



GROUPE SEB PRESENTATION

June 2019



- All-Clad
- ARNO
- ASIA
- calor
- clock
- Curtis
- emsa
- esteras
- HEPP
- IMUSA
- ORIGINAL KAISER
- KRUPS
- Legostina
- MAHARAJA WHITELINE
- MIRRO
- Moulinex
- OBH NORDICA
- PANEX
- Rochedo
- Rowenta
- samuraï
- schaerer
- SEB
- Silit
- SUPOR
- T-fal
- Tefal
- UMCO
- WearEver
- WMF

- 1. Groupe SEB in a Nutshell**
- 2. ESG: A committed Group**
- 3. 2018 Annual Results**
- 4. 1st Quarter 2019**
- 5. Appendices**



CONTENT



01

**GROUPE SEB
IN A NUTSHELL**

2018 Key Figures

€6,812m
Sales, + 7.8%
LFL

€695m
Operating Result
from Activity

€419m
Net income

34,000
employees

€247m
Investments in
innovation

+1,300
own
retail stores

41
industrial sites

The World Reference in Small Domestic Equipment

12

products sold
in the world every second

>350

**million products sold every
year** in more than
150 countries

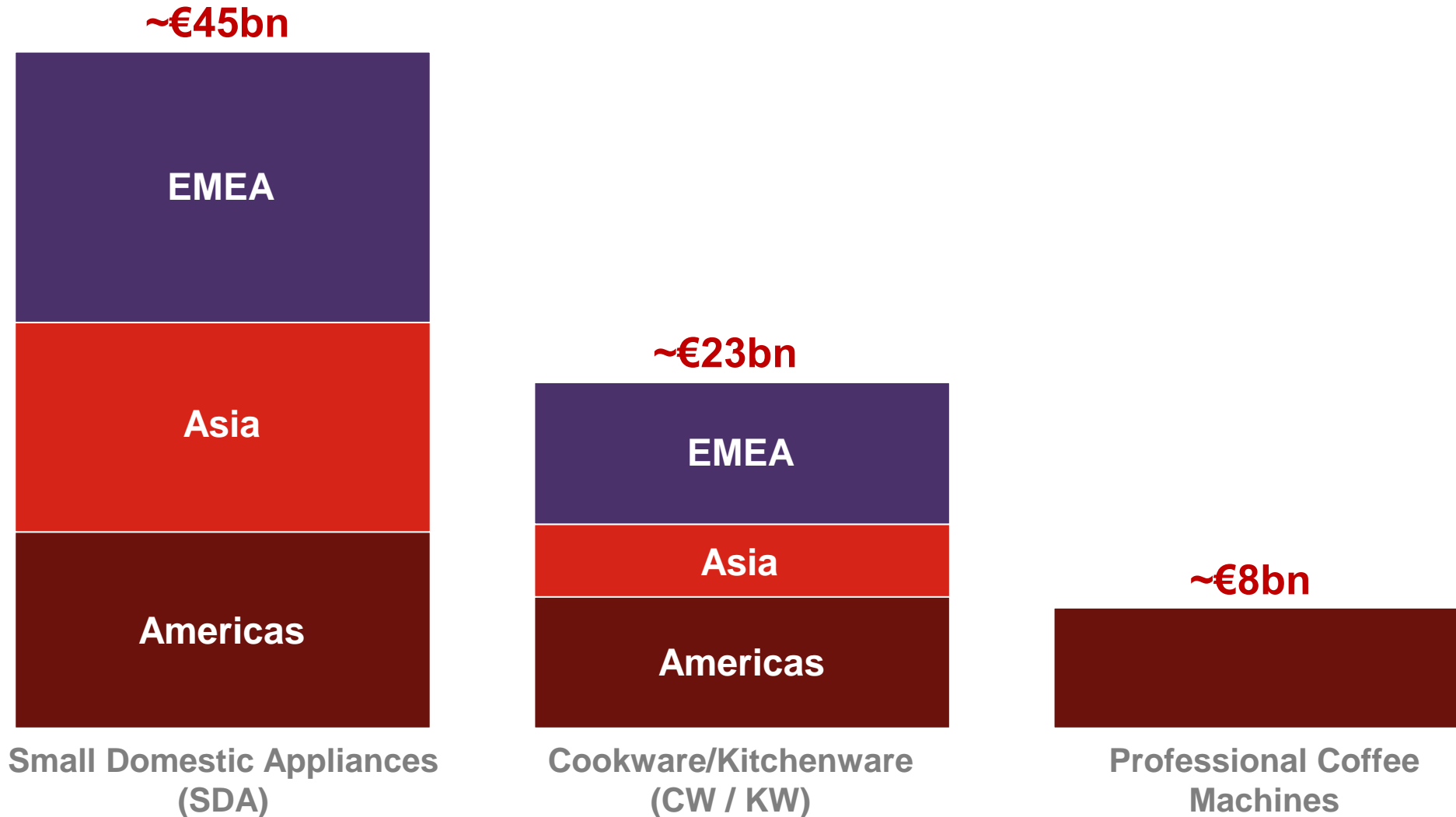
> 25

countries with **leadership
positions**

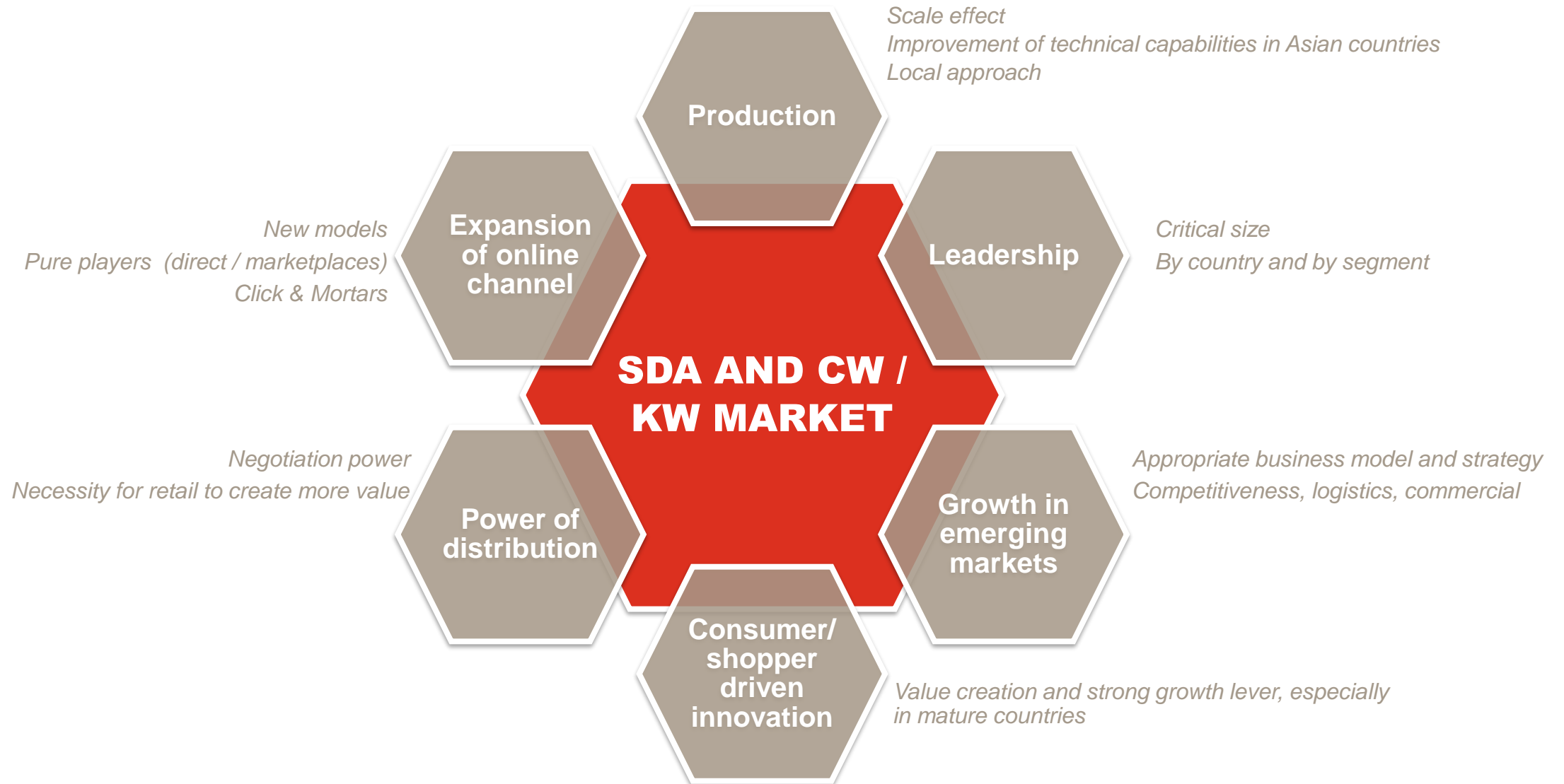


Competing on a playfield exceeding €75bn

Global market sizes and breakdown by geography



Main trends structuring our industry



Groupe SEB: a long-term value-creation Strategy

Focus on growth

Strength and complementarity of our brands

Product innovation

Multi-channel distribution strategy

International expansion

Development in the professional market

Active acquisition strategy



Strengthen our competitiveness

Optimize our industrial facilities...

Optimize purchasing and logistics

Improve industrial productivity

Simplify structures and processes

... and develop our assets

High value technological products manufactured in mature countries

Basic products outsourced

Focus on the circular economy

An exceptional brand portfolio



An extensive and diversified offering, bolstered by innovation

SMALL ELECTRIC APPLIANCES

KITCHEN ELECTRICS



COOKWARE - KITCHENWARE



HOME AND PERSONAL CARE



PROFESSIONAL



A constant focus on innovation



>1,400
people

(R&D, Marketing, Design)



€247m
Investments



492
patents
(worldwide)



**Passion for
Innovation,**
one of the 5 values
of the Group

2018 figures



Seb/Tefal Actifry
Original



Supor
Steam Pro RC



Tefal
Ixeo



Tefal Ingenio
Asteroid



Moulinex
Cookeo Connect +



Rowenta
Air force 560 - Flex



Krups
Evidence



Moulinex
i-Companion



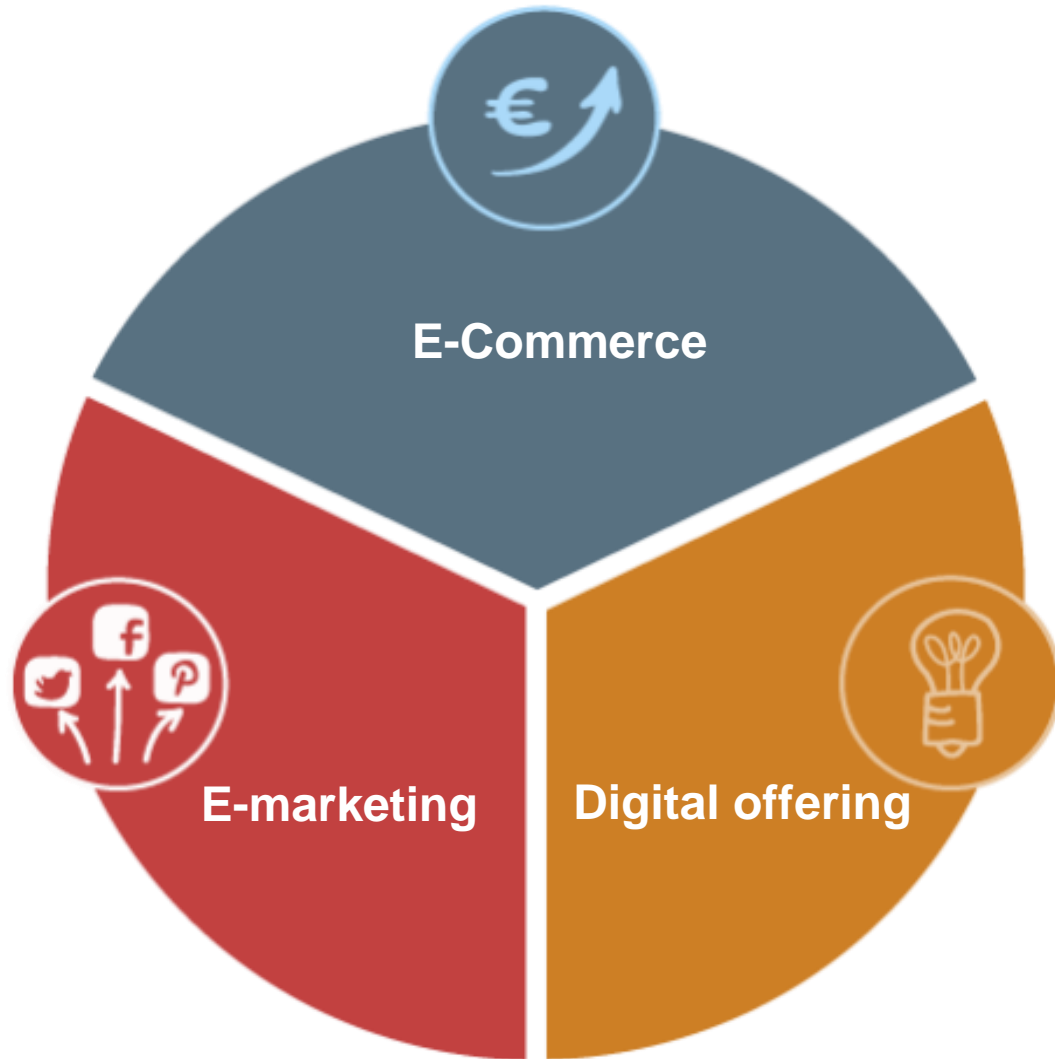
Rowenta
Intense Pure Air



Tefal
Optigrill

Continued digital transformation

E-Commerce



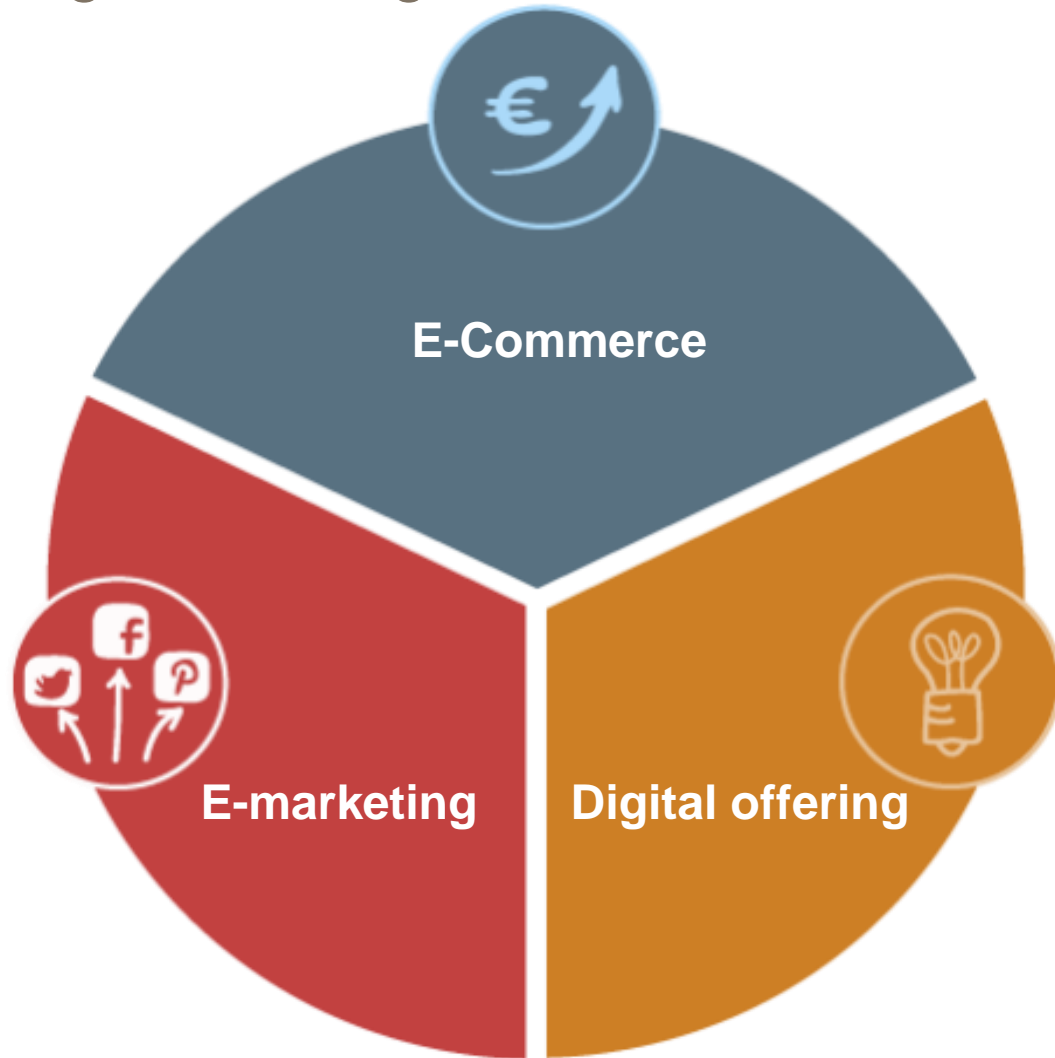
220 retailers connected via our websites

