79.7)	(106.7)	
<b>Net income</b>	<b>133.4</b>	<b>163.6</b>	<b>+22.6%</b>
Recurring net income <sup>1</sup>	187.5	208.2	+11.0%

- Positive **copper** contribution

- **Restructuring costs** for €(20.5)m vs. €(32.4)m in 9m 2016
- **Goodwill impairment** in Finland of €(12.8)m and loss on asset disposals & termination of business in SEA for €(20.2)m, posted in Q2 2017

- Reduction in **average effective interest rate** on gross debt from 3.62% in 9m 2016 to 3.17% in 9m 2017

- **Effective tax rate** of 39.5%

# Reduction in net debt while increasing inventories

(€m)	9m 2016	9m 2017
<b>EBITDA</b>	<b>457.3</b>	<b>505.8</b>
Other operating revenues & costs	(52.6)	(55.1)
Change in working capital	(300.2)	(353.5)
Net capital expenditure	(80.1)	(77.6)
<b>Free cash-flow before I&amp;T</b>	<b>24.4</b>	<b>19.6</b>
Net interest paid	(92.0)	(77.3)
Income tax paid	(46.4)	(91.3)
<b>Free cash-flow after I&amp;T</b>	<b>(114.0)</b>	<b>(149.0)</b>
Net financial investment	(93.6)	1.4
Dividend paid	(120.3)	(120.8)
Currency change	31.4	97.7
Other	(15.8)	(10.0)
<b>Net debt variation</b>	<b>(312.3)</b>	<b>(180.7)</b>
Debt at the beginning of the period	2,198.7	2,172.6
<b>Debt at the end of the period</b>	<b>2,511.0</b>	<b>2,353.3</b>

Net debt reduction ↑

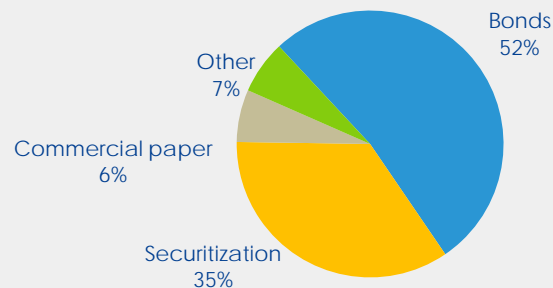
**-158 €m**

LTM Trade WCR

**14.3%** of sales

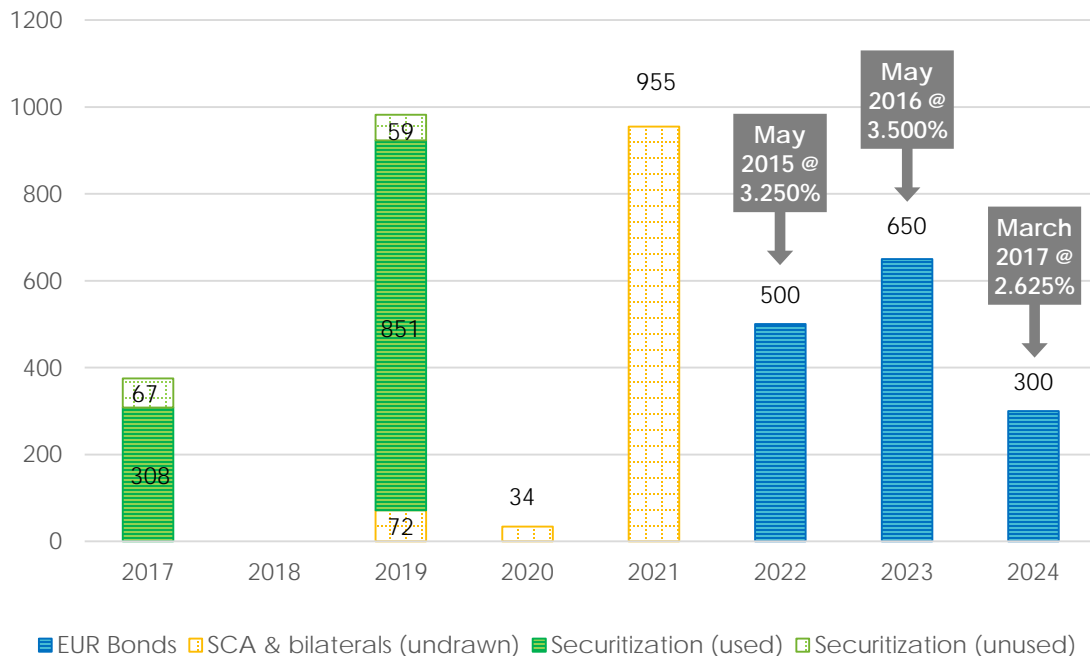
- due to higher inventories to support a deeper/larger offer and the opening of branches and counters in the US, as disclosed during the CMD
- +51 bps YoY improving compared to +100bps YoY at June 30, 2017.

