

Journée
agile
2022



**Frédéric
DUFFAU**

Conference:

**AGILE & PROFESSIONAL COACH
external vs internal**



**EUROPEAN LEADER SPECIALISED
IN DIY, HOME IMPROVEMENT AND GARDENING ONLINE**

The background features a gradient from dark blue on the left to teal on the right. Overlaid on this are several semi-transparent, overlapping geometric shapes in various shades of blue and teal, including a large pentagon and several smaller polygons.

CORPORATE VISION & CULTURE

MANOMANIFESTO

Our mission

**“ WE EMPOWER PEOPLE TO SUSTAINABLY
MAKE THEIR OWN KIND OF WORLD ”**

MANOMANIFESTO

How do we behave?



Boldness

As a market challenger, we must be bold in the decisions we take to really make a difference in our client's lives.



Ingenuity

In a fast-moving and competitive environment, ingenuity is our best tool to move faster than competitors and optimize our resources.

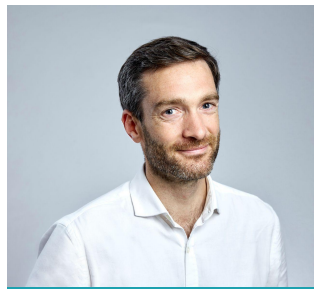


Care

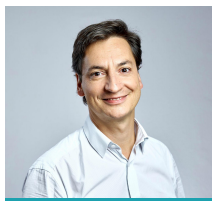
We care. For our people, our clients, our partners and our environment.

MANOMANO Organisation

2 Co-founders
1000 Manas &
Manos



PHILIPPE DE CHANVILLE & CHRISTIAN RAISSON CO-CEO



**CHRISTOPHE
DARGNIES**
Chief People
Officer



**KATIA
HERSARD**
Chief Growth
and Marketing
Officer



**STÉPHANE
PRIOLET**
Chief Technical &
Product Officer



**CELINE
VUILLEQUEZ**
Chief
Operating
Officer



**OLIVIER
VAURY**
Chief
Financial
Officer

The background features a blue gradient from dark to light. Two large, semi-transparent, light blue abstract shapes are overlaid on the background. The text 'COMPANY PRESENTATION' is centered in white, bold, uppercase letters.