Nearly **25%** of Consumer sales

Broader listings with pure players: **+60%** in 2018

Continued digital transformation

Digital offering



15 connected products launched in 5 years

Cookeo Connect: **25%** of Cookeo sales

Applications: **> 800,000** monthly users

Acquisition of **750g International**

Connected professional machines: **Coffee connect**

Continued digital transformation

E-marketing

Media investment: **>40%** digital

60 million visits on Group websites

Recruitment of data experts: **170** since 2015

Success of **digital communities**:
Cuisine Companion / Cookeo / Cake Factory



Continued digital transformation

Recent success: Cake Factory



1st Facebook brand community dedicated to Cake Factory in September 2018

- **20,000** members in 5 months in the Facebook group
- active community: **4** new conversations a minute

Active influence campaign:

- **350** influencers' posts on Instagram
- **+1 million** people impacted
- **45,000** interactions on influencers' posts

Launch of a Cake Factory **app**

- **36,600** app downloads
- **90%** of app users at least once a week.
- **450** recipes published on the app o/w 250 users recipes

A multi-channel distribution strategy

Mass retail 21 %



Specialists 19 %



Traditional 18 %



Online 25 %

Retour aux résultats



Passez la souris sur l'image pour zoomer

Moulinex Multicuiser Intelligent YY2942FB Cookeo + Connect
Application connectée via Bluetooth

Du 15 avril au 3 juin 2019, jusqu'à 200€ d'ustensiles de cuisine offerts

de Moulinex

★★★★★ 368 commentaires client | 159 questions avec réponses

Voir les offres de ces vendeurs.

4 neufs à partir de EUR 355,00 5 d'occasion à partir de EUR 180,51

Style: Cookeo Connect

Cookeo Connect	Cookeo Gourmet
EUR 227,90	EUR 352,93

- De nouvelles recettes au quotidien, encore plus rapides !
- Le premier multi cuitiseur Connecté, 150 recettes préprogrammées disponibles dans votre C
- Application « Mon Cookeo » : actualisez votre multicast avec de nouvelles recettes et suivez

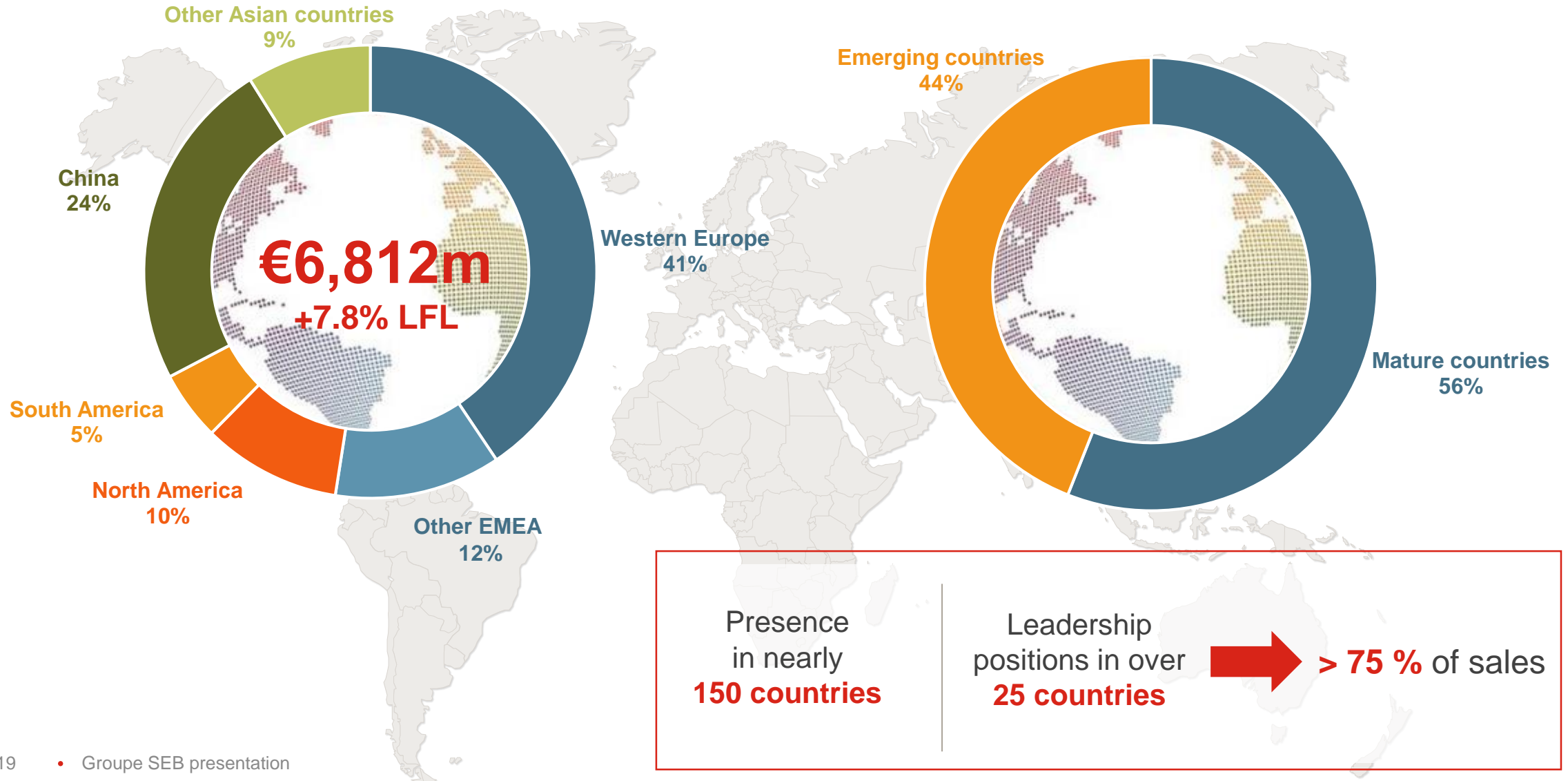
Group retail 7 %



Others 10 %



Worldwide presence

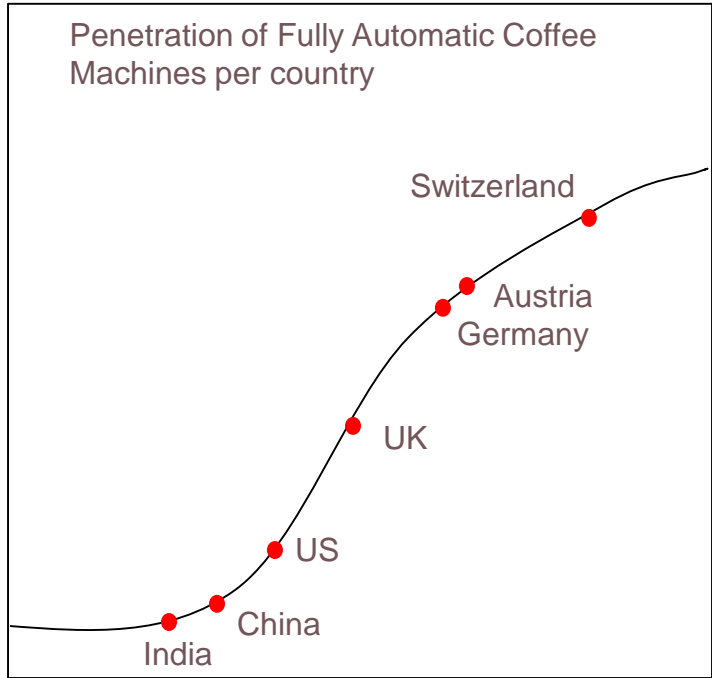
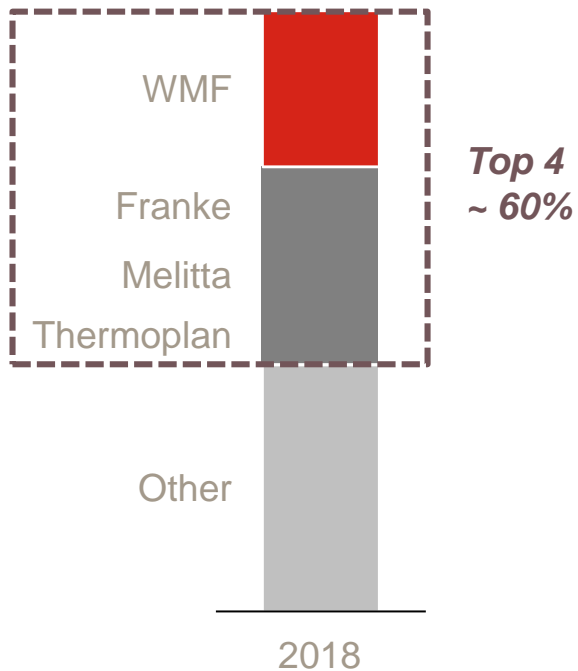


Professional coffee:

new opportunities in espresso full-auto and filter coffee machines

Full autos – around 25% of the global market

Global market Fully Automatic Coffee Machines – "Equipment"

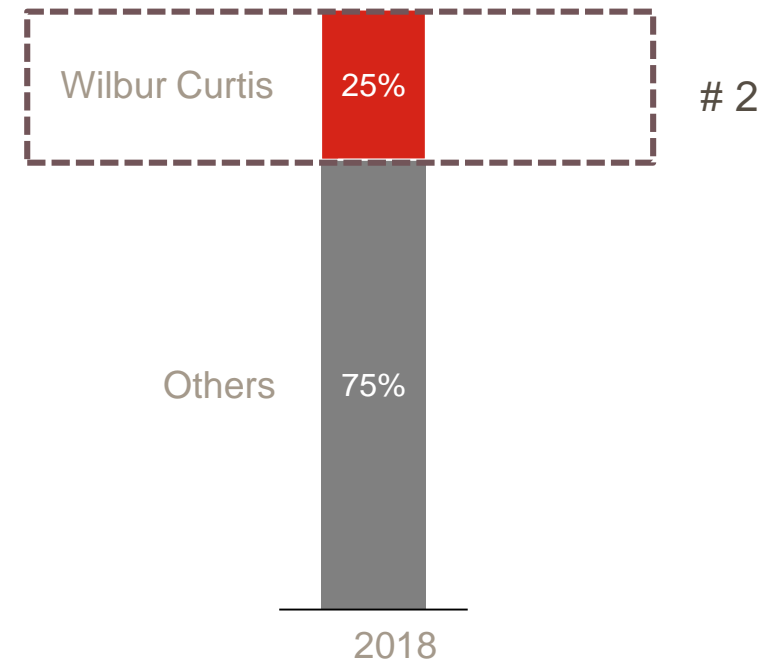


Source: Estin & Co.

