

Sonepar Announces Record 2022 Results

Paris, March 23, 2023 - 2022 will be remembered as the best year in Sonepar's history. We delivered best-in-class performance in our industry. The Group broke a new record with sales of 32.4 billion euros, +28% compared to 2021, and 18.5% autonomous growth.

Sonepar won market share in most of the countries in which we operate, completed 20 acquisitions and welcomed 2,100 new associates into the Sonepar family: a warm welcome to all of them!

2022 will also be remembered as a year of acceleration in terms of Sonepar's transformation as we entered the new "Leverage" phase. Sonepar is investing over 2 billion euros to have the world's best automated supply chain in our industry and a further 1 billion euros in our global digital platform all whilst reducing our CO₂ emissions and waste to limit global warming to 1.5°C.

We are modernizing our supply chain and deploying the first omnichannel platform in the distribution industry, called Spark. We made significant progress in both fields with the first automated central distribution centers opening in the USA at Cooper Electric and North Coast and the launch of Spark in Belgium, France, Italy and Norway.

Our people are what makes our business so unique. In 2022, 88% of associates affirmed they are proud of what Sonepar does. We continued to attract new talents in supply chain, in digital and many other areas to support our ambition transformation. Sonepar's goal is to build an inclusive organization leveraging all our differences as strengths to power sustainable performance. In 2022, the Sonepar Group received the Gender Equality European & International Standard label (GEEIS).

Finally, we accelerated our sustainability agenda in 2022. Sonepar launched its Green Offer to allow customers to purchase products based on a sustainability rating, enabling them to lower the building industry carbon footprint. We are also proud to have our greenhouse gas emission reduction targets validated by the Science Based Targets initiative (SBTi).

Here are the official Sonepar Group Key Figures for 2022:

Leading the market:

- 32.4 billion euros sales
- 10 billion euros online sales

- #1 world leader

With a powerful network:

- 44,000 associates
- 40 countries
- 86% engagement rate
- 80 brands
- 2,400 branches
- 170 distribution centers

For a positive impact:

- #1 in sales of energy efficient products
- 230 sustainability initiatives
- 2030 climate targets validated by the SBTi
- Committed to reduce by 2030:
 - Absolute scope 1 and 2 GHG emissions by 46.2%
 - Absolute scope 3 GHG emissions by 13.5%

"In 2022, Sonepar achieved an outstanding performance. Not only are the financial results historic, but we also entered a new phase of our transformation to leverage more actively on a global scale, which will benefit our customers and provide exciting new challenges for our associates. Our 44,000 associates work every day to ensure that Sonepar remains the undisputed world leader in its sector. Sonepar aims to remain the leading B-to-B distributor of electrical products, solutions and related services; serving customers with an omnichannel digital experience, promoting best-in-class sustainability, and ensuring associates a diverse and inclusive working environment with a unique purpose." stated Philippe Delpéch, Sonepar CEO.

About Sonepar

Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions, and related services. Through a dense network of 80 brands spanning 40 countries, the Group has an ambitious transformation agenda to become the first global B-to-B electrical distributor to provide a fully digitalized and synchronized omnichannel experience to all customers. Drawing on the skill and passion of its 44,000 associates, Sonepar had sales of €32.4 billion in 2022. Sonepar makes its customers' lives easier, over the counter, visiting customers, by phone or online – however we're needed. www.sonepar.com



Press Contact

Matt Pothecary, Chief Communications Officer and Sustainability

matt.pothecary@sonepar.com