COMPANY PRESENTATION

ABOUT US

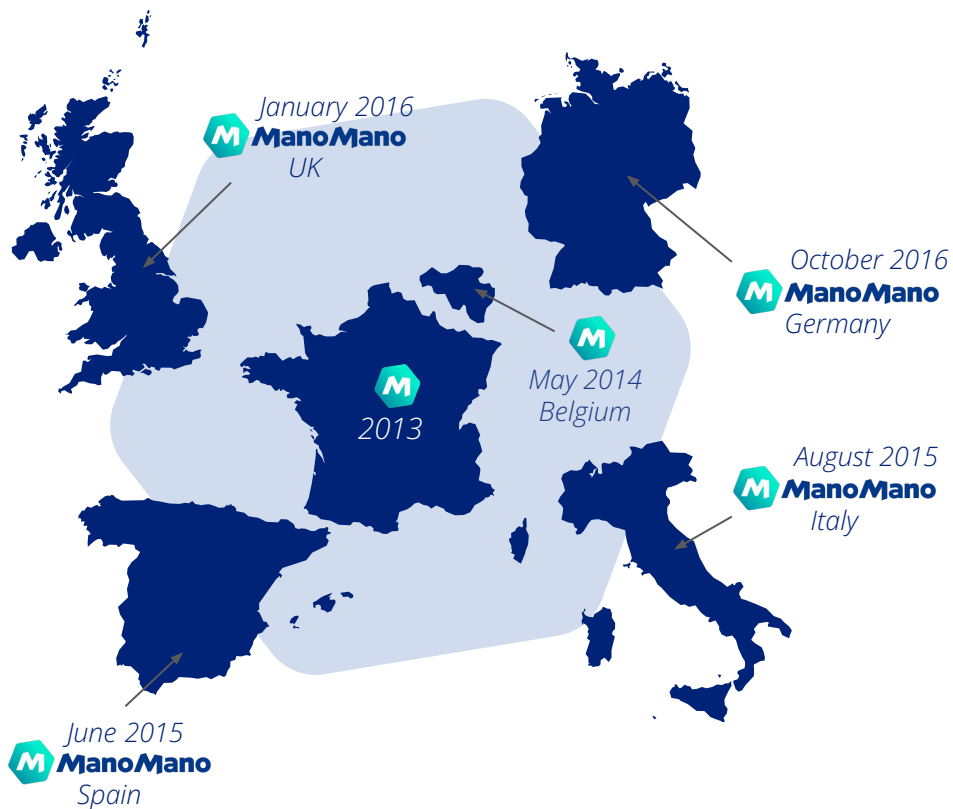
In a few words

Launched in 2013, ManoMano is **Europe's leading marketplace** for **DIY, home improvement and gardening online**. Co-founded by Philippe de Chanville and Christian Raison, ManoMano brings together the largest offer of DIY & gardening online products: electricity, plumbing, hardware, frames, indoor and outdoor furniture, tools, etc. With more than **4,000 seller partners** and **16 million products**, ManoMano currently **employs 1000 people** and operates in **6 markets** (France, Belgium, Spain, Italy, Germany, United Kingdom).

ABOUT US

Key figures

- ◆ More than **4,000 sellers** cherry-picked
- ◆ An unmatched DIY, home improvement & gardening catalogue (**16M products**)
- ◆ **50M visitors** monthly, **7M** active customers
- ◆ **725M\$ Funds raised** since launch (355M\$ in 2021)
- ◆ **Logistics warehouses** in France (2018), Spain (2019) and Italy (2020)
- ◆ **BtoB platform** launched in France (2019) in Spain & Italy (end 2020) and the UK (Q2 2022)
- ◆ **4 Offices** in Paris (x2), Bordeaux & Barcelona



ABOUT US

In a nutshell



16M referenced products



4,000 seller partners



7M active customers



1.2Bn€ BV (2020)



50M unique visitors per month



1,000 Manas & Manos

ABOUT MANOMANOPRO

In a few words

Launched in March 2019, ManoManoPro is a **“one-of-a-kind” platform** designed to **make life easier for builders**. In a market that is still not very digital (5% in 2019) and with a potential in Europe of €200 billion, ManoManoPro aims to **revolutionize the purchasing process for professionals to free them from their daily constraints and enable them to optimise their schedule**.

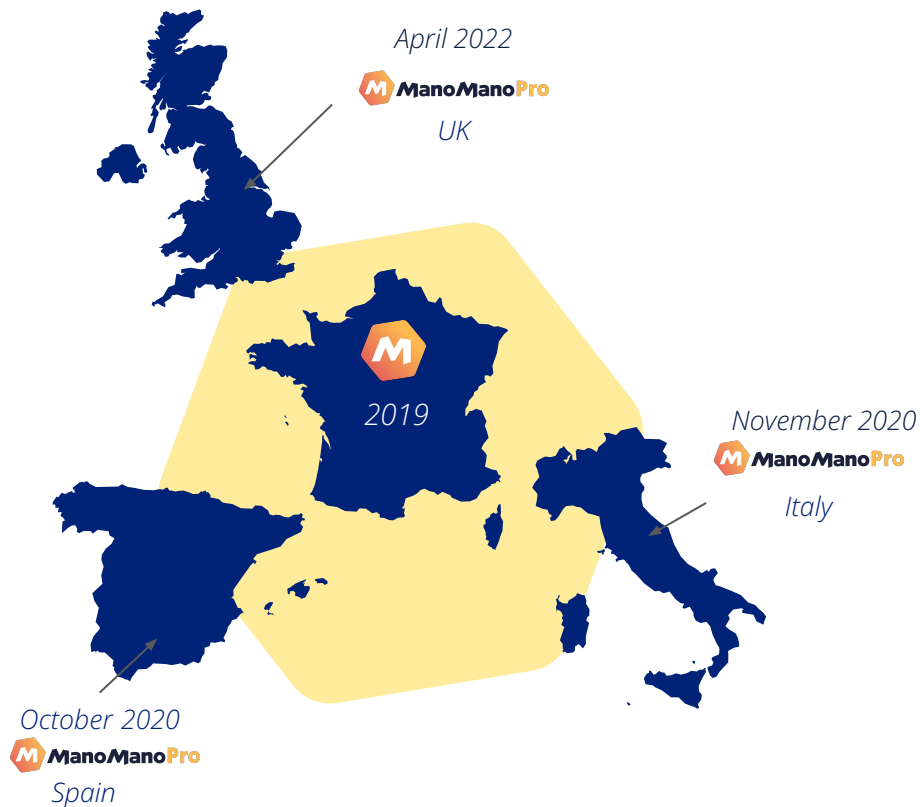
By combining the power of a marketplace with products specially adapted to the needs of professionals, ManoMano takes the construction industry a step further and continues its conquest of the DIY sector by tackling the BtoB market.