→ **Gross debt breakdown**



## Sound financial structure

- Debt maturity breakdown at Sept. 30, 2017



€1.1bn

liquidity at Sept. 30, 2017

3.2%

average effective interest  
rate on gross debt  
over 9 months

c.4 years

Maturity of average debt





# OUTLOOK

# 2017 Outlook

- Taking into consideration the performance of the first nine months and expectations for the last quarter, Rexel confirms its 2017 full-year financial targets, with adjusted EBITA<sup>1</sup> increase at the low end of the February guidance:
  - resuming organic growth, with sales up in the low single digits (on a constant and same - day basis) after two years of decline;
  - a mid- to high single-digit increase in adjusted EBITA;
  - **an indebtedness ratio** (net-debt-to-EBITDA, as calculated under the Senior Credit Agreement terms) **of below 3 times at December 31, 2017.**

*NB: The estimated impacts per quarter of (i) calendar effects by geography, (ii) changes in the consolidation scope and (iii) currency fluctuations (based on assumptions of average rates over the rest of the year for the Group's main currencies) are detailed in appendix 5.*

# A differentiating value proposition

## DEEP EXPERTISE

Tailored solutions for connected products  
& home automation  
Energeasy connect

## CUSTOMIZED PRICING

Differentiated price per customer  
Alternative monetization model

## DIFFERENTIATING OFFER

Push supplier innovation including connected products  
Customer digital support  
Multi-vendor approach  
Own brand

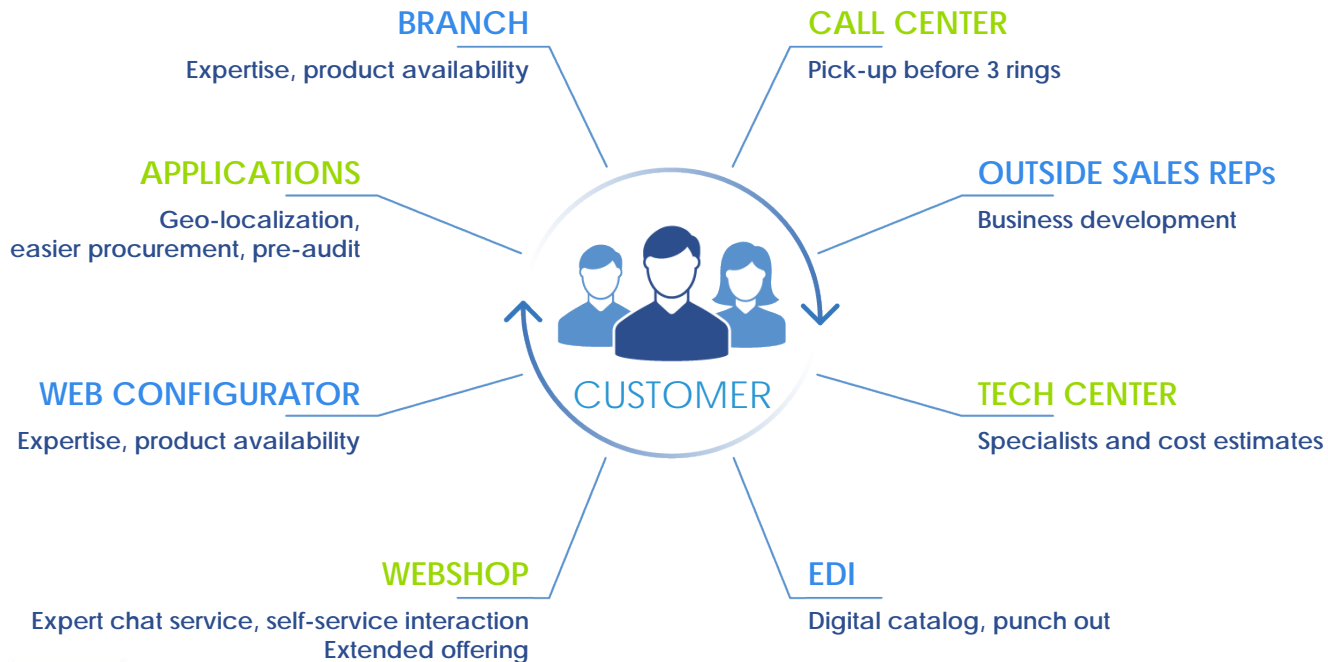
## PROXIMITY & SEGMENTED LOGISTICS

Availability relying on dense network (DCs + branches)  
24/7 pick-up, lockers...