A concentrated market with **strong growth potential**

Filter – < 10% of the global market

U.S market Filter Coffee Machines "Equipment"⁽²⁾



Filter coffee: **a long-standing tradition in the US**

1) Including the "Equipment" and "Service" activities

A global approach



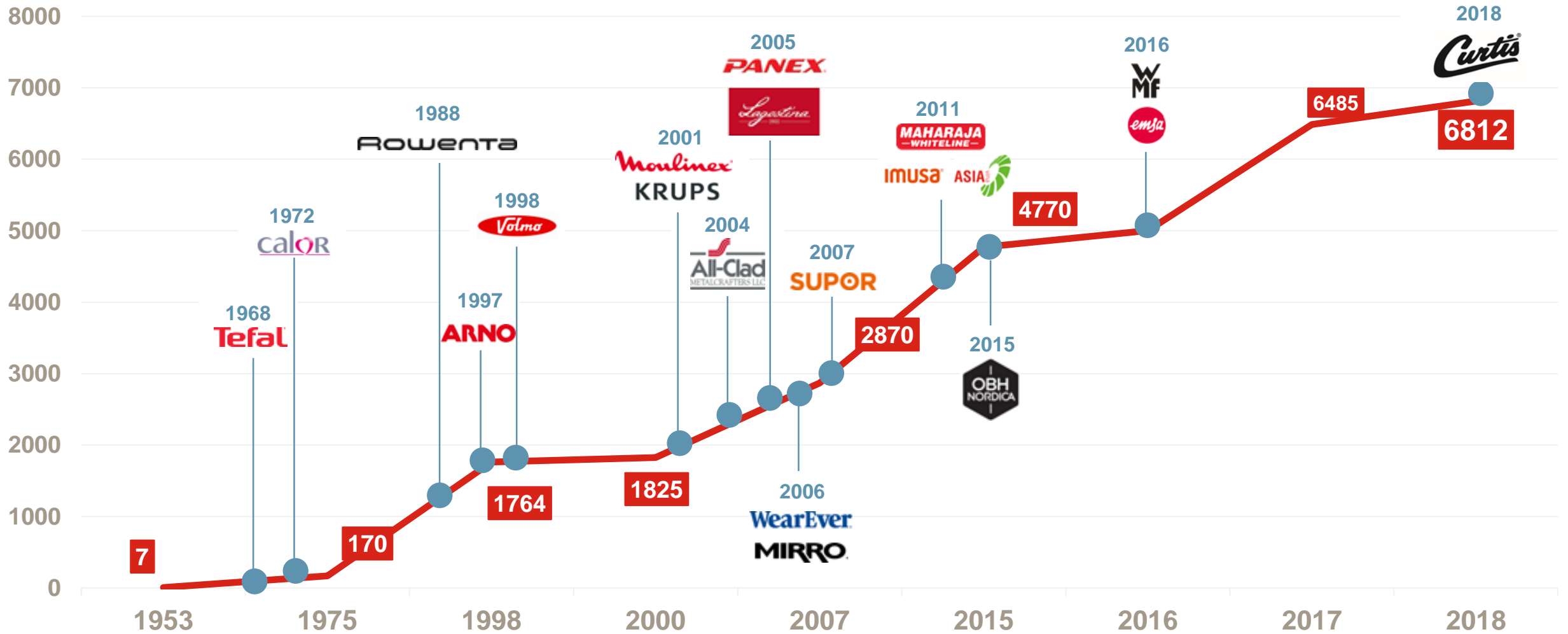
schaerer
swiss coffee competence

WMF

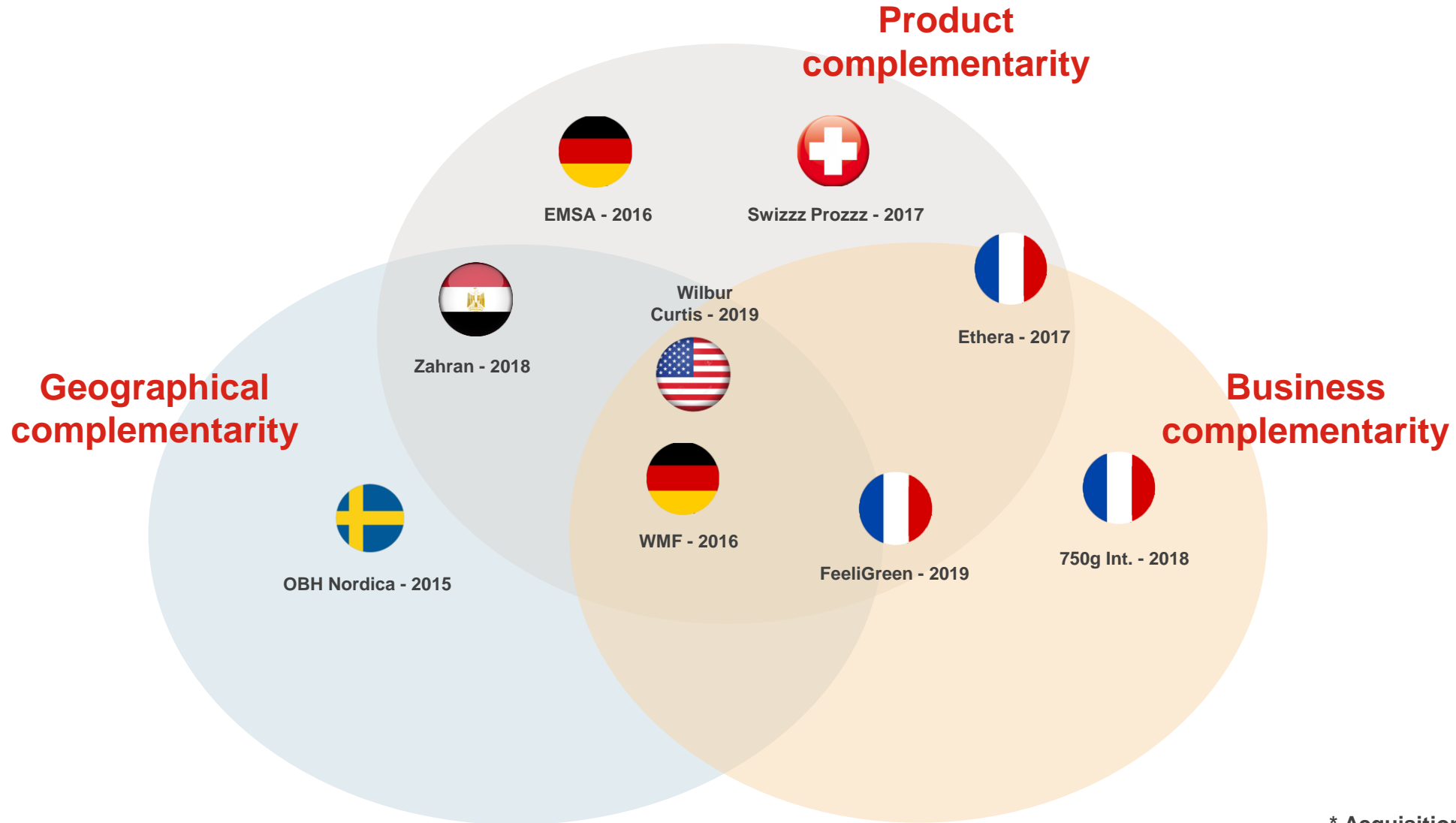
Curtis®



An active acquisition strategy



M&A strategy: focus on complementarity



* Acquisitions of the last 5 years

A worldwide industrial organization

2/3 of products
manufactured in-
house

41 industrial sites

100 %
ISO 14001 certified
entities



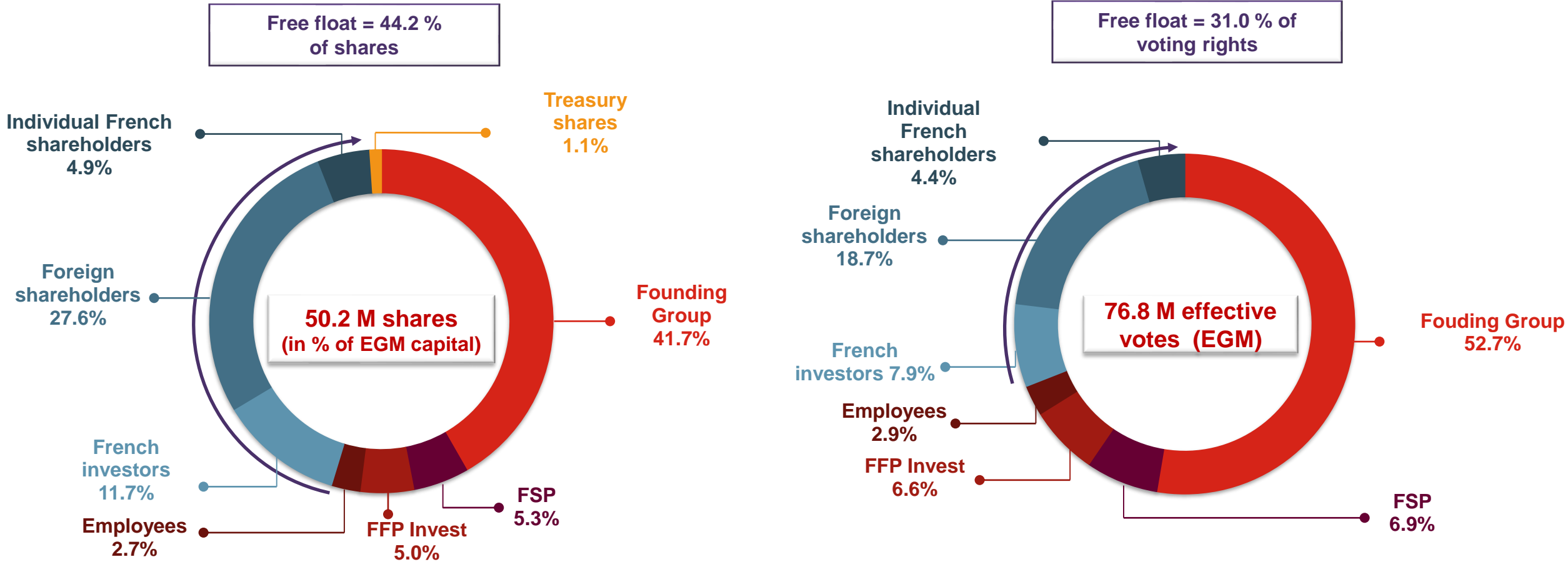
Figures at end 2018



02

**ESG:
A COMMITTED GROUP**

Shareholding structure at 31/12/2018



Groupe SEB Executive Committee

Thierry de La Tour d'Artaise
Chairman and CEO

Stanislas de Gramont
Chief Operating Officer

Vincent Léonard
*Senior Executive VP,
Finance*

Vincent Tai
Executive VP, Asia

Harry Touret
*Senior Executive VP,
Human Resources*

Cyril Buxtorf
Executive VP, EMEA

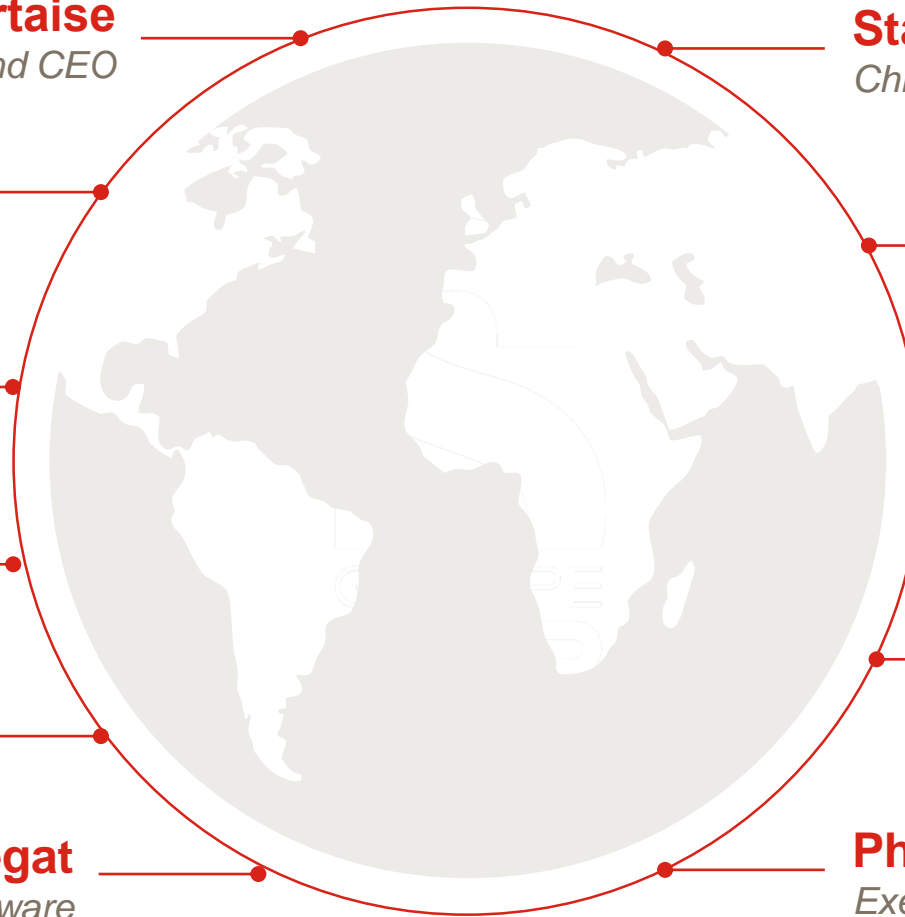
Alain Leroy
*Executive VP,
Industrial Operations*

Martin Zouhar
*Executive VP, North and Central
America*

Olivier Nacache
SDA

Patrick Llobregat
Cookware

Philippe Crevoisier
Executive VP, Products and Innovation



Our values

Global vision
Leadership for change
Determination
Agility



Passion for Products
Innovator
Daring



Pragmatism
Know-how
High standards



Respect
Loyalty
Corporate Social
Responsibility



Shared ambition
Trust
Transparency



Sustainable Development: at the heart of the Group's strategy

Ensuring the Group's ethical principles are respected

Developing territories and community commitment



Creating sustainable innovations to meet consumer needs

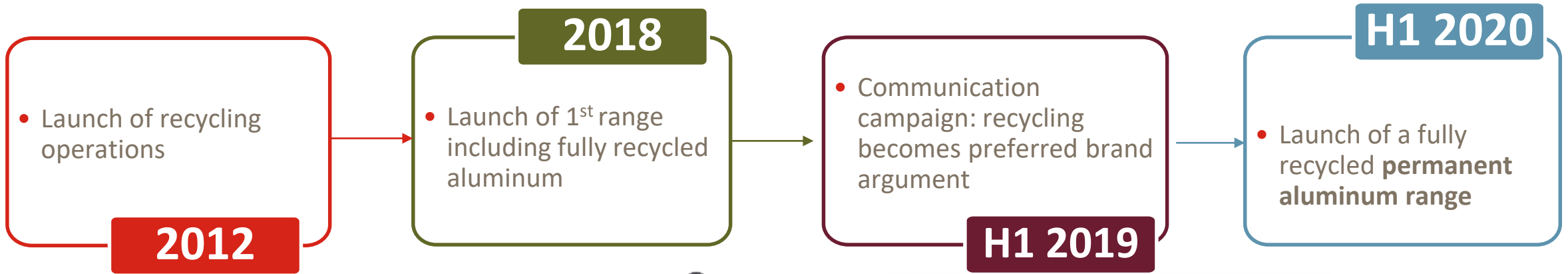
Pursuing a social responsibility policy

Reducing the environmental impact

Recycling to leverage circular economy

Groupe SEB: pioneer in implementing a cookware recycling program in France

- ➔ 20 operations since 2012
- ➔ 1 million products collected



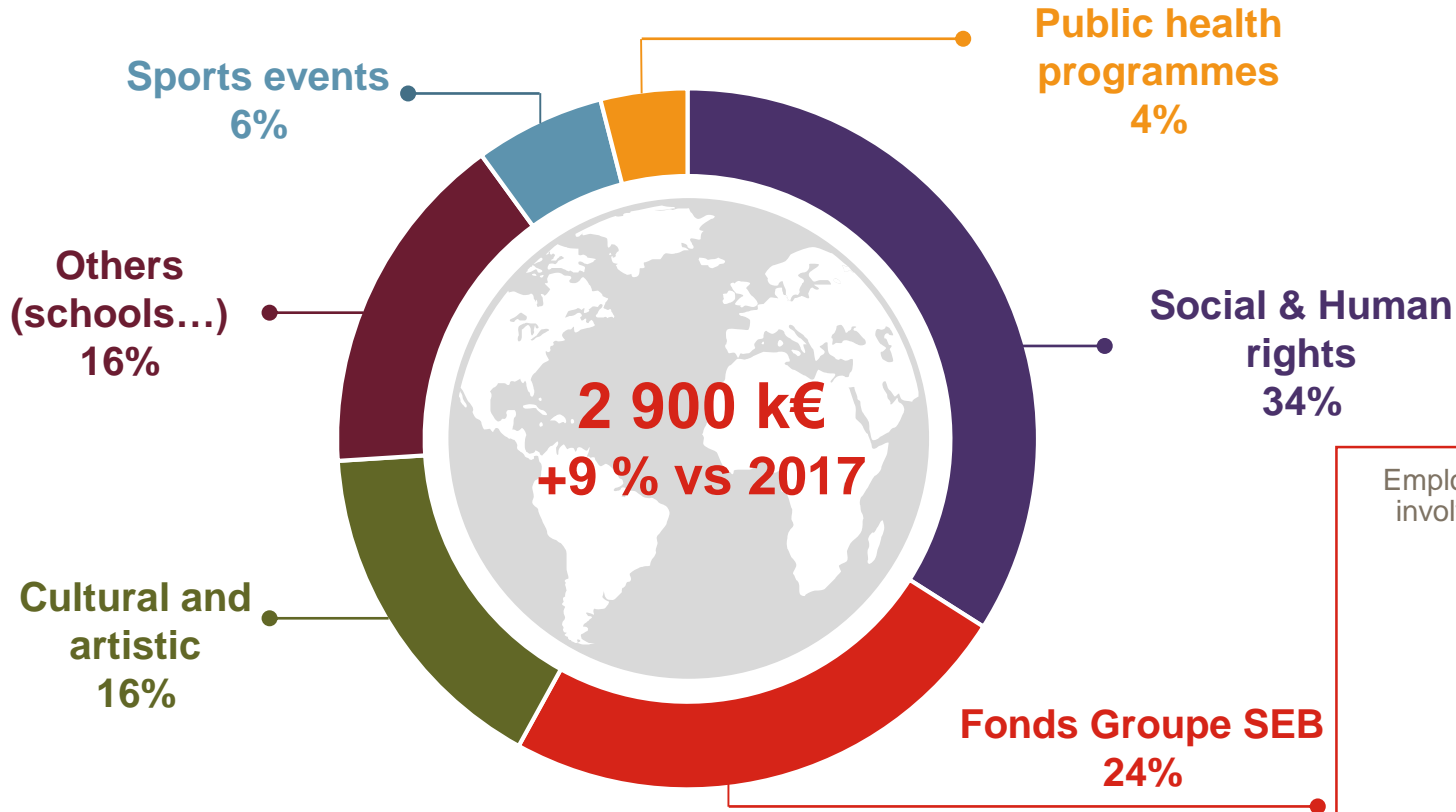
Repairability to leverage circular economy

- In 2018, **93%** of SDA* volumes were repairable (75% fully and 18% mostly)
 - **6,200 certified repairers** around the globe
 - **6m spare parts** stocked in Faucogney for Europe
- Consumers subscribe: Repaired products in Europe (out of warranty) **+40%** in 5 years



*excl. US

Groupe SEB sponsoring's actions




Employees of the Group involved as **volunteers**

Its purpose: **fight against social exclusion**

Since 2007, approx. **400 projects aiming for "a better life for all"**

Overseen by a Supervisory Board and an Operations Committee, the Fonds Groupe SEB operates cash and product donations

Groupe SEB sponsoring's actions

500 supported projects over 10 years:

→ In **China**

creation and construction of **22 schools**

2018 Hubei



→ In **Colombia**

a social business program to benefit
2,000 street coffee vendors in Medellin (Tinteros)

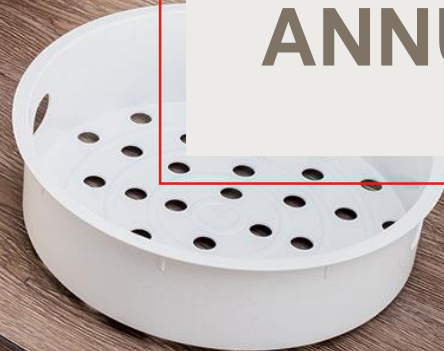


→ In **France**

with the Institut Télémaque since 2005

940 youngsters supported





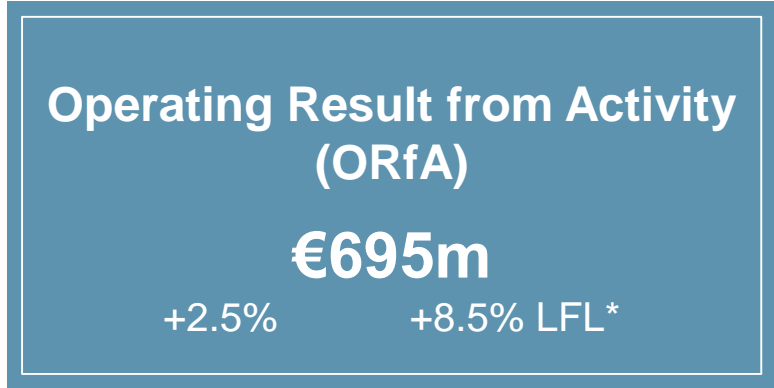
03

2018
ANNUAL RESULTS

2018 key figures – Another great year of growth



2018 key figures – Solid performances



*Before PPA one-offs



Dividend

proposed at the 2019 Annual General Meeting

€2.14

+7.0%



Strengthened footprint Group expansion in Egypt

Zahran

Sales **x 2** in 2018

- Long-standing **Group partner**
- **2018**: JV Groupe SEB Egypt Zahran
- **No. 1** in cookware and food preparation
- **2** industrial sites
- **> 2m** products manufactured per year
- **860** employees
- Local market of **100m** inhabitants
- **Exports** to neighboring countries



Strengthened footprint

Wilbur Curtis acquisition in the United States

- No. **2** in professional filter coffee in the US
- **25%** market share
- Filter coffee market: **1/3** professional coffee in the US
→ Long-standing and strong tradition in the US

2018 sales
> \$90m





WMF-Schaerer / Wilbur Curtis

Multiple complementary features...