ManoManoPro was launched in Spain and Italy (end 2020) and in the UK (April 2022).

ABOUT MANOMANOPRO

Key messages

- A **“one-stop-shop platform”** with an exclusive catalog of **75k handpicked products** and access to full ManoMano catalogue.
- Best pro brands in tooling, plumbing and electricity at **great prices** (up to **20% discount** vs. general public prices).
- A mobile-app
- **High level of service:** free shipping, 75% catalog with 24h delivery, (relay points or on building sites), real-time stock availability, 100% tracking, **dedicated Sales & Customer Service team of multi-specialist experts.**



ABOUT MANOMANOPRO

In a nutshell



More than 1 pro out of 4 served in France



1st mobile app for transport and on worksites



3-digit-growth rate since launch (France)



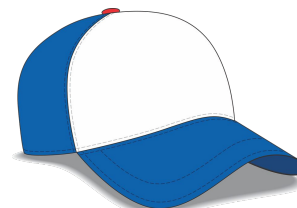
75k handpicked products from best pro brands

Retour d'expérience réflexion sur plus de 30 ans

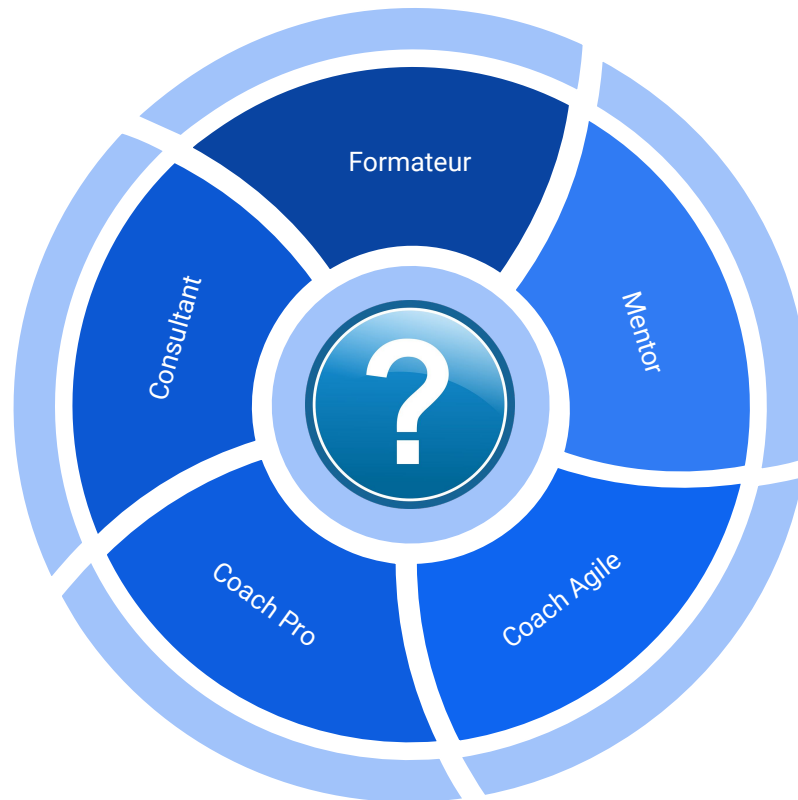
“ Coach Agile & Coach Pro externe vs interne ”



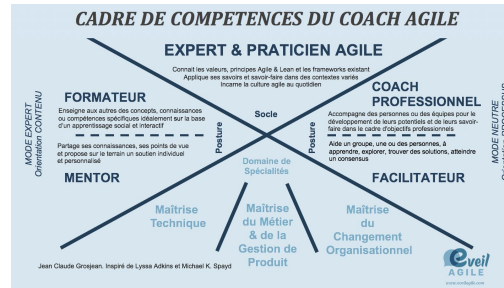
**Frédéric
DUFFAU**



Coach Agile externe



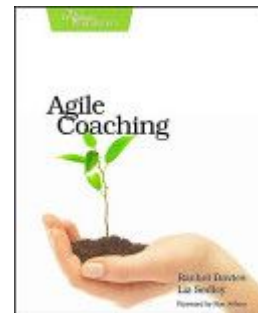
Coach Agile externe



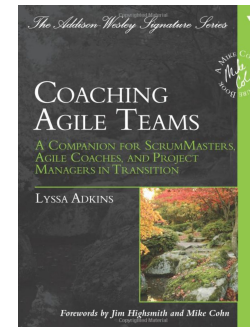
Jean-Claude Grosjean - <http://www.eveilagile.com/coach-agile/>

An agile coach helps organizations, teams, and individuals adopt agile practices and methods while embedding agile values and mindsets. The goal of an agile coach is to foster more effective, transparent, and cohesive teams, and to enable better outcomes, solutions, and products/services for customers.