## MULTI CHANNEL APPROACH

Multiplicity of complementary touchpoints

# Maximizing customer contacts with a multi-channel approach



a world of energy

↓

**2**

**million**

customer contacts every day

↑



# APPENDICES

# Appendix 1 : Segment reporting – Constant and adjusted basis<sup>1</sup>

## GROUP

Constant and adjusted basis (€m)	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
<b>Sales</b>	3,112.6	3,238.8	+4.1%	9,623.5	9,904.7	+2.9%
<i>on a constant basis and same days</i>			+5.2%			+2.8%
<b>Gross profit</b>	745.4	781.5	+4.8%	2,339.3	2,415.4	+3.2%
<i>as a % of sales</i>	23.9%	24.1%	18 bps	24.3%	24.4%	8 bps
Distribution & adm. expenses (incl. depreciation)	(620.1)	(645.6)	+4.1%	(1,939.1)	(1,994.6)	+2.9%
<b>EBITA</b>	125.2	135.8	+8.5%	400.2	420.8	+5.1%
<i>as a % of sales</i>	4.0%	4.2%	17 bps	4.2%	4.2%	9 bps
<b>Headcount (end of period)</b>	-	-	-	27,278	27,763	1.8%

<sup>1</sup> At comparable scope of consolidation and exchange rates and excluding (i) amortization of PPA and (ii) the non-recurring effect related to changes in copper-based cables price.

The non-recurring effect related to changes in copper-based cable price was, at EBITA level and in €m:

Q3 2016	Q3 2017	YTD 2016	YTD 2017
(2.6)	4.0	(14.2)	11.1

# Appendix 1 : Segment reporting – Constant and adjusted basis<sup>1</sup>

## EUROPE

Constant and adjusted basis (€m)	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
<b>Sales</b>	1,671.5	1,752.5	+4.9%	5,226.5	5,379.5	+2.9%
<i>on a constant basis and same days</i>			+6.5%			+3.7%
France	571.3	613.2	+7.3%	1,871.4	1,936.5	+3.5%
<i>on a constant basis and same days</i>			+9.1%			+4.6%
United Kingdom	217.3	208.6	-4.0%	666.6	648.5	-2.7%
<i>on a constant basis and same days</i>			-2.4%			-2.2%
Germany	208.5	216.6	+3.9%	598.1	617.7	+3.3%
<i>on a constant basis and same days</i>			+5.5%			+3.8%
Scandinavia	217.2	233.8	+7.6%	671.6	709.7	+5.7%
<i>on a constant basis and same days</i>			+9.4%			+6.2%
<b>Gross profit</b>	440.8	459.4	+4.2%	1,403.3	1,441.7	+2.7%
<i>as a % of sales</i>	26.4%	26.2%	-16 bps	26.9%	26.8%	-5 bps
Distribution & adm. expenses (incl. depreciation)	(359.2)	(369.8)	+3.0%	(1,122.3)	(1,144.1)	+1.9%
<b>EBITA</b>	81.6	89.6	+9.8%	281.0	297.6	+5.9%
<i>as a % of sales</i>	4.9%	5.1%	23 bps	5.4%	5.5%	16 bps
<b>Headcount (end of period)</b>	-	-	-	15,901	15,856	-0.3%

# Appendix 1 : Segment reporting – Constant and adjusted basis<sup>1</sup>

## NORTH AMERICA

Constant and adjusted basis (€m)	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
<b>Sales</b>	1,121.1	1,152.2	+2.8%	3,426.8	3,553.5	+3.7%
<i>on a constant basis and same days</i>			+3.3%			+2.1%
United States	860.9	896.9	+4.2%	2,672.9	2,797.1	+4.6%
<i>on a constant basis and same days</i>			+4.3%			+2.5%
Canada	260.2	255.3	-1.9%	753.8	756.5	+0.3%
<i>on a constant basis and same days</i>			-0.4%			+0.9%
<b>Gross profit</b>	247.4	263.0	+6.3%	758.4	800.3	+5.5%
<i>as a % of sales</i>	22.1%	22.8%	76 bps	22.1%	22.5%	39 bps
Distribution & adm. expenses (incl. depreciation)	(199.5)	(215.5)	+8.0%	(627.9)	(671.6)	+7.0%
<b>EBITA</b>	47.9	47.5	-0.8%	130.5	128.7	-1.4%
<i>as a % of sales</i>	4.3%	4.1%	-15 bps	3.8%	3.6%	-19 bps
<b>Headcount (end of period)</b>	-	-	-	7,917	8,414	6.2%