PRODUCTS

- Filter coffee machines + automatic espresso machines
- **2/3** of professional coffee market in the US
- Opportunities of double equipment

PRICES

- From **\$800** to **\$1,000** for filter coffee machines
- From **\$3,500** to **\$10,000** for automatic espresso machines



CUSTOMERS

- **Local and national accounts**



Ambition: become leader in professional coffee in the US



schaerer
swiss coffee competence

WMF

Curtis®

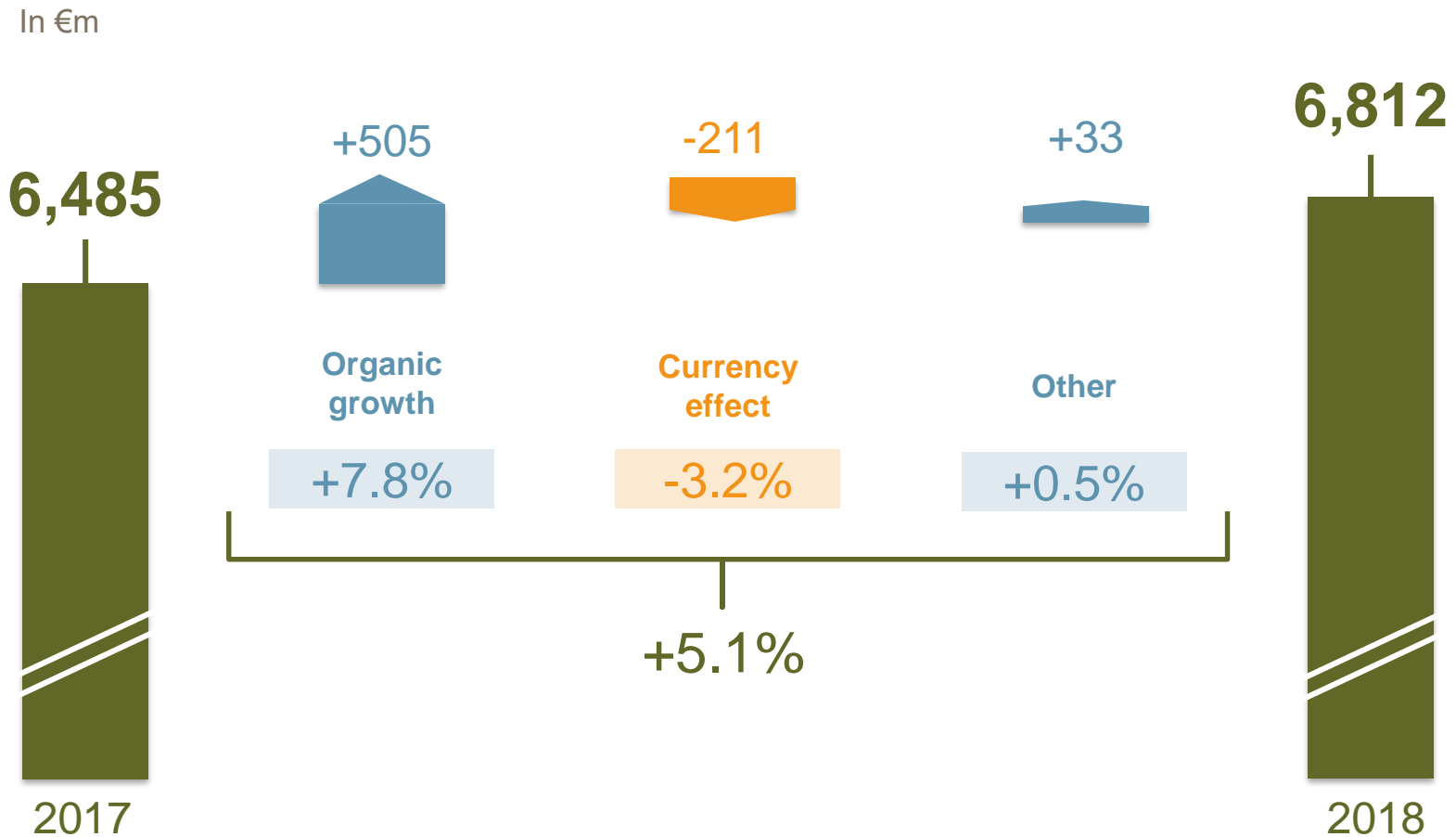
Solid performances

1 Sales

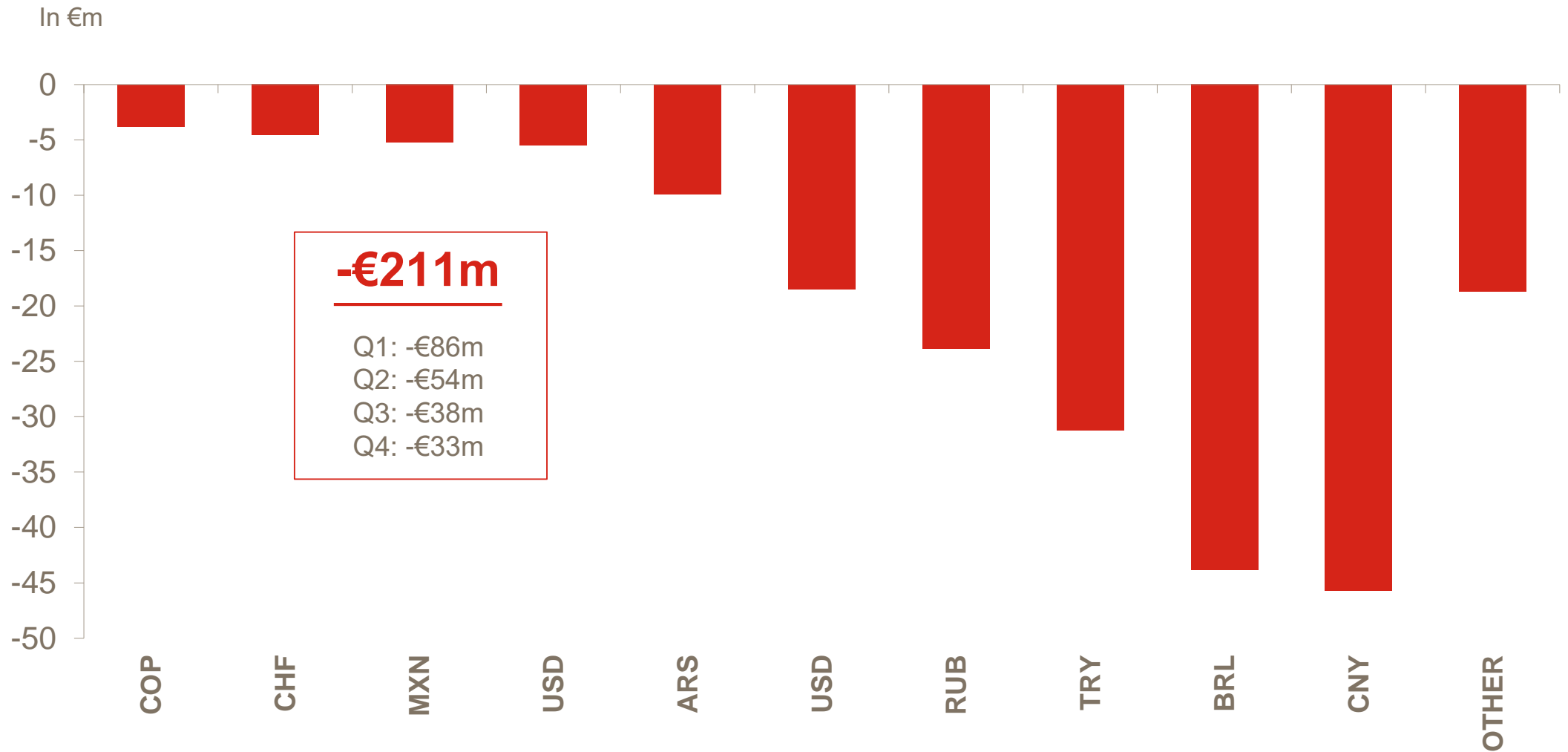
2 Results



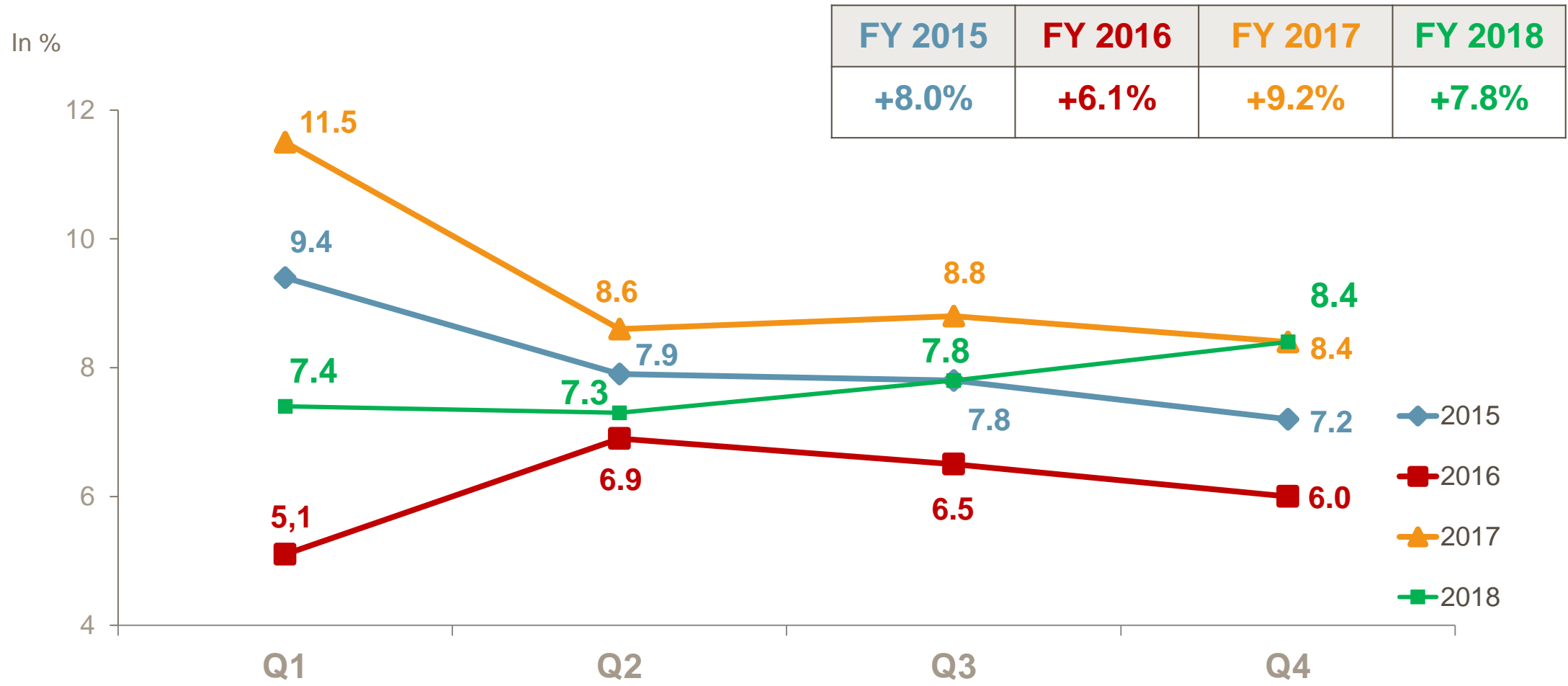
Change in sales, 2017 → 2018



2018 currency impact on sales



Organic sales growth per quarter



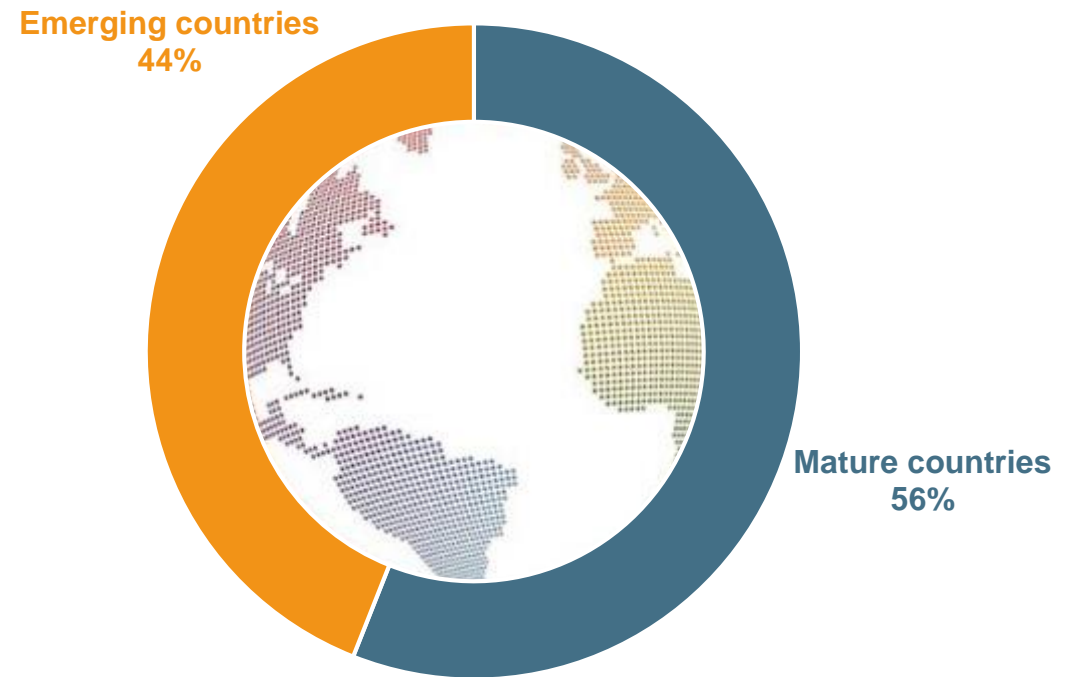
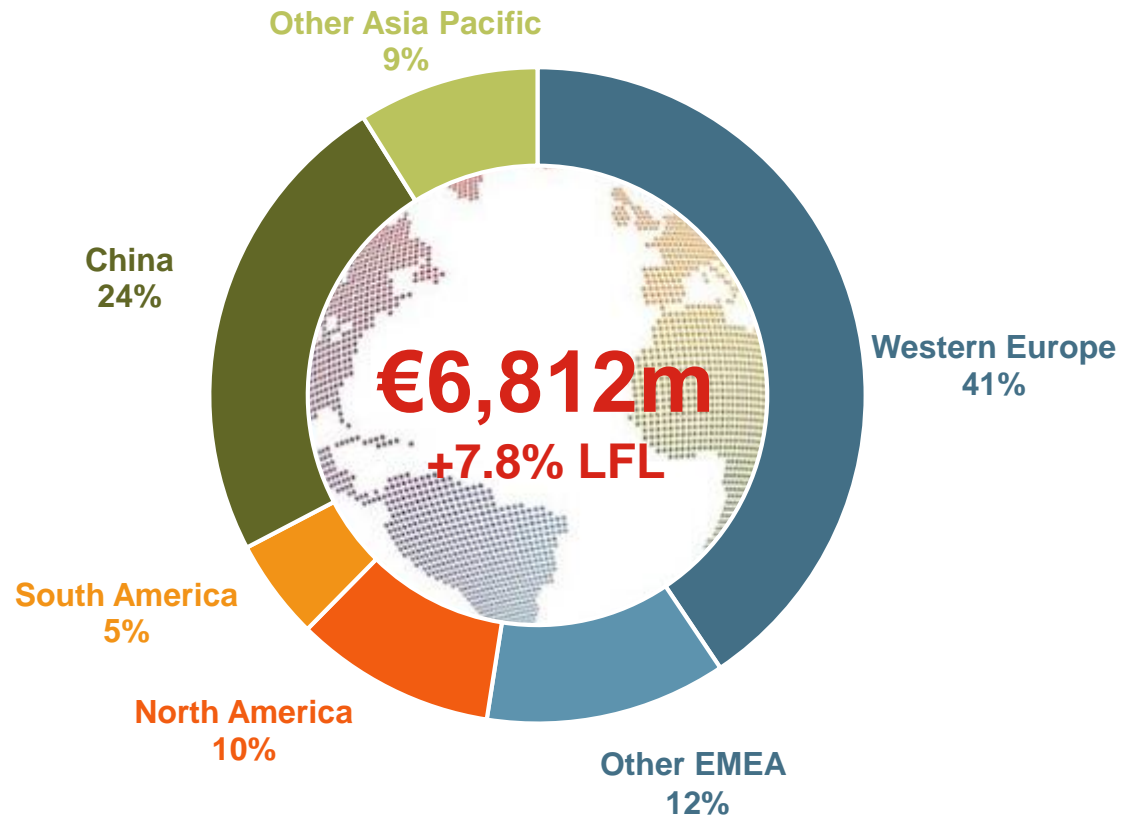
Full-year sales by region

