

Panorama

20
23





A family-owned group with a human touch

53 years ago, our founders chose to enter the electrical equipment business, with a clear vision that electricity would be the energy of the future. And when you think about it, at Sonepar, our business is at the very heart of the worldwide ongoing energy transition driving our electrical ecosystem.

2022 was an exceptional year for Sonepar. Our associates are driven by an outstanding desire to succeed, to build the future and to achieve excellent results. I would like to congratulate them for the impressive performance, which is the result of their proven talent, driving passion and, of course, hard work. I am extremely proud, and grateful to our family of shareholders, that Sonepar combines its human touch with our size and performance as a privately-owned group, sharing with associates our pride and long-term commitment.

The end of the year was marked by the death of the Group's founder, my father, Henri Coisne. As he often said: "What counts is what lasts". His entrepreneurial spirit meant long-term success as much as his inspiring values and exemplarity will continue to guide the Group into the future.

At Sonepar, we are all committed for lasting progress. We are Sonepar, Powered by Difference.

Marie-Christine Coisne-Roquette, Chairman

Activities

Sonepar is a leader in a vast and expanding global market. As the digital revolution gathers pace and product technologies continue to advance, there's an ever-broader range of applications for electrical equipment and a growing need for new services.

Our offer covers a wide range of specialties in the B-to-B distribution of cutting-edge electrical products, services, and solutions. From the vast range offered by manufacturers, we carefully select the products and solutions best suited to our customer's needs. Depending on the country, we can deliver up to 100,000 products in the right place, at the right time.

Sonepar has built an undisputed leadership position in business-to-business electrical product distribution, systems, and services thanks to a unique combination of being family-owned, with a long-term horizon, best-in-class leadership, an engaged workforce and demanding corporate governance. Together, we touch the lives of millions of people across our diverse planet, making it better and more sustainable.

From products to solutions

Sonepar strives to offer the very best solutions to its customers, who operate in major markets such as industry, construction, and energy-utilities.



Connected Home

We offer cutting-edge home automation products and systems. They enable you to control your equipment either locally or remotely from your smartphone or tablet.



Smart Lighting

Automatic sensor technology improves visual comfort and helps you save on power costs. By choosing a connected design, you can also tailor lighting to suit your needs.



Building Management

We help you optimize energy use in buildings through eco-efficient equipment, automatic motion and heat sensors, and tools for measuring and analyzing consumption.

€32.4Bn

Group Sales 2022

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.

€10Bn

Digital sales

170

Distribution centers

44,000

Associates

80

Brands

230

Sustainability initiatives

86%

Associate Engagement rate

2,400

Branches

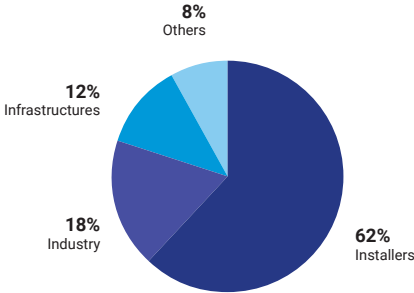
40

Countries

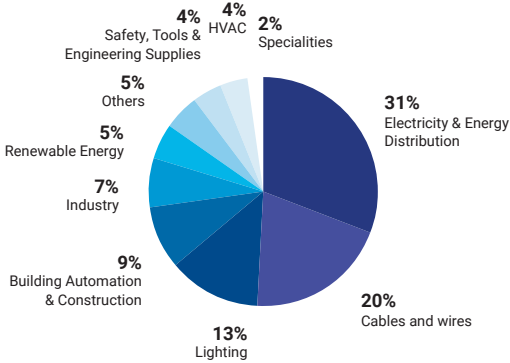
Number 1

World leader

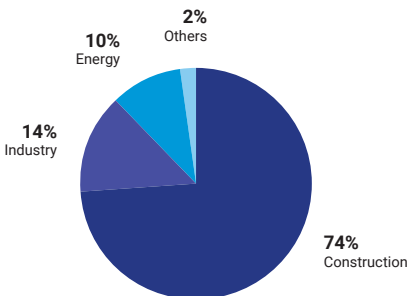
Customer-generated revenue



Products-generated revenue



Markets-generated revenue



Customer Experience
and Digital Transformation

Business Model

At Sonepar, we strive daily to invent tomorrow's solutions. Our associates' innovative initiatives drive the Group forward and open up new horizons for our customers and for the planet.