# Appendix 1 : Segment reporting – Constant and adjusted basis<sup>1</sup>

## ASIA-PACIFIC

Constant and adjusted basis (€m)	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
<b>Sales</b>	320.0	<b>334.1</b>	<b>+4.4%</b>	970.3	<b>971.6</b>	<b>+0.1%</b>
<i>on a constant basis and same days</i>			<b>+5.1%</b>			<b>+0.6%</b>
China	112.4	<b>123.2</b>	<b>+9.6%</b>	323.0	<b>354.0</b>	<b>+9.6%</b>
<i>on a constant basis and same days</i>			<b>+9.6%</b>			<b>+9.6%</b>
Australia	128.8	<b>140.1</b>	<b>+8.8%</b>	387.0	<b>402.0</b>	<b>+3.9%</b>
<i>on a constant basis and same days</i>			<b>+10.2%</b>			<b>+4.3%</b>
New Zealand	33.4	<b>30.8</b>	<b>-7.6%</b>	97.5	<b>89.6</b>	<b>-8.0%</b>
<i>on a constant basis and same days</i>			<b>-6.2%</b>			<b>-7.5%</b>
<b>Gross Profit</b>	57.2	<b>59.1</b>	<b>+3.4%</b>	177.6	<b>173.5</b>	<b>-2.3%</b>
<i>as a % of sales</i>	17.9%	17.7%	-18 bps	18.3%	17.9%	-45 bps
Distribution & adm. expenses (incl. depreciation)	(53.9)	(54.9)	+1.8%	(166.2)	(167.7)	+0.9%
<b>EBITA</b>	3.3	<b>4.2</b>	<b>+28.4%</b>	11.3	<b>5.7</b>	<b>-49.5%</b>
<i>as a % of sales</i>	1.0%	1.3%	24 bps	1.2%	0.6%	-58 bps
<b>Headcount (end of period)</b>	-	-	-	3,215	<b>3,269</b>	<b>1.7%</b>

## Appendix 2 : Consolidated Income statement

Reported basis (€m)	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
<b>Sales</b>	<b>3,193.9</b>	<b>3,238.8</b>	<b>1.4%</b>	<b>9,704.4</b>	<b>9,904.7</b>	<b>2.1%</b>
<b>Gross profit</b>	<b>760.0</b>	<b>785.4</b>	<b>3.3%</b>	<b>2,339.5</b>	<b>2,426.7</b>	<b>3.7%</b>
<i>as a % of sales</i>	23.8%	24.2%		24.1%	24.5%	
Distribution & adm. expenses (excl. depreciation)	(611.0)	(621.1)	1.6%	(1,882.2)	(1,920.9)	2.1%
<b>EBITDA</b>	<b>148.9</b>	<b>164.2</b>	<b>10.3%</b>	<b>457.3</b>	<b>505.8</b>	<b>10.6%</b>
<i>as a % of sales</i>	4.7%	5.1%		4.7%	5.1%	
Depreciation	(24.0)	(24.4)		(71.5)	(74.0)	
<b>EBITA</b>	<b>124.9</b>	<b>139.8</b>	<b>12.0%</b>	<b>385.8</b>	<b>431.8</b>	<b>11.9%</b>
<i>as a % of sales</i>	3.9%	4.3%		4.0%	4.4%	
Amortization of intangibles resulting from purchase price allocation	(4.5)	(4.6)		(13.7)	(14.3)	
<b>Operating income bef. other inc. and exp.</b>	<b>120.4</b>	<b>135.1</b>	<b>12.2%</b>	<b>372.1</b>	<b>417.4</b>	<b>12.2%</b>
<i>as a % of sales</i>	3.8%	4.2%		3.8%	4.2%	
Other income and expenses	(12.9)	(6.5)		(44.9)	(56.4)	
<b>Operating income</b>	<b>107.4</b>	<b>128.6</b>	<b>19.7%</b>	<b>327.1</b>	<b>361.1</b>	<b>10.4%</b>
Financial expenses (net)	(37.2)	(27.5)		(114.1)	(90.8)	
<b>Net income (loss) before income tax</b>	<b>70.2</b>	<b>101.1</b>	<b>43.9%</b>	<b>213.0</b>	<b>270.2</b>	<b>26.9%</b>
Income tax	(32.7)	(34.0)		(79.7)	(106.7)	
<b>Net income (loss)</b>	<b>37.6</b>	<b>67.1</b>	<b>78.7%</b>	<b>133.4</b>	<b>163.6</b>	<b>22.6%</b>