In €m

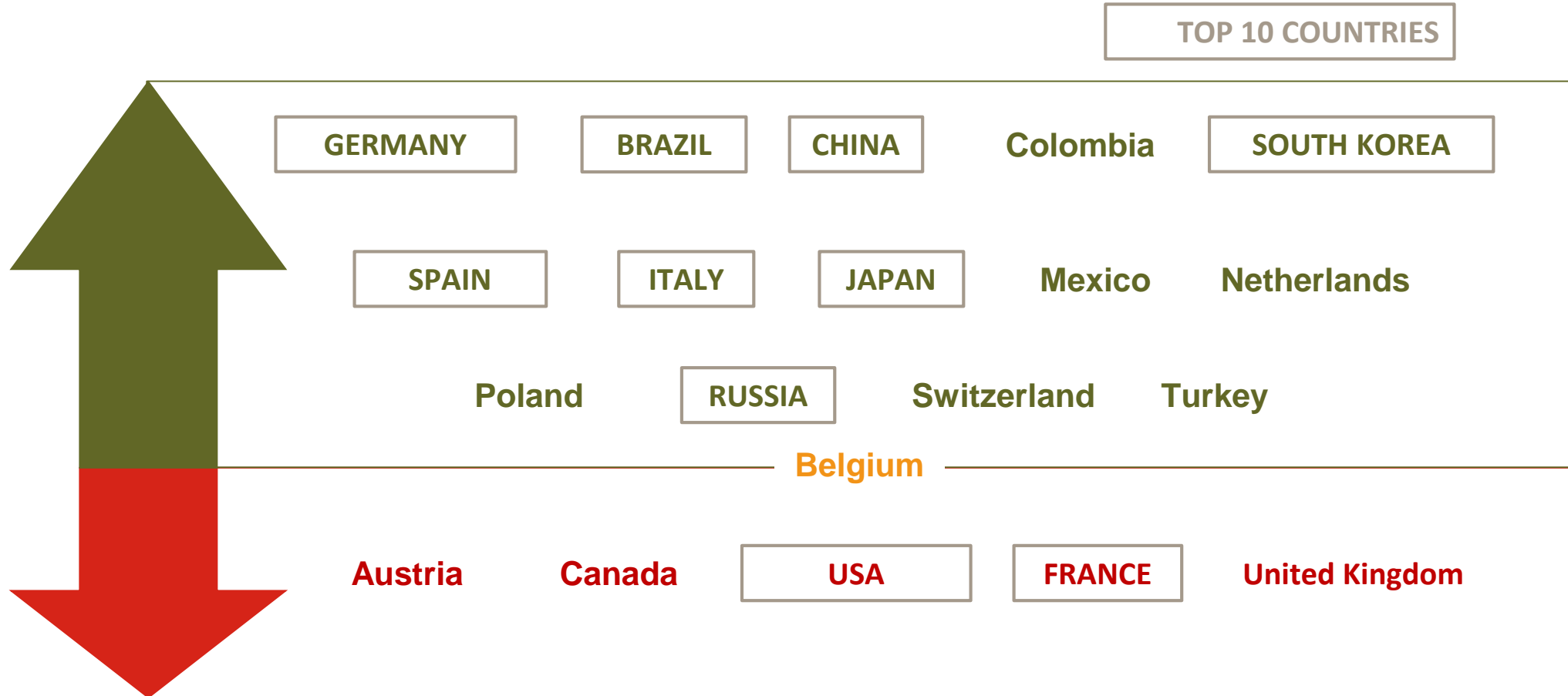
	2017	2018	As reported	LFL
EMEA	3,170	3,223	+1.7%	+3.3%
Western Europe	2,424	2,430	+0.2%	+0.4%
Other countries	746	793	+6.4%	+12.5%
AMERICAS	946	887	-6.3%	+0.4%
North America	579	547	-5.5%	-4.4%
South America	367	340	-7.4%	+8.2%
ASIA	1,806	2,067	+14.5%	+17.6%
China	1,286	1,554	+20.9%	+24.3%
Other countries	520	513	-1.2%	+0.9%
TOTAL Consumer	5,922	6,177	+4.3%	+7.2%
Professional	563	635	+12.8%	+14.3%
Groupe SEB	6,485	6,812	+5,1%	+7.8%

% based on non-rounded figures

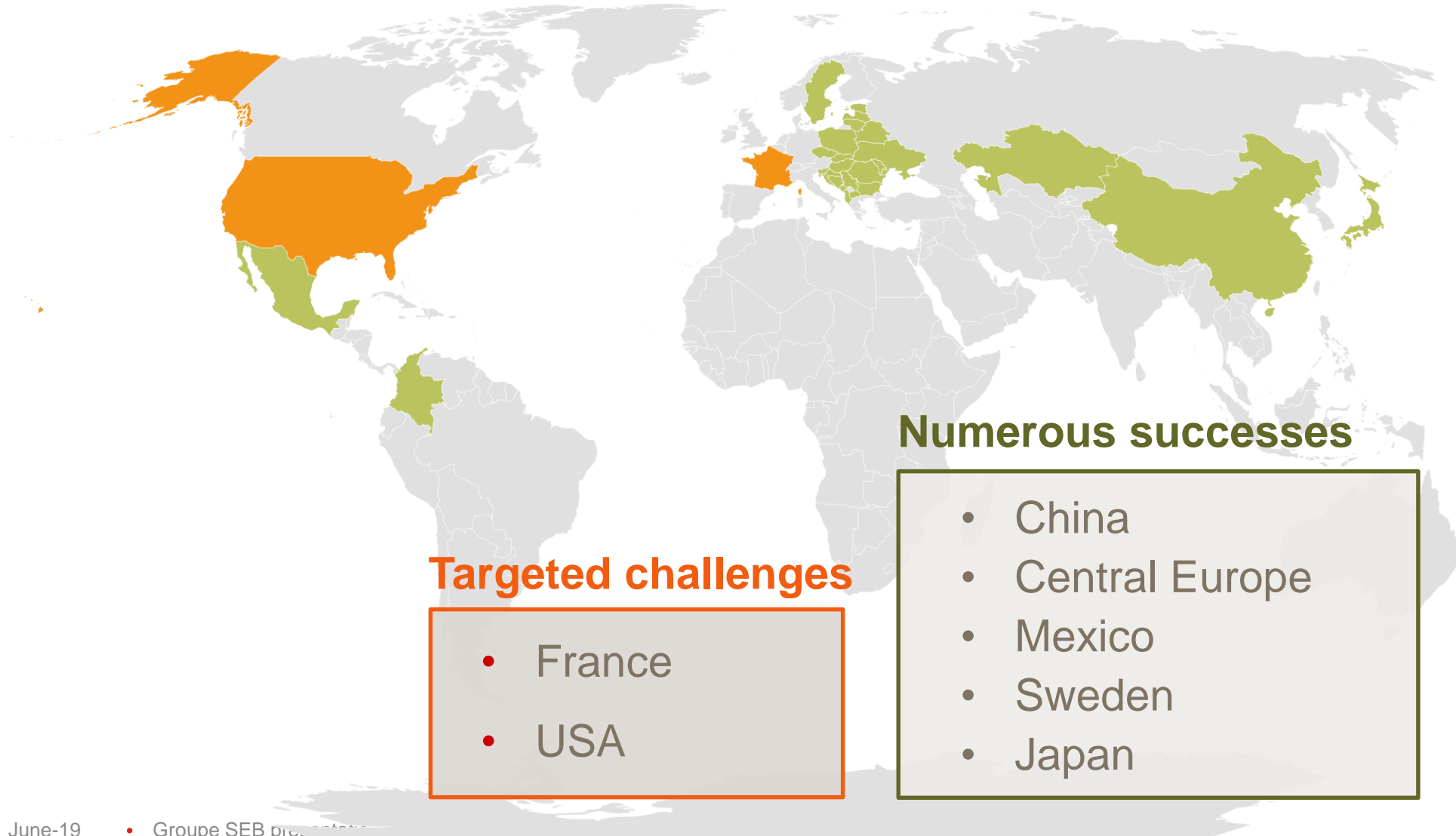
Breakdown of sales by region



Top 20 countries – Consumer sales



Focus on a few countries



Targeted challenges

- France
- USA

Numerous successes

- China
- Central Europe
- Mexico
- Sweden
- Japan

2018 sales **-3%**

- A sluggish market
- Consolidation of purchasing centers
- Promotional context
- Fewer LPs vs 2017
- One-off “yellow vest” effect



**Automatic espresso coffee makers
2018 sales +35%**

United States

2018 sales **-6%** LFL

- Activity penalized by difficulties of offline retailers
- Decline in our SDA sales, especially Krups
- Resilience in our Cookware sales
- Good profitability



Leadership in Cookware
2018 sales +1%

China: another exceptional year



Supor sales in 2018

+25%

+30% in SDA

+13% in Cookware

+72% in Home care
and Linen care

No. 1 in Cookware

No. 2 in Kitchen Electrics

LFL figures

China: another exceptional year

绛红



G U L E S

桃粉



P I N K

墨黑



B L A C K

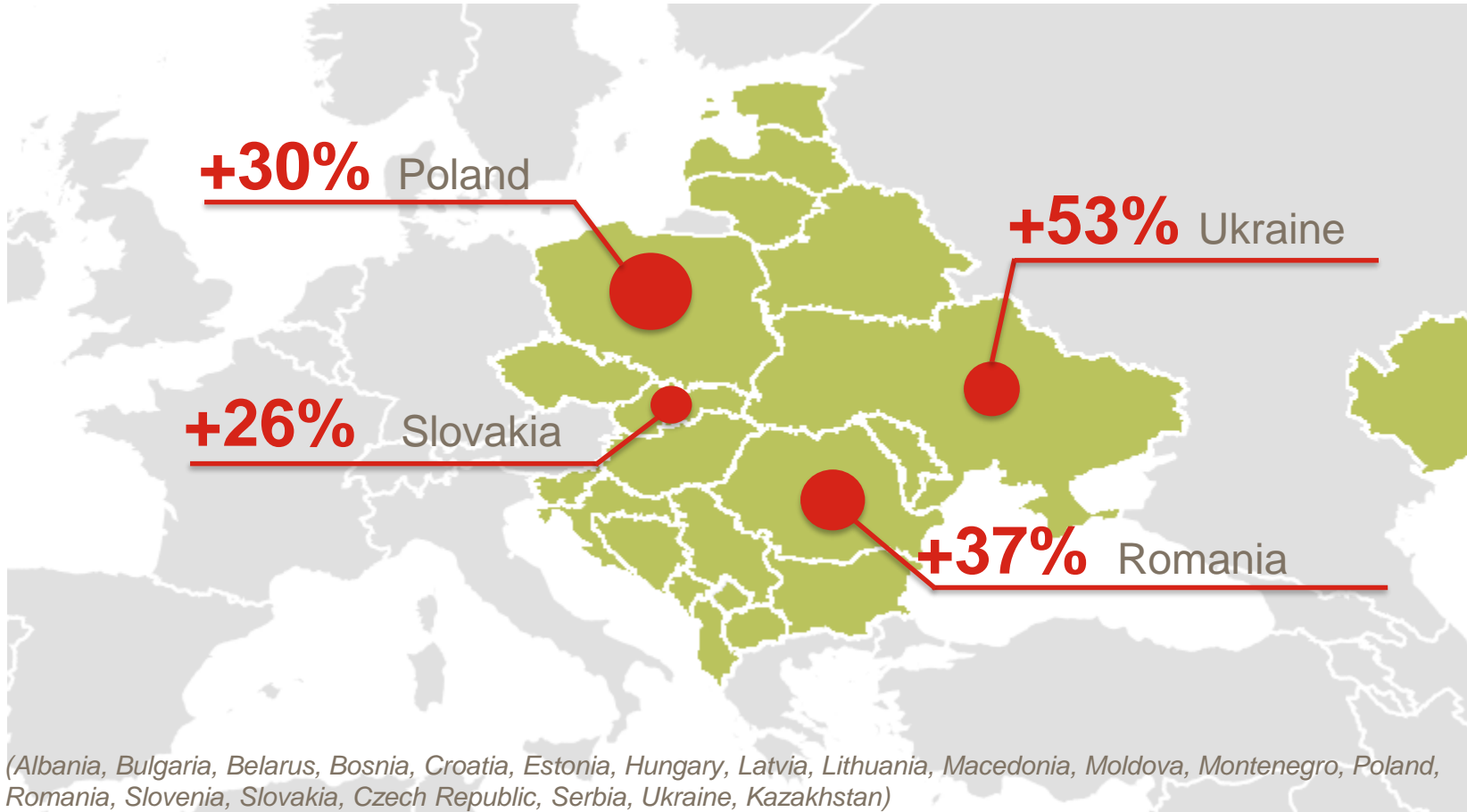
Mugs, food storage containers

+40%

LFL



Central and Eastern Europe: accelerated growth



2018 sales

> €300m, +21%

+40% in Electrical cooking



Widespread market share gains

LFL figures

Poland: remarkable momentum



Tefal
SWIATOWY
N°1
W KATEGORII
PATELNI
I GARNKÓW

Masz apetyt

DOSKONAŁOŚĆ W KUCHNIE

Odkryj innowacyjne patelnie i perfekcyjny smak codziennych potraw

WYPRÓBUJ

Vacuum cleaners

2018 sales **x 3.5**

LFL



Mexico: continued excellent dynamics



100%
CALIDAD
T-fal

FUER

ideal para tu cocina

2018 sales

+9%

+40% Electrical cooking

+14% Linen care

Flagship products:

Blenders, filter
coffee machines, fans
garment steamers

+40%



LFL figures

Sweden: a promising market



2018 sales

+15%

Flagship products:

Cookware, steam cookers, linen care, male clippers, Optigrill...

+16%



LFL figures



Japan: widespread growth



クックフォーミー / クックフォーミー エクスプレス マニュアル調理
クックフォーミーならマニュアル操作でも簡単ラクラク調理！
美味しく作れるレシピをご紹介します！



2018 sales

+9%

+63% Cook4me

Flagship products:

Cookware (incl. Ingenio), garment steamers, kettles...