~2021 State of Agile Coaching Report



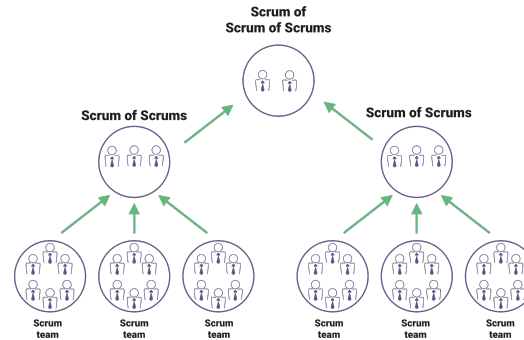
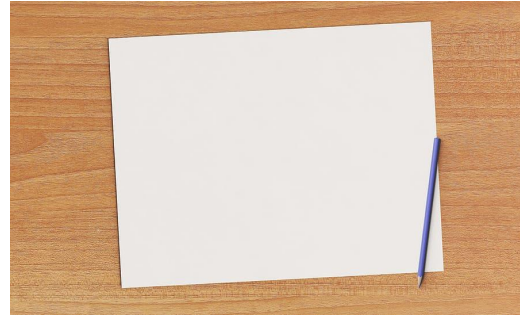
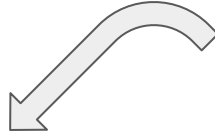
Rachel Davies, Liz Sedley



Lyssa Adkins



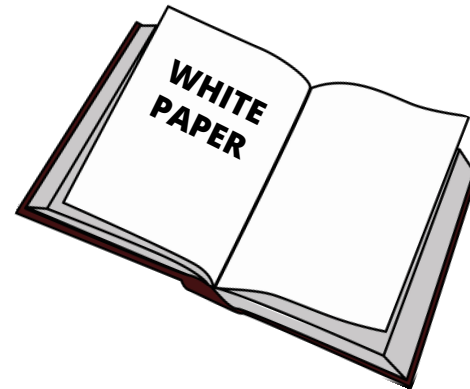
Coach Agile externe



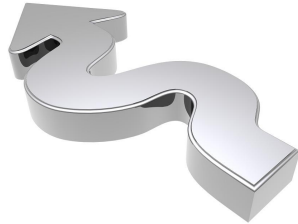
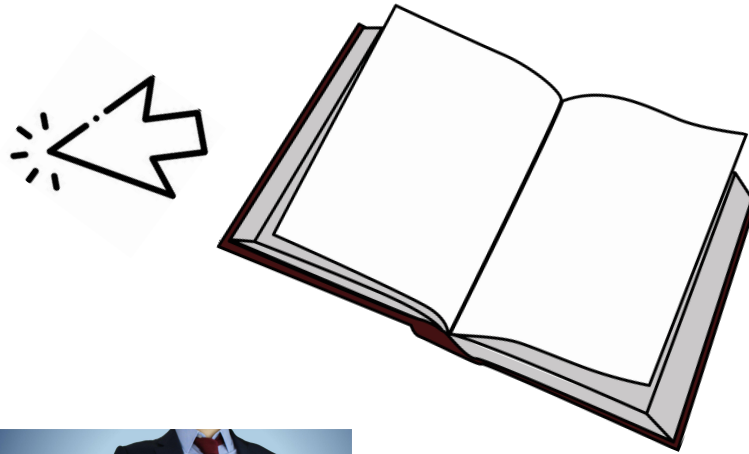
Coach Agile externe