## Appendix 2 : Adjusted EBITA bridge and Recurring net income

### BRIDGE BETWEEN OPERATING INCOME BEFORE OTHER INCOME AND EXPENSES AND ADJUSTED EBITA

in €m	Q3 2016	Q3 2017	YTD 2016	YTD 2017
Operating income before other income and other expenses	120.4	135.1	372.1	417.4
Change in scope of consolidation	0.1	0.0	1.3	0.0
Foreign exchange effects	(2.3)	0.0	(1.0)	0.0
Non-recurring effect related to copper	2.6	(4.0)	14.2	-11.1
Amortization of intangibles assets resulting from PPA	4.5	4.6	13.7	14.3
<b>Adjusted EBITA on a constant basis</b>	<b>125.2</b>	<b>135.8</b>	<b>400.2</b>	<b>420.8</b>

### BRIDGE BETWEEN REPORTED NET INCOME AND RECURRING NET INCOME

in €m	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
Reported net income	37.6	67.1	+78.7%	133.4	163.6	+22.6%
Non-recurring copper effect	2.7	(4.0)		14.1	(11.1)	
Other expense & income	12.9	6.5		44.9	56.4	
Financial expense	7.1	0.0		17.1	6.3	
Tax expense	(6.8)	(0.9)		(22.0)	(7.1)	
<b>Recurring net income</b>	<b>53.5</b>	<b>68.8</b>	<b>+28.8%</b>	<b>187.5</b>	<b>208.2</b>	<b>+11.0%</b>

## Appendix 2 : Sales and profitability by segment – reported basis

Reported basis (€m)	Q3 2016	Q3 2017	Change	YTD 2016	YTD 2017	Change
<b>Sales</b>	<b>3,193.9</b>	<b>3,238.8</b>	<b>+1.4%</b>	<b>9,704.4</b>	<b>9,904.7</b>	<b>+2.1%</b>
Europe	1,687.7	1,752.5	+3.8%	5,329.1	5,379.5	+0.9%
North America	1,171.8	1,152.2	-1.7%	3,408.2	3,553.5	+4.3%
Asia-Pacific	334.5	334.1	-0.1%	967.1	971.6	+0.5%
<b>Gross profit</b>	<b>760.0</b>	<b>785.4</b>	<b>+3.3%</b>	<b>2,339.5</b>	<b>2,426.7</b>	<b>+3.7%</b>
Europe	445.6	461.6	+3.6%	1,421.5	1,449.3	+2.0%
North America	255.0	264.7	+3.8%	742.9	803.9	+8.2%
Asia-Pacific	59.3	59.1	-0.4%	175.1	173.5	-0.9%
<b>EBITA</b>	<b>124.9</b>	<b>139.8</b>	<b>+12.0%</b>	<b>385.8</b>	<b>431.8</b>	<b>+11.9%</b>
Europe	83.0	91.8	+10.6%	278.3	305.0	+9.6%
North America	46.1	49.2	+6.8%	119.2	132.3	+11.0%
Asia-Pacific	3.3	4.2	26.6%	10.8	5.7	-47.2%

## Appendix 2 : Consolidated balance sheet<sup>1</sup>

Assets (€m)	December 31, 2016	September 30, 2017
Goodwill	4,300.2	4,097.8
Intangible assets	1,109.5	1,062.8
Property, plant & equipment	282.4	269.8
Long-term investments	41.8	39.0
Deferred tax assets	128.4	91.5
<b>Total non-current assets</b>	<b>5,862.3</b>	<b>5,561.0</b>
Inventories	1,579.3	1,589.8
Trade receivables	2,187.3	2,264.8
Other receivables	513.1	535.0
Assets classified as held for sale	0.3	0.0
Cash and cash equivalents	619.3	396.6
<b>Total current assets</b>	<b>4,899.3</b>	<b>4,786.2</b>
<b>Total assets</b>	<b>10,761.6</b>	<b>10,347.2</b>

Liabilities (€m)	December 31, 2016	September 30, 2017
<b>Total equity</b>	<b>4,383.3</b>	<b>4,265.3</b>
Long-term debt	2,195.1	2,113.7
Deferred tax liabilities	240.0	198.8
Other non-current liabilities	423.2	384.4
<b>Total non-current liabilities</b>	<b>2,858.3</b>	<b>2,696.9</b>
Interest bearing debt & accrued int.	610.0	670.1
Trade payables	2,179.0	2,017.1
Other payables	37.5	27.4
Liabilities rel. to assets held for sale	693.5	670.4
<b>Total current liabilities</b>	<b>3,519.9</b>	<b>3,385.0</b>
<b>Total liabilities</b>	<b>6,378.3</b>	<b>6,081.8</b>
<b>Total equity &amp; liabilities</b>	<b>10,761.6</b>	<b>10,347.2</b>

<sup>1</sup> Net debt includes Debt hedge derivatives for €(12.3)m at December 31, 2016 and €(32.1)m at September 30, 2017.  
It also includes accrued interest receivables for €(0.9)m at December 31, 2016 and for €(1.8)m at September 30, 2017.