Digital Transformation

Sonepar's digital enterprise strategy towards an omni-channel experience will generate unlimited opportunities for our associates and customers, including increased customer services and support.



Skills

By preparing its associates to adapt, dare, learn and (self-) improve, we promote fair and individual career development and ensure that the right people are assigned to the right role.



Planet

Sonepar is at the heart of the energy transition. The Group is fully committed to placing the planet at the core of its business activities and preparing for future energy transition challenges.



Customer Experience

We are becoming increasingly customer centric and apply a new strategic marketing approach, based on customer data, to fully meet future customer needs and expectations.



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A vision of the future

In 2022, Sonepar achieved an outstanding performance. Not only are the financial results historic, but we also entered a new phase of our transformation in order to leverage more actively at a global scale, which will benefit our customers and provide new exciting challenges for our associates. This performance is all the more exceptional as it was achieved in a context of a highly disrupted supply chain, marked by the Covid crisis, but also of upheaval in the world order with the war in Ukraine, inflation and the energy crisis.

Our 44,000 associates work every day to ensure that Sonepar remains the undisputed world leader in its sector. Our teams have put in a great deal of work and we have continued to make progress in so many areas, including competitiveness, digital transformation and corporate social responsibility.

Sonepar aims to remain the leading B-to-B distributor of electrical products, solutions, and related services; serving customers with an omni-channel digital experience, promoting best-in-class sustainability, and ensuring associates a diverse and inclusive working environment with a unique purpose.

Philippe Delpech, Chief Executive Officer



Performance

Investing in the Future

Sonepar is investing **€2 billion in modernizing its supply chain** and a further **€1 billion in its digital platform**. We are committed to delivering the best omni-channel experience with our customer satisfaction driven investments in high tech, synchronized, and sustainable operations.

Promoting Clean Energy Solutions

Sonepar is uniquely positioned at the heart of the electrical ecosystem. We champion a more responsible future, nurture best environmental practices, and encourage the transition to low waste, clean energy solutions.

Delivering the Perfect Order

Offering our customers the broadest assortment of products and services with the highest levels of agility and customization for delivering the perfect order.



Exclusive brands

Sonepar owned exclusive brands **TradeForce** and **LIT by Cardi** are available in more than 15 countries around the globe.

TradeForce's portfolio offers over 700 hand tools, safety equipment, batteries and installation accessories while LIT by Cardi's product range is composed of more than 350 products including luminaires, lamps and lighting accessories.





Planet



Customer



Green Offer

We were the first electrical distributor to launch a Green Offer to help customers identify the most sustainable solutions, enabling them to lower their carbon footprint and that of the end user.

Carbon Footprint

Sonepar is committed to reduce its environmental footprint to limit the global warming to 1.5°C, in line with the Science Based Targets initiative (SBTi).

Energy Transition Academy

Sonepar runs in-house e-learning sessions to raise awareness about sustainability but also promotes circularity and energy-efficient products to customers.



**SCIENCE
BASED
TARGETS**

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



Seamless Experience

Serving our customers through an omnichannel experience: over the counter, visiting customers, by phone or online, working side-by-side with you – however we're needed.

Data-Driven Journey

Sonepar is leveraging digital technology to efficiently process customer data, deliver added value, tailored pricing and communications.

A Service Mindset

We're constantly expanding the range of services we offer to keep our engineering and training service and tailored logistics solutions at the leading edge.



People

Talent

Every year our Group recruits +8,000 associates worldwide and the associate engagement rate is 86%.

Diversity and Inclusion

Sonepar aims to ensure all associates a diverse and inclusive working environment, leveraging all our differences as strengths to power sustainable performance.



The Associate

Experience

We promote fair career development, ensure the right people are assigned to the right role and empower our leadership model.

Photo credits:

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