+21%

LFL figures



Japan: widespread growth



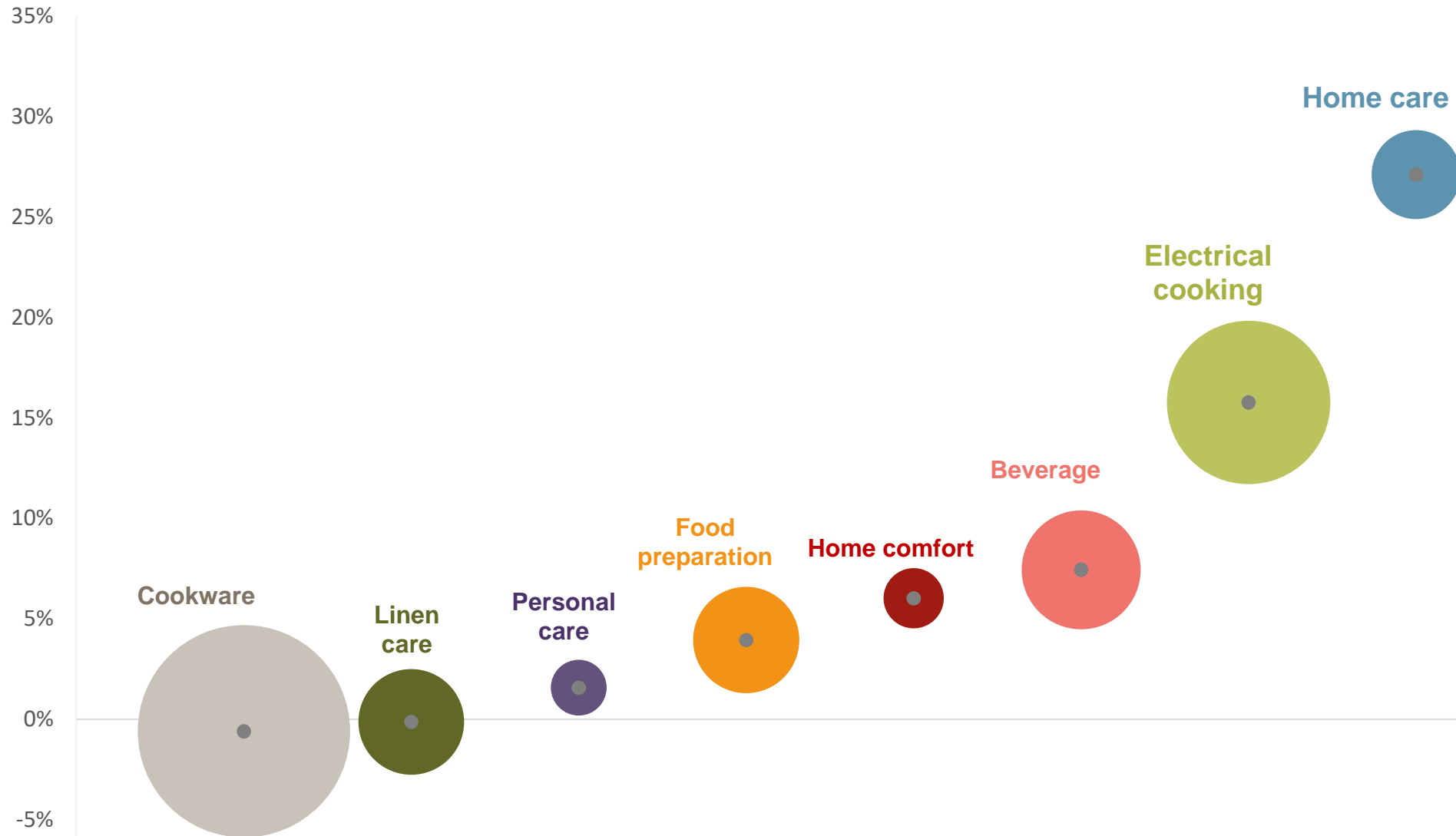
クックフォーミー / クックフ
クックフォーミーならマニュアル操作で
美味しく作れるレシピをご紹介します!



33 T-Fal stores

>20% of sales in Japan

Top performers by product line - Consumer



Flagship products

Vacuum cleaners

2018 sales **+27%** LFL

Significant foothold in **30 countries**

2018: market share gains in over **20 countries**



Flagship products Blenders

Significant foothold in **40 countries**

Global market share: **12% (+1.3 pt)**

High-speed blenders: **+ 70% LFL**



Flagship products

Garment steamers

2018 sales **+28% LFL**

Foothold in **over 65 countries**

Global market share: **21% (+2 pts)**



Flagship products

Thermal mugs

2018 sales **+42% LFL**

Foothold in **over 75 countries**



Solid performances

1 Sales

2 Results



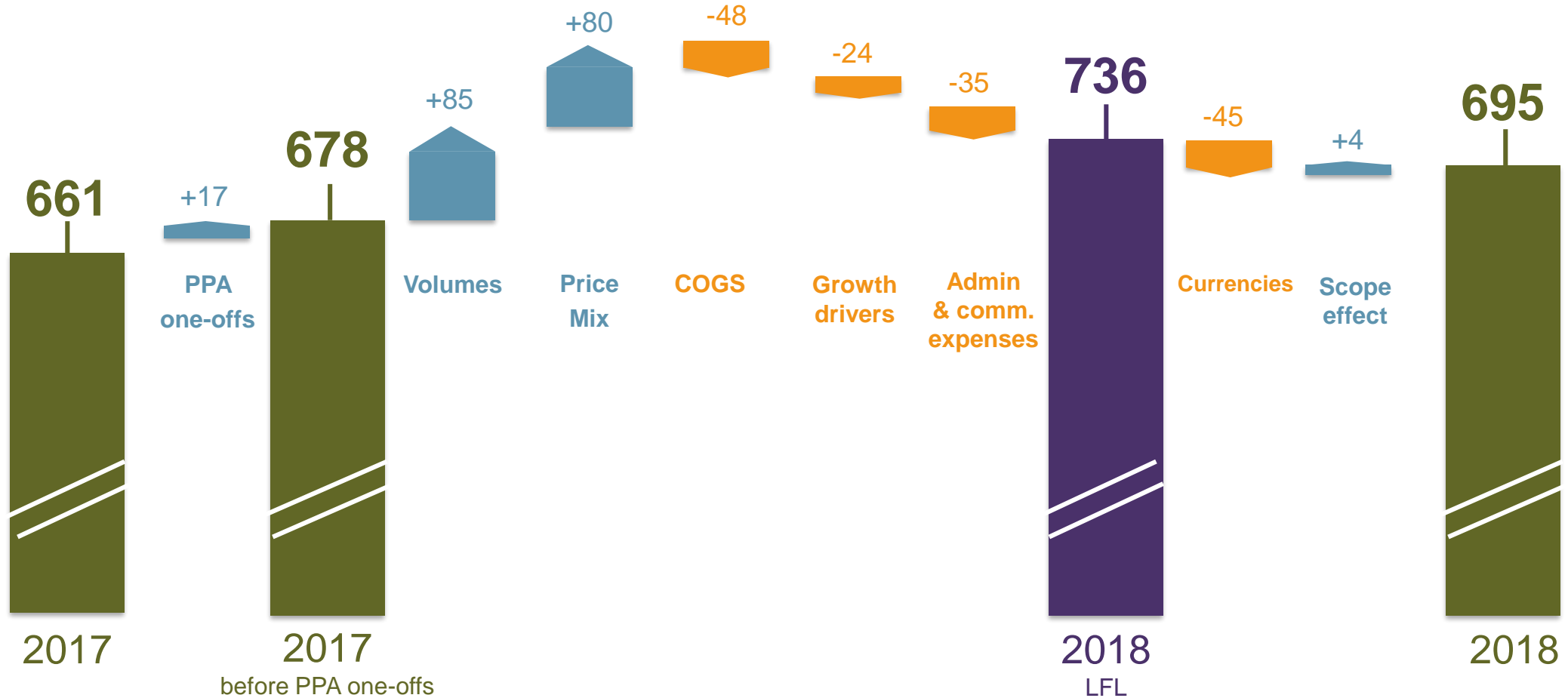
Operating Result from Activity (ORfA)

In €m	2017	2018	Δ	Δ LFL
Sales	6,485	6,812	+5.1%	+7.8%
ORfA	678*	695	+2.5%	+8.5%
<i>Operating margin</i>	<i>10.5%*</i>	<i>10.2%</i>	<i>-0.3 pt</i>	<i>=</i>
Reported ORfA	661	695	+5.2%	+11.3%
<i>Reported operating margin</i>	<i>10.2%</i>	<i>10.2%</i>	<i>=</i>	<i>+0.3 pt</i>

*before PPA one-offs

ORfA bridge

In €m



Growth drivers

In €m

Innovation

Advertising and marketing

Total growth drivers

	2017 *	2018	Δ LFL
Innovation	235	247	+6.0%
Advertising and marketing	432	431	+2.7%
Total growth drivers	667	678	+3.7%

**Including WMF*

Gross amount, before French Research Tax Credit and 2018 capitalization

Operating profit

In €m	2017	2018	
Operating Result from Activity (ORfA)	661	695	+5.1%
Discretionary and non-discretionary profit-sharing	(38)	(34)	
Other operating income and expense	(43)	(36)	
Operating profit	580	625	+8.0%

Net Profit

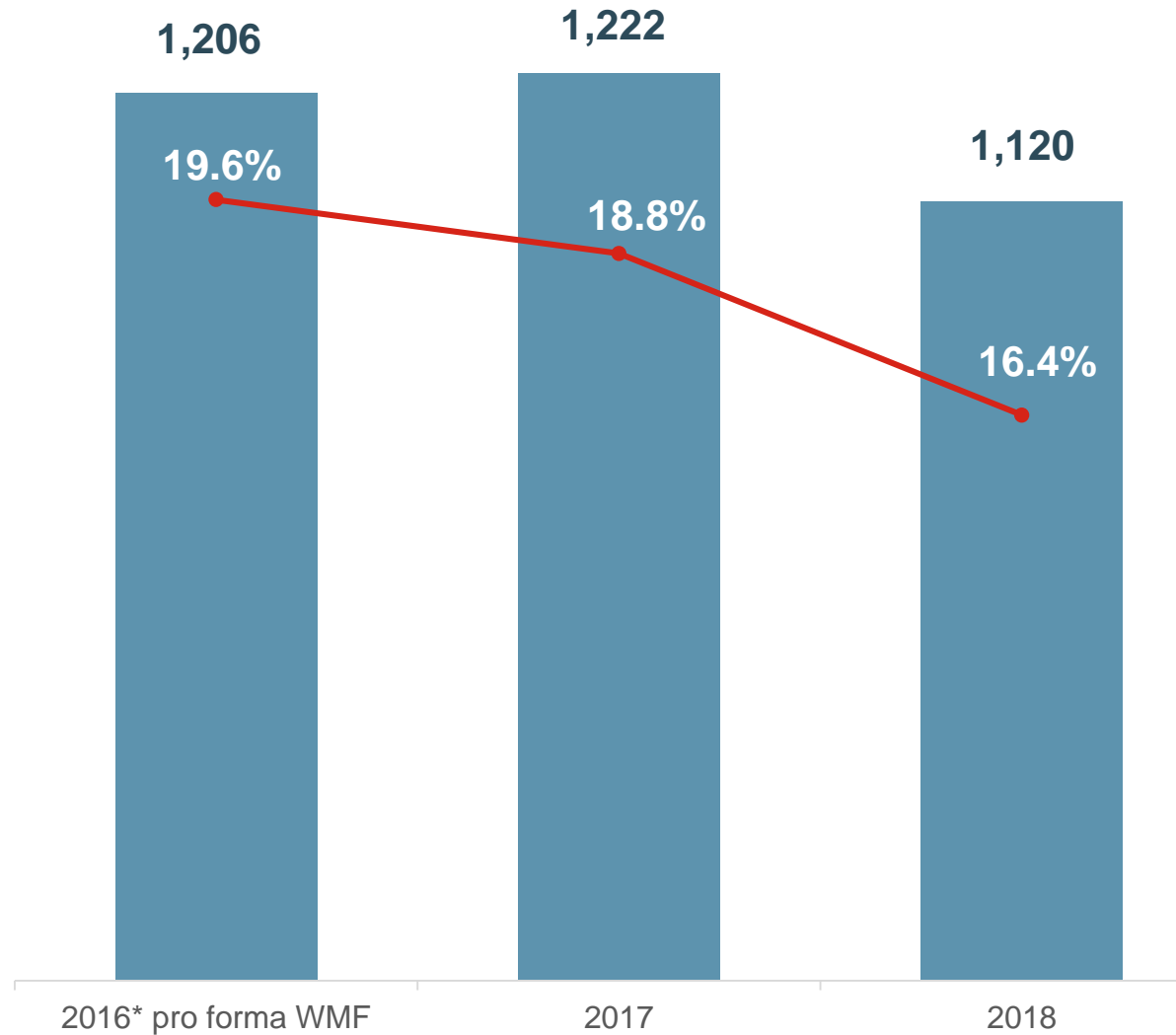
In €m	2017	2018	
Operating profit	580	625	+8.0%
Interest expense	(35)	(33)	
Other financial income and expense	(37)	1	
Tax	(99)	(131)	
Non-controlling interests	(34)	(43)	
Net profit	375	419	+11.8%

Simplified balance sheet

In €m	12/31/2017	12/31/2018
Tangible fixed assets	3,512	3,578
Operating WCR	1,222	1,120
Total assets to be financed	4,734	4,698
Equity	1,964	2,307
Provisions	413	383
Other current assets and liabilities	452	430
Net debt	1,905	1,578
Total financing	4,734	4,698