## Appendix 2 : Change in net debt

€m	Q3 2016	Q3 2017	YTD 2016	YTD 2017
<b>EBITDA</b>	<b>148.9</b>	<b>164.2</b>	<b>457.3</b>	<b>505.8</b>
Other operating revenues & costs <sup>(1)</sup>	(18.7)	(10.3)	(52.6)	(55.1)
<b>Operating cash-flow</b>	<b>130.2</b>	<b>153.9</b>	<b>404.7</b>	<b>450.7</b>
Change in working capital	(75.8)	(33.3)	(300.2)	(353.5)
Net capital expenditure, of which:	(23.3)	(24.6)	(80.1)	(77.6)
<i>Gross capital expenditure</i>	(31.4)	(25.3)	(84.8)	(76.7)
<i>Disposal of fixed assets &amp; other</i>	4.9	1.1	10.8	2.5
<b>Free cash-flow from continuing op. before int. &amp; tax</b>	<b>31.2</b>	<b>96.0</b>	<b>24.4</b>	<b>19.6</b>
Net interest paid / received	(28.5)	(25.5)	(92.0)	(77.3)
Income tax paid	(12.1)	(27.8)	(46.4)	(91.3)
<b>Free cash-flow from continuing op. after int. &amp; tax</b>	<b>(9.4)</b>	<b>42.7</b>	<b>(114.0)</b>	<b>(149.0)</b>
Net financial investment	(4.2)	(2.8)	(93.6)	1.4
Dividends paid	(120.3)	(120.8)	(120.3)	(120.8)
Net change in equity	1.7	2.4	1.5	1.9
Other	(8.7)	(2.0)	(17.2)	(11.9)
Currency exchange variation	10.0	33.8	31.4	97.7
<b>Decrease (increase) in net debt</b>	<b>(130.8)</b>	<b>(46.6)</b>	<b>(312.3)</b>	<b>(180.7)</b>
<b>Net debt at the beginning of the period</b>	<b>2,380.2</b>	<b>2,306.7</b>	<b>2,198.7</b>	<b>2,172.6</b>
<b>Net debt at the end of the period</b>	<b>2,511.0</b>	<b>2,353.3</b>	<b>2,511.0</b>	<b>2,353.3</b>

(1) Includes restructuring outflows of :

- €9.9m in Q3 2017 vs. €14.1m in Q3 2016
- €38.8m in 9m 2017 vs. €32.6m in 9m 2016.

## Appendix 3 : Working capital

Constant basis	September 30, 2016	September 30, 2017
Net inventories		
<i>as a % of sales 12 rolling months</i>	11.7%	12.2%
<i>as a number of days</i>	54.8	56.8
Net trade receivables		
<i>as a % of sales 12 rolling months</i>	17.1%	17.3%
<i>as a number of days</i>	54.6	54.1
Net trade payables		
<i>as a % of sales 12 rolling months</i>	15.0%	15.2%
<i>as a number of days</i>	62.0	61.0
Trade working capital		
<i>as a % of sales 12 rolling months</i>	13.8%	14.3%
Total working capital		
<i>as a % of sales 12 rolling months</i>	12.4%	12.8%

## Appendix 4 : Headcount and branch evolution

FTEs at end of period comparable	30/09/2016	31/12/16	30/09/17	Year-on-Year Change
Europe	15,901	15,778	15,856	-0.3%
USA	5,852	5,935	6,350	8.5%
Canada	2,065	2,068	2,064	0.0%
North America	7,917	8,003	8,414	6.2%
Asia-Pacific	3,215	3,260	3,269	1.7%
Other	245	241	223	-9.0%
Group	27,278	27,282	27,763	1.8%

Branches comparable	30/09/2016	31/12/16	30/09/17	Year-on-Year Change
Europe	1,198	1,196	1,186	-1.0%
USA	369	372	380	3.0%
Canada	191	188	189	-1.0%
North America	560	3	569	1.6%
Asia-Pacific	274	276	272	-0.7%
Group	2,032	2,032	2,027	-0.2%



## Appendix 5 : Calendar, scope and change effects on sales

Based on the assumption of the following average exchange rates:

1 €	=	1.12	USD
1 €	=	1.51	CAD
1 €	=	1.51	AUD
1 €	=	0.87	GBP

and based on acquisitions to date, 2016 sales should take into account the following estimated impacts to be comparable to 2017 :

	Q1 actual	Q2 actual	Q3 actual	Q4 est	FY est
<b>Scope effect at Group level</b>	<b>-26.0</b>	<b>-12.9</b>	<b>-4.0</b>	<b>-6.4</b>	<b>-49.3</b>
<i>as% of 2016 sales</i>	<i>-0.8%</i>	<i>-0.4%</i>	<i>-0.1%</i>	<i>-0.2%</i>	<i>-0.4%</i>
<b>Currency effect at Group level*</b>	<b>37.2</b>	<b>2.2</b>	<b>-77.3</b>	<b>-126.8</b>	<b>-164.8</b>
<i>as% of 2016 sales</i>	<i>1.2%</i>	<i>0.1%</i>	<i>-2.4%</i>	<i>-3.7%</i>	<i>-1.3%</i>
<b>Calendar effect at Group level</b>	<b>4.1%</b>	<b>-2.6%</b>	<b>-1.1%</b>	<b>-2.5%</b>	<b>-0.6%</b>
Europe	3.6%	-4.3%	-1.7%	-0.6%	-0.7%
USA	6.8%	0.2%	-0.2%	-7.4%	-0.4%
Canada	1.6%	-1.6%	-1.5%	0.0%	-0.4%
North America	5.6%	-0.2%	-0.5%	-6.0%	-0.4%
Asia	0.4%	-1.6%	0.6%	-0.8%	-0.4%
Pacific	3.3%	-2.9%	-1.4%	-0.1%	-0.4%
Asia-Pacific	1.7%	-2.3%	-0.7%	-0.4%	-0.4%

\* estimations made at Aug. 31, 2017 closing exchange rate

## Appendix 6 : Analysis of change in Q3 and 9m revenues (€m)

Q3	Europe	North America	Asia-Pacific	Group
<b>Reported sales 2016</b>	<b>1,687.7</b>	<b>1,171.8</b>	<b>334.5</b>	<b>3,193.9</b>
+/- Net currency effect	-1.0%	-4.3%	-3.1%	-2.4%
+/- Net scope effect	0.0%	0.0%	-1.2%	-0.1%
<b>= Comparable sales 2016</b>	<b>1,671.5</b>	<b>1,121.1</b>	<b>320.0</b>	<b>3,112.6</b>
<b>+/- Actual-day organic growth, of which:</b>	<b>4.9%</b>	<b>2.8%</b>	<b>4.4%</b>	<b>+4.1%</b>
<i>Constant-same day excl. copper</i>	4.7%	1.9%	5.1%	+3.7%
<i>Copper effect</i>	1.8%	1.3%	0.0%	+1.5%
<b>Constant-same day incl. copper</b>	<b>6.5%</b>	<b>3.3%</b>	<b>5.1%</b>	<b>+5.2%</b>
Calendar effect	-1.7%	-0.5%	-0.7%	-1.1%
<b>= Reported sales 2017</b>	<b>1,752.5</b>	<b>1,152.2</b>	<b>334.1</b>	<b>3,238.8</b>
YoY change	3.8%	-1.7%	-0.1%	+1.4%

9m	Europe	North America	Asia-Pacific	Group
<b>Reported sales 2016</b>	<b>5,329.1</b>	<b>3,408.2</b>	<b>967.1</b>	<b>9,704.4</b>
+/- Net currency effect	-1.2%	0.5%	0.9%	-0.4%
+/- Net scope effect	-0.8%	0.1%	-0.5%	-0.4%
<b>= Comparable sales 2016</b>	<b>5,226.5</b>	<b>3,426.8</b>	<b>970.3</b>	<b>9,623.5</b>
<b>+/- Actual-day organic growth, of which:</b>	<b>2.9%</b>	<b>3.7%</b>	<b>0.1%</b>	<b>+2.9%</b>
<i>Constant-same day excl. copper</i>	2.1%	1.1%	0.6%	1.6%
<i>Copper effect</i>	1.6%	1.1%	0.0%	1.2%
<b>Constant-same day incl. copper</b>	<b>3.7%</b>	<b>2.1%</b>	<b>0.6%</b>	<b>+2.8%</b>
Calendar effect	-0.8%	1.6%	-0.4%	0.1%
<b>= Reported sales 2017</b>	<b>5,379.5</b>	<b>3,553.5</b>	<b>971.6</b>	<b>9,904.7</b>
YoY change	0.9%	4.3%	0.5%	+2.1%