FRAMEWORK

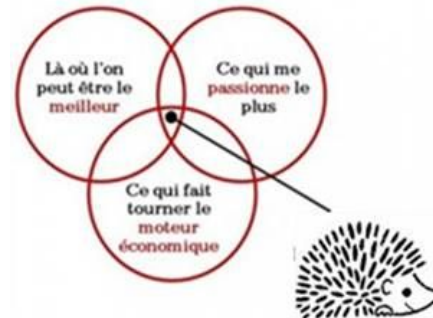
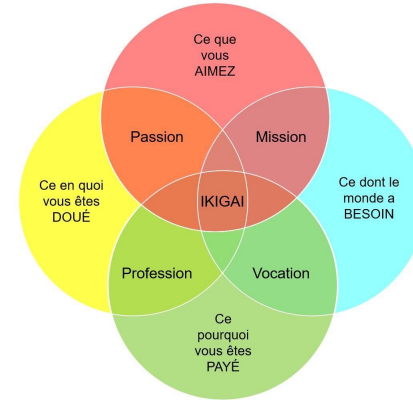


Coach Agile externe

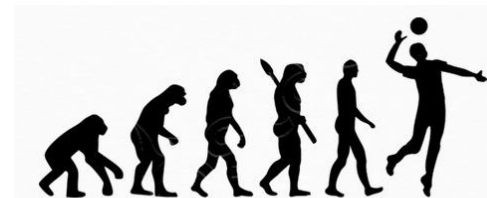


Coach Pro

conscience de soi



Volleyball de joueur à coach



Volleyball de joueur à coach

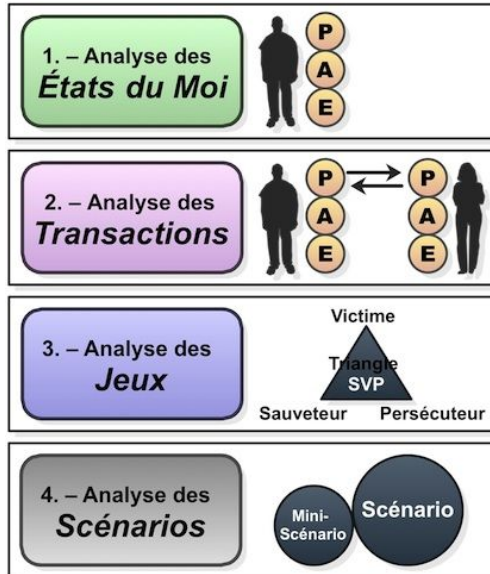


Designed by *Vecteezy*



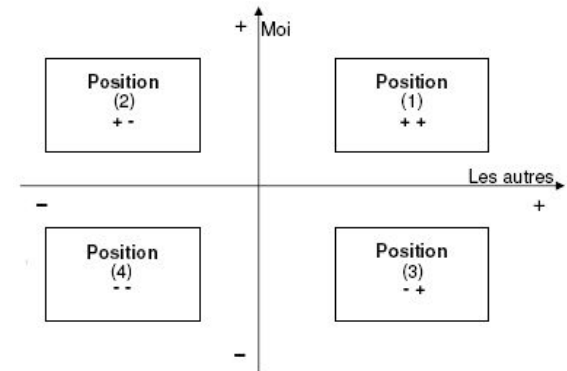
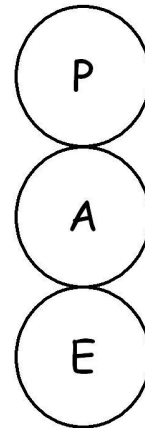
Coach Pro