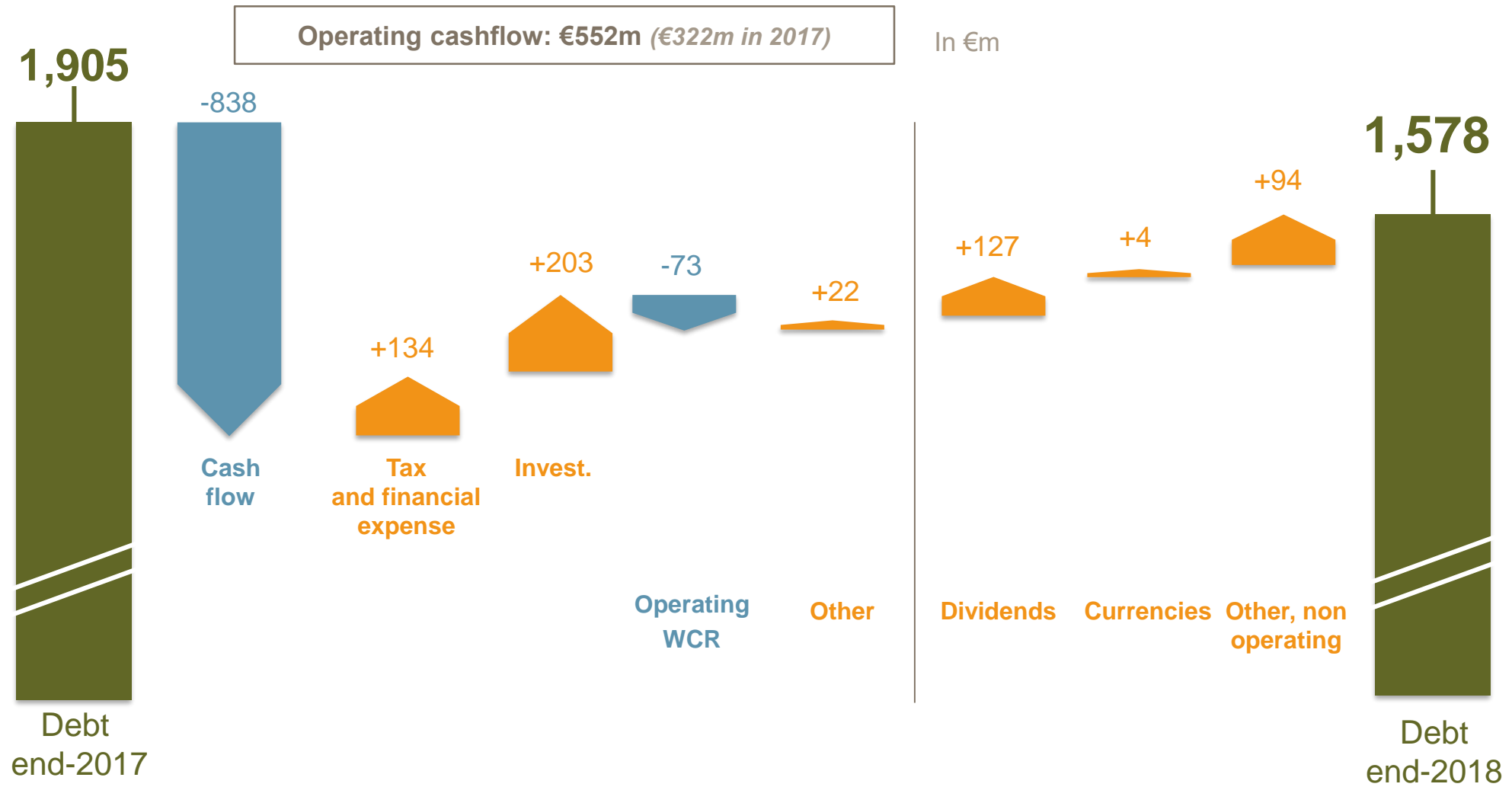
Change in operating WCR

In €m



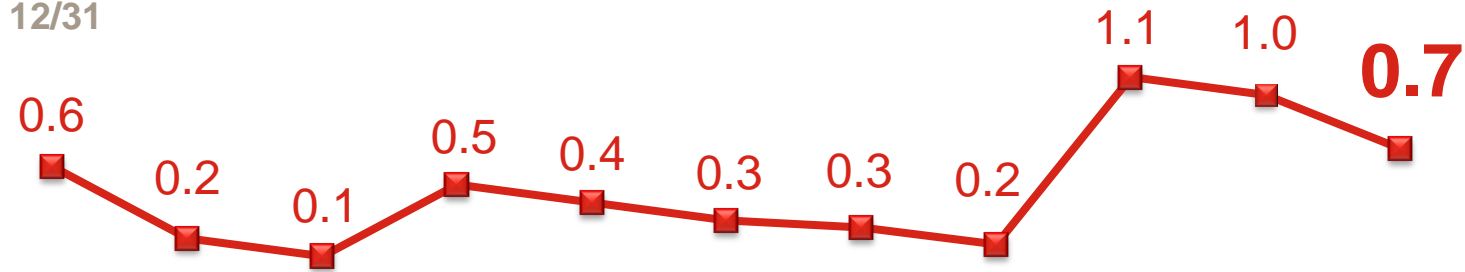
—●—
as a % of Group sales

Change in net debt

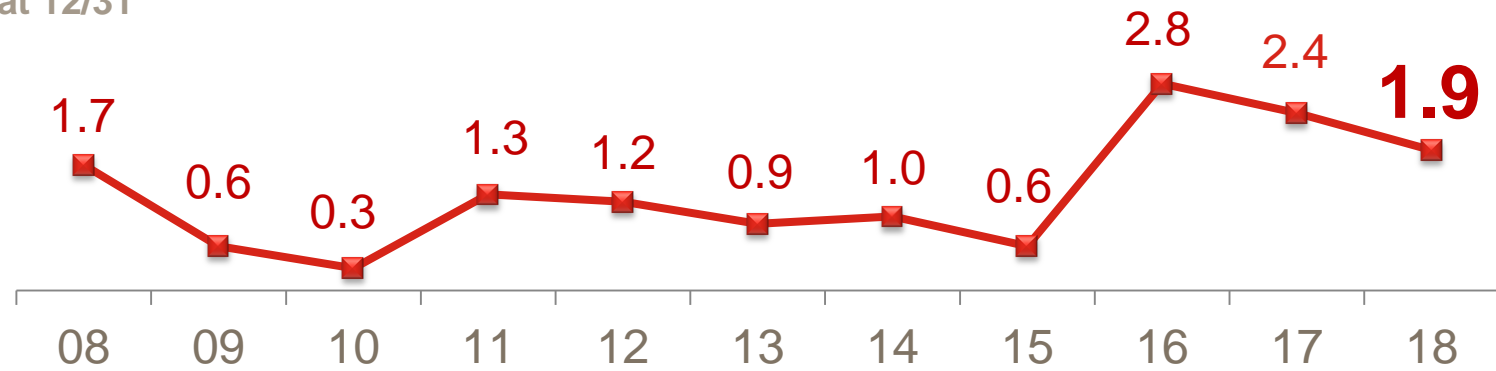


Debt ratios in line with expectations

Net debt/Equity
Ratio at 12/31



Net debt/Adjusted EBITDA
Ratio at 12/31

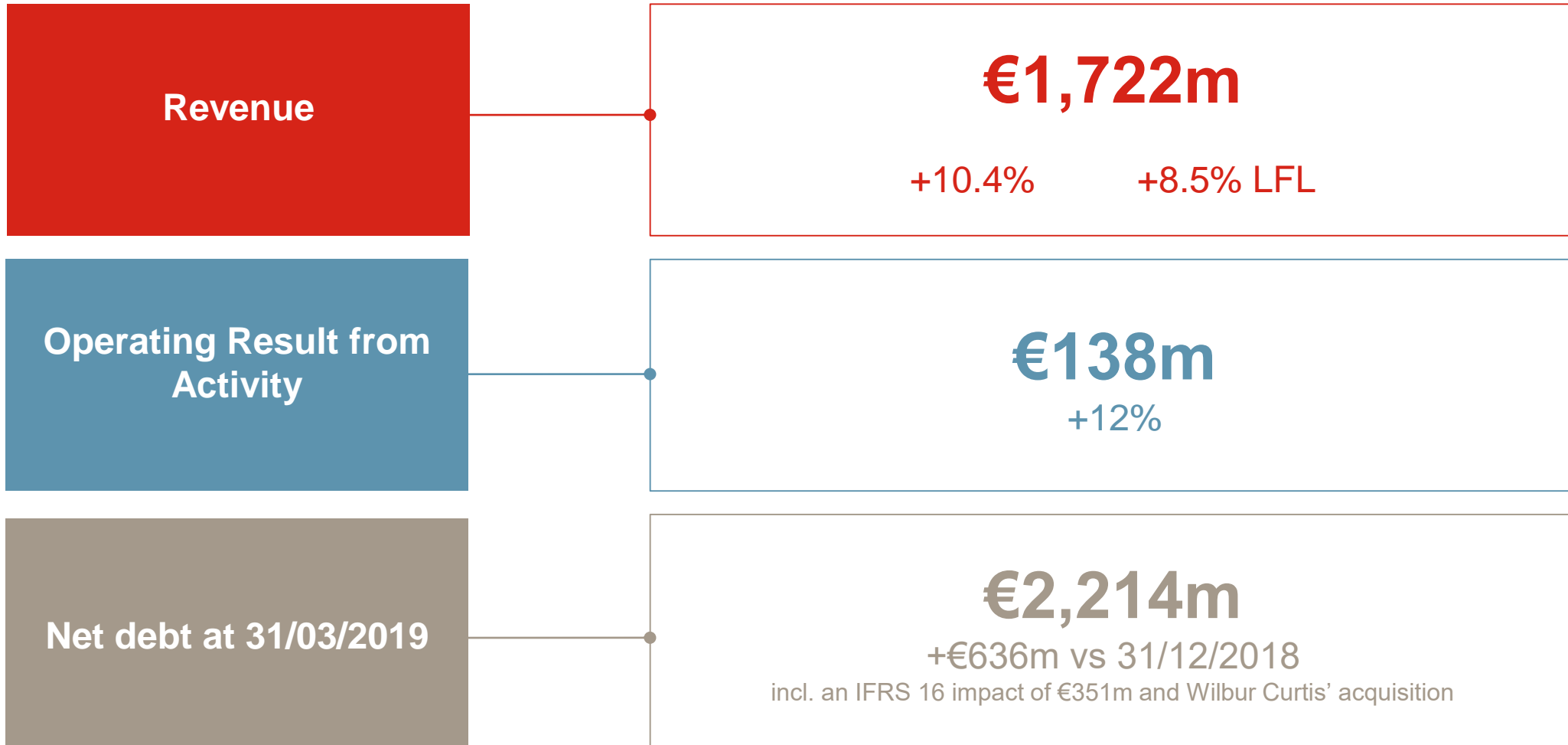




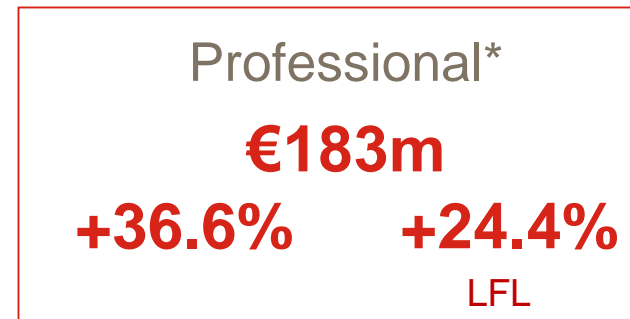
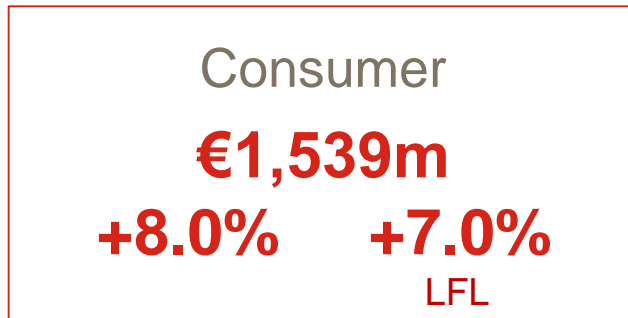
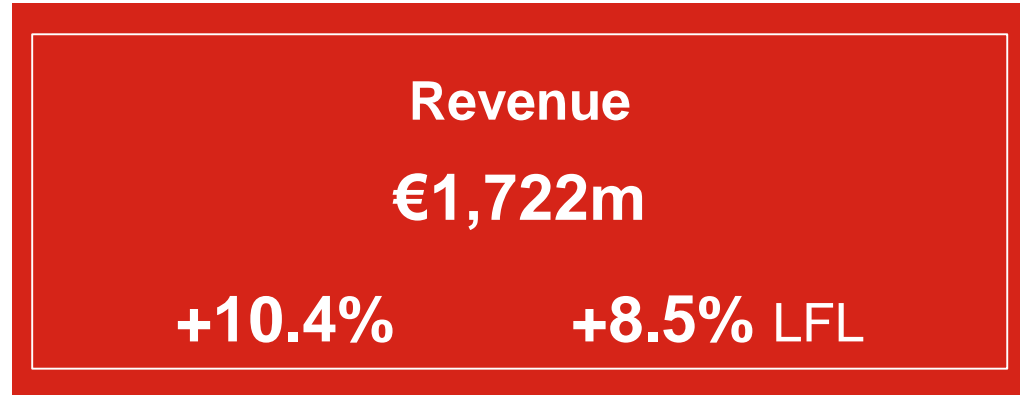
04

1ST QUARTER 2019

Key figures – Q1 2019

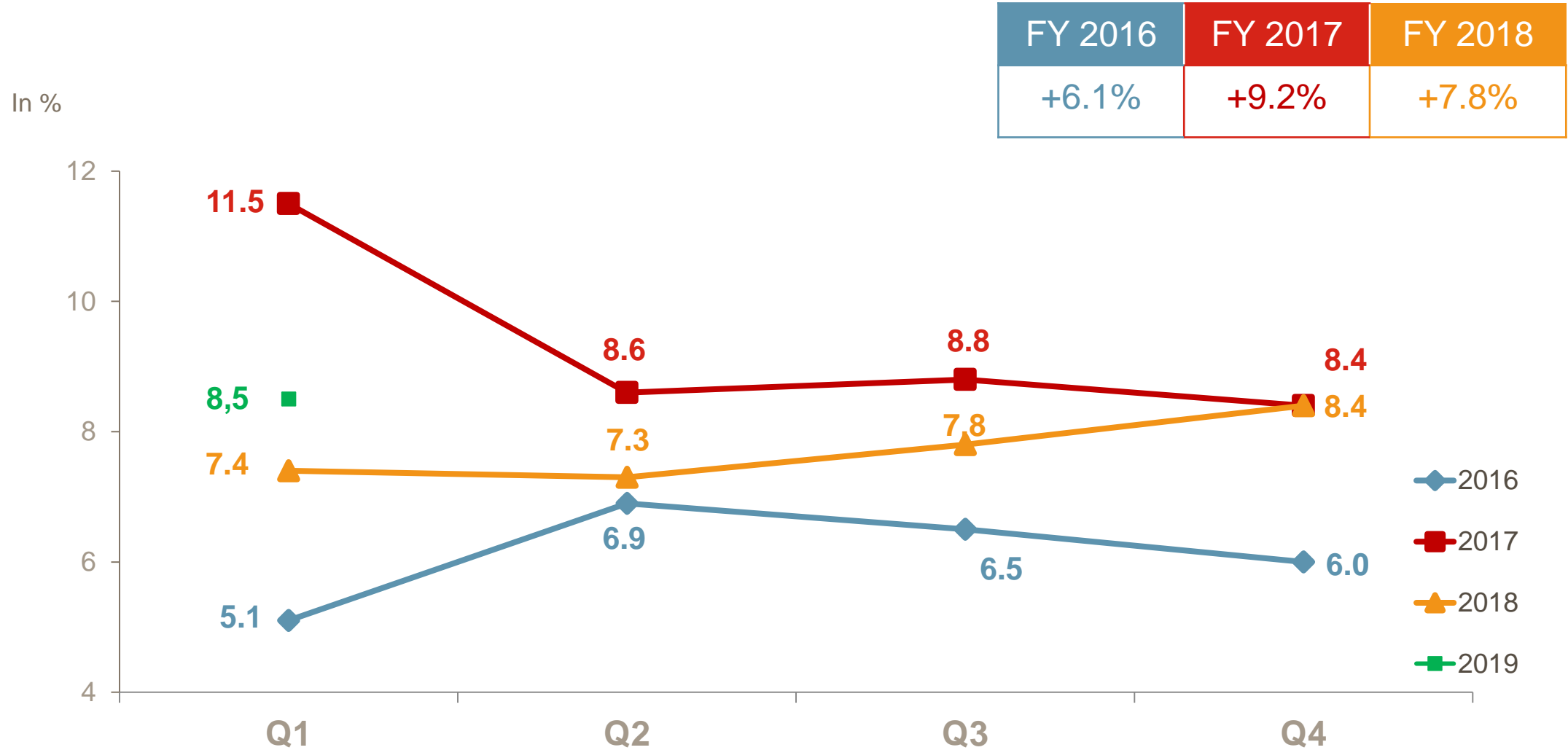


Q1 revenue growth detailed by business activity



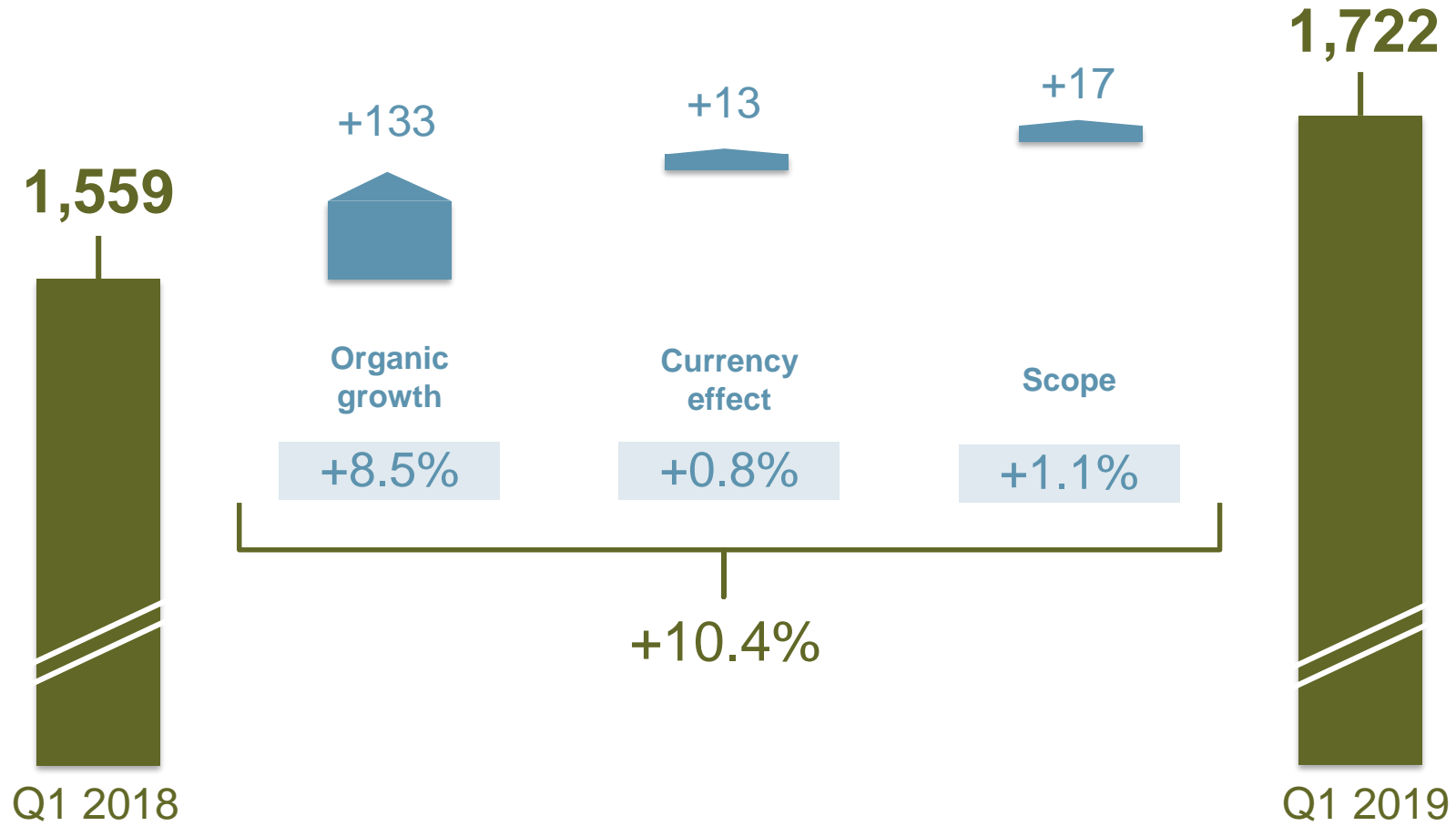
*incl. €12m sales of Wilbur Curtis, consolidated over 2 months