## Appendix 7 : Historical copper price evolution



USD/t	Q1	Q2	Q3	Q4	FY
2015	5,801	6,058	5,275	4,882	5,493
2016	4,669	4,730	4,793	5,291	4,870
2017	5,855	5,692	6,384		
2015 vs. 2014	-17%	-10%	-24%	-26%	-20%
2016 vs. 2015	-20%	-22%	-9%	+8%	-11%
2017 vs. 2016	+25%	+20%	+33%		

€/t	Q1	Q2	Q3	Q4	FY
2015	5,154	5,483	4,751	4,455	4,951
2016	4,237	4,187	4,293	4,911	4,407
2017	5,498	5,168	5,434		
2015 vs. 2014	1%	11%	-10%	-15%	-4%
2016 vs. 2015	-18%	-24%	-10%	+10%	-11%
2017 vs. 2016	+30%	+23%	+27%		

## Financial Calendar

February 14, 2018  
Q4 & FY 2017 results

## Contacts

- INVESTORS & ANALYSTS

**Ludovic DEBAILLEUX** - [ludovic.debailleux@rexel.com](mailto:ludovic.debailleux@rexel.com)

Tel: +33 1 42 85 76 12

**Florence MEILHAC** - [florence.meilhac@rexel.com](mailto:florence.meilhac@rexel.com)

Tel: +33 1 42 85 57 61

- PRESS

**Elsa LAVERSANNE** - [elsa.laversanne@rexel.com](mailto:elsa.laversanne@rexel.com)

Tel: +33 1 42 85 58 08

**Brunswick - Thomas KAMM** - [tkamm@brunswickgroup.com](mailto:tkamm@brunswickgroup.com)

Tel: +33 1 53 96 83 92

# Disclaimer

The Group is exposed to fluctuations in copper prices in connection with its distribution of cable products. Cables accounted for approximately 14% of the Group's sales, and copper accounts for approximately 60% of the composition of cables. This exposure is indirect since cable prices also reflect copper suppliers' commercial policies and the competitive environment in the Group's markets. Changes in copper prices have an estimated so-called "recurring" effect and an estimated so called "non-recurring" effect on the Group's performance, assessed as part of the monthly internal reporting process of the Rexel Group:

- the recurring effect related to the change in copper-based cable prices corresponds to the change in value of the copper part included in the sales price of cables from one period to another. This effect mainly relates to the Group's sales;
- the non-recurring effect related to the change in copper-based cables prices corresponds to the effect of copper price variations on the sales price of cables between the time they are purchased and the time they are sold, until all such inventory has been sold (direct effect on gross profit). Practically, the non-recurring effect on gross profit is determined by comparing the historical purchase price for copper-based cable and the supplier price effective at the date of the sale of the cables by the Rexel Group. Additionally, the non-recurring effect on EBITA corresponds to the non-recurring effect on gross profit, which may be offset, when appropriate, by the non-recurring portion of changes in the distribution and administrative expenses.

The impact of these two effects is assessed for as much of the Group's total cable sales as possible, over each period. Group procedures require that entities that do not have the information systems capable of such exhaustive calculations to estimate these effects based on a sample representing at least 70% of the sales in the period. The results are then extrapolated to all cables sold during the period for that entity. Considering the sales covered, the Rexel Group considers such estimates of the impact of the two effects to be reasonable.

This document may contain statements of future expectations and other forward-looking statements. By their nature, they are subject to numerous risks and uncertainties, including those described in the Document de Référence registered with the French Autorité des Marchés Financiers (AMF) on March 31, 2017 under number D 17-0272. These forward-looking statements are not guarantees of Rexel's future performance. Rexel's actual results of operations, financial condition and liquidity as well as development of the industry in which Rexel operates may differ materially from those made in or suggested by the forward-looking statements contained in this release. The forward-looking statements contained in this communication speak only as of the date of this communication and Rexel does not undertake, unless required by law or regulation, to update any of the forward-looking statements after this date to conform such statements to actual results, to reflect the occurrence of anticipated results or otherwise.

The market and industry data and forecasts included in this document were obtained from internal surveys, estimates, experts and studies, where appropriate, as well as external market research, publicly available information and industry publications. Rexel, its affiliates, directors, officers, advisors and employees have not independently verified the accuracy of any such market and industry data and forecasts and make no representations or warranties in relation thereto. Such data and forecasts are included herein for information purposes only.

This document includes only summary information and must be read in conjunction with Rexel's Document de Référence registered with the AMF on March 31, 2017 under number D 17-0272, as well as the consolidated financial statements and activity report for the 2016 fiscal year, which may be obtained from Rexel's website ([www.rexel.com](http://www.rexel.com)).