Organic sales growth by quarter

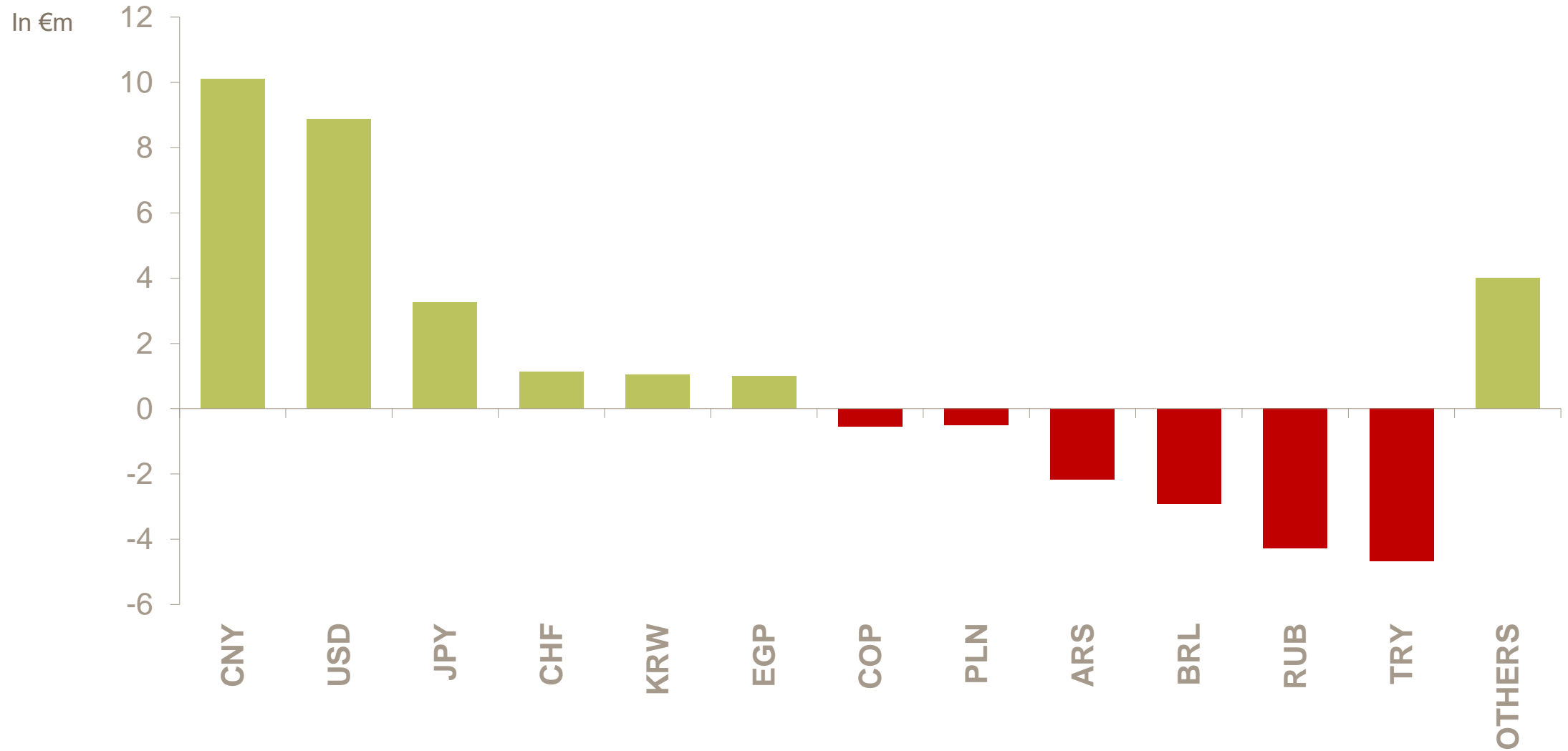


Analysis of Q1 2019 sales growth

In €m



Q1 2019 currency impact on sales: + €13m



Q1 2019 revenue by region

In €m

		Q1 2018	Q1 2019	As reported	LFL
EMEA	EMEA	686	711	+3.7%	+4.1%
	Western Europe	503	519	+3.1%	+3.0%
	Other countries	183	192	+5.4%	+6.9%
AMERICAS	AMERICAS	161	169	+4.9%	+4.2%
	North America	92	103	+11.1%	+3.8%
	South America	69	66	-3.4%	+4.8%
ASIA	ASIA	578	659	+14.0%	+11.3%
	China	469	541	+15.5%	+13.4%
	Other countries	109	118	+7.3%	+2.5%
	TOTAL Consumer	1,425	1,539	+8.0%	+7.0%
	Professional	134	183	+36.6%	+24.4%
	Groupe SEB	1,559	1,722	+10.4%	+8.5%

% based on non-rounded figures

Q1 sales / €m	2018	2019	REPORTED	LFL	Reminder LFL 2018
Western Europe	503	519	+3.1%	+3.0%	+2.2%

- **LFL growth of 3% driven by firm core business and a higher number of loyalty programs**
 - Subdued by WMF consumer business (mainly in Germany) and end of Nespresso machine sales in Nespresso stores

- **Contrasted performances depending on countries**
 - **France:** satisfying Q1 vs. high comps in 2018.
Cookware sales down, impacted by unsuccessful LP in Q4 2018.
SDA performance solidly up, thanks to vacuum cleaners, automatic espresso machines, « brunch » ranges, Cake Factory, Cookeo,...
 - **Germany:** ongoing robust momentum bolstered by most product categories → New market share gains.
 - **Spain:** higher sales fueled by cookware and new listings in personal care
 - **Italy / Netherlands:** overall good performances boosted by loyalty programs
 - **UK:** drop in sales due to complicated economic environment and sluggish demand

Q1 sales / €m	2018	2019	REPORTED	LFL	Reminder LFL 2018
Other EMEA countries	183	192	+5.4%	+6.9%	+18.5%

- **Solid Group performance in light of high comparatives**
 - ➔ Despite FX volatility (RUB, TRY...)
 - ➔ Growing core business + Significant Loyalty Programs ➔ Market shares strengthened in the region
- **Overall positive stance in highly competitive markets**
 - ➔ **Central Europe:** almost all countries and product categories supporting growth
 - ➔ **Russia:** strong momentum nurtured by the success of our flagship products (cookware, kettles, blenders, meat mincers...) + LPs
 - ➔ **Turkey:** demand under pressure, leading to fierce competition and highly promotion-driven market. Group sales slightly down following the huge price increases taken in 2018 to offset the TRY depreciation.
 - ➔ Promising start of our expanded joint-venture in **Egypt** incl. further development in SDA (blenders, in particular).

Q1 sales / €m	2018	2019	REPORTED	LFL	Reminder LFL 2018
North America	92	103	+11.1%	+3.8%	-19.8%

- **Q1 sales growing 3.8% LFL, in a still difficult retail environment**
- **Growth stemming from the 3 region countries**
 - ➔ **US:** solid performance in cookware (all 3 brands) but more difficult in SDA (linen care in particular)
 - ➔ **Canada:** higher sales fueled by cookware but penalized by sluggish demand in SDA (linen care and electrical cooking notably)
 - ➔ **Mexico:** modest growth: firm in cookware vs contrasted situation in SDA, fans being the best-sellers thanks to favourable weather conditions.

Q1 sales / €m	2018	2019	REPORTED	LFL	Reminder LFL 2018
South America	69	66	-3.4%	+4.8%	+4.3%

- **Depreciation of BRL and COP against € vs Q1 2018**

- **LFL growth driven by Brazil, posting revenue up 8.3%**

- **Brazil:** Slightly more positive backdrop in Q1 2019 but extremely competitive and promotional market

Overall firm performance in SDA, yet mixed: sales up for fans, Dolce Gusto, electrical cooking vs sales down in linen care and food prep.

Cookware sales improving solidly on low comps

- **Colombia:** slight decline in revenue with mixed performance depending on retail channels and product categories.

Q1 sales / €m	2018	2019	REPORTED	LFL	Reminder LFL 2018
China	469	541	+15.5%	+13.4%	+24.1%

- **Normalizing performance, as expected, but still a very dynamic Q1: +13.4% LFL**
 - ➔ On high comps (Q1 2018) - Consistent with Q4 2018 trend
 - ➔ Supor largely outperforming Chinese market, with e-commerce as a main driver
- **Solid growth in cookware and kitchen utensils**
 - ➔ Driven by woks, frying and saucepans, sets, thermal mugs and bottles...
- **Continued strong momentum in SDA**
 - ➔ Nurtured by innovation in kitchen electrics: rice cookers, electric pressure cookers, mobile induction hobs, health pot kettles, classic and high-speed blenders...
 - ➔ Ongoing robust trend for HPC activity, particularly in garment steamers and vacuum cleaners ➔ New market shares gains
 - ➔ Good performances in Large Kitchen Appliances (LKA)

Other Asian countries

ASIA

Q1 sales / €m	2018	2019	REPORTED	LFL	Reminder LFL 2018
Other Asian countries	109	118	+7.3%	+2.5%	+2.5%

▪ **Overall growing sales but mixed picture**

- **Japan:** vigorous business momentum driven by flagship product lines (cookware, kettles...), new categories (Cook4me) and Group Retail (+2 stores in Q1)
- **South Korea:** sales slightly down LFL, penalized by overstock of WMF products at a distributor's, yet growing excl. this effect → Cookware, vacuum cleaners and garment care - More difficult in food- and beverage preparation.
- Solid growth in **South-East Asia**
 - Robust growth in almost all our markets, notably in **Thailand** thanks to our flagship products, but also Malaysia, Hong-Kong, Singapore, Taiwan...
 - Ongoing difficult business in **Vietnam**
- Revenue down in **Australia** but gains of new listings.

Guidance for 2019 – Objectives confirmed

- Q1 not representative of full year – nevertheless good start for 2019
- Overall environment still uncertain and volatile, incl. specific challenges in a few countries
- Confidence in ability to achieve ongoing solid development in Small Domestic Equipment and continue progress in PCM

2019 OBJECTIVES

- **Further organic sales growth**
- **Further increase in Operating Result from Activity (ORfA)**



05

APPENDICES

IFRS 16 implementation impacts

1,300 contracts

Stores
Home & COOK

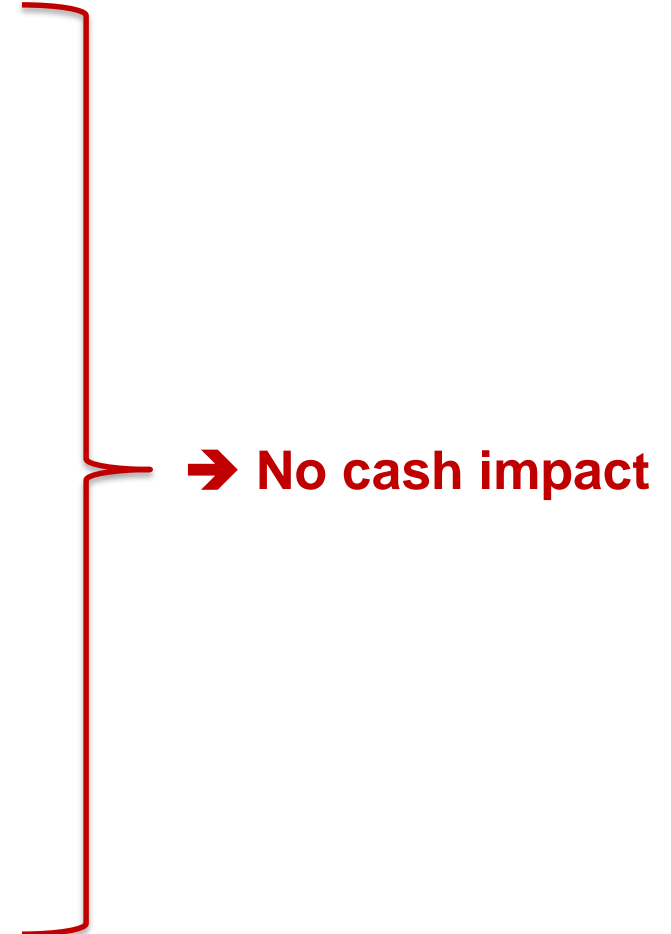
Offices

Warehouses

Vehicles

GROUPE SEB
Impact on:

Net debt	↑
+€351m* at 31 March 2019	
Adjusted EBITDA	↑
Operating Result from Activity	↑
Net result (FY 19)	↓



* Unaudited figures

On a like-for-like basis (LFL) – Organic

The amounts and growth rates at constant exchange rates and consolidation scope in a given year compared with the previous year are calculated:

- using the average exchange rates of the previous year for the period in consideration (year, half-year, quarter);
- on the basis of the scope of consolidation of the previous year.

This calculation is made primarily for sales and Operating Result from Activity.

Operating Result from Activity (ORfA)

Operating Result from Activity (ORfA) is Groupe SEB's main performance indicator. It corresponds to sales minus operating costs, i.e. the cost of sales, innovation expenditure (R&D, strategic marketing and design), advertising, operational marketing as well as commercial and administrative costs. ORfA does not include discretionary and non-discretionary profit-sharing or other non-recurring operating income and expense.

Adjusted EBITDA

Adjusted EBITDA is equal to Operating Result from Activity minus discretionary and non-discretionary profit-sharing, to which are added operating depreciation and amortization.

Net debt – Net indebtedness

This term refers to all recurring and non-recurring financial debt minus cash and cash equivalents as well as derivative instruments linked to Group financing having a maturity of under one year and easily disposed of. Net debt may also include short-term investments with no risk of a substantial change in value but with maturities of over three months.

Operating cash flow

Operating cash flow corresponds to the “net cash from operating activities / net cash used by operating activities” item in the consolidated cash flow table, restated from non-recurring transactions with an impact on the Group's net debt (for example, cash outflows related to restructuring) and after taking account of recurring investments (CAPEX).

Product Cost Optimization (PCO)

Group program regrouping and formalizing productivity and value-accretive initiatives.

Opération Performance SEB (OPS)

Group program targeting improvement in overall performance, striving for excellence.

Next key dates

July 24 | before market opens H1 2019 sales and results

October 29 | after market closes 9-month 2019 sales and financial data



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