découverte de soi



Les quatre domaines d'analyse de l'Analyse transactionnelle

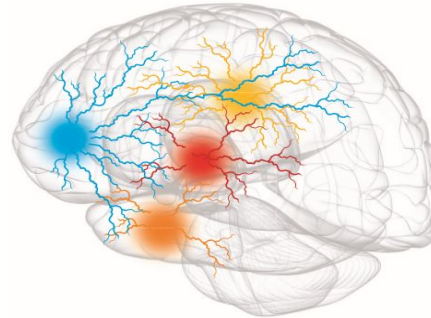
Création de Richard Martens © 2013



Coach Pro estime de soi

**GOUVERNANCE
INSTINCTIVE**

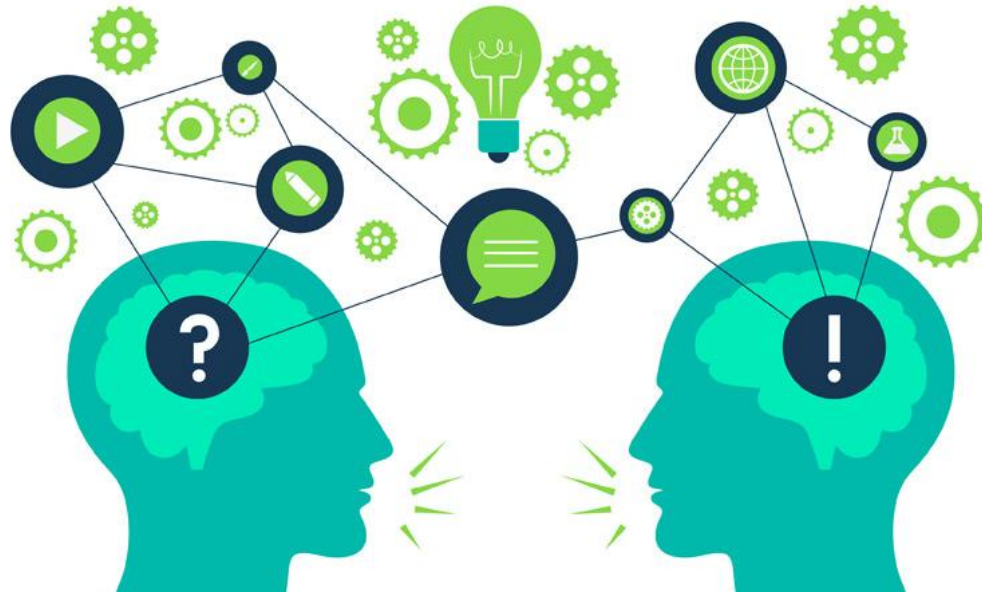
**GOUVERNANCE
EMOTIONNELLE**



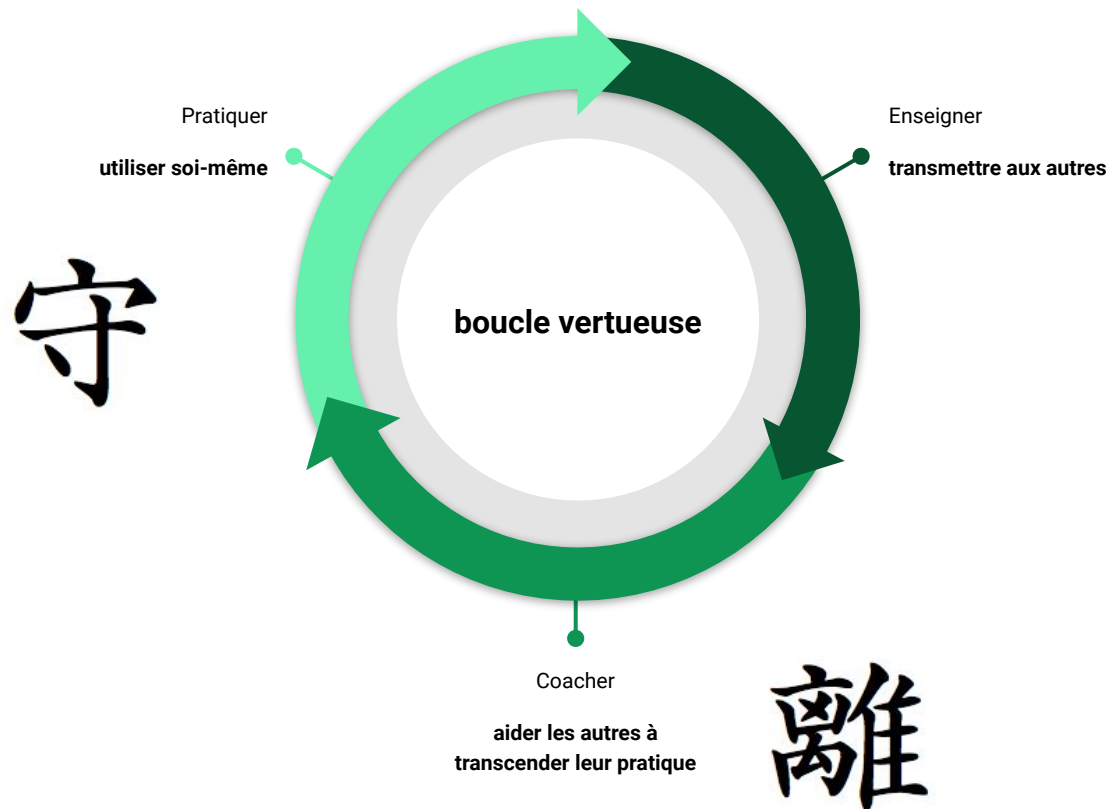
**GOUVERNANCE
GREGAIRE**

**GOUVERNANCE
ADAPTATIVE**

Centrage moi = pro + volley + perso



Mes clés motivation



守

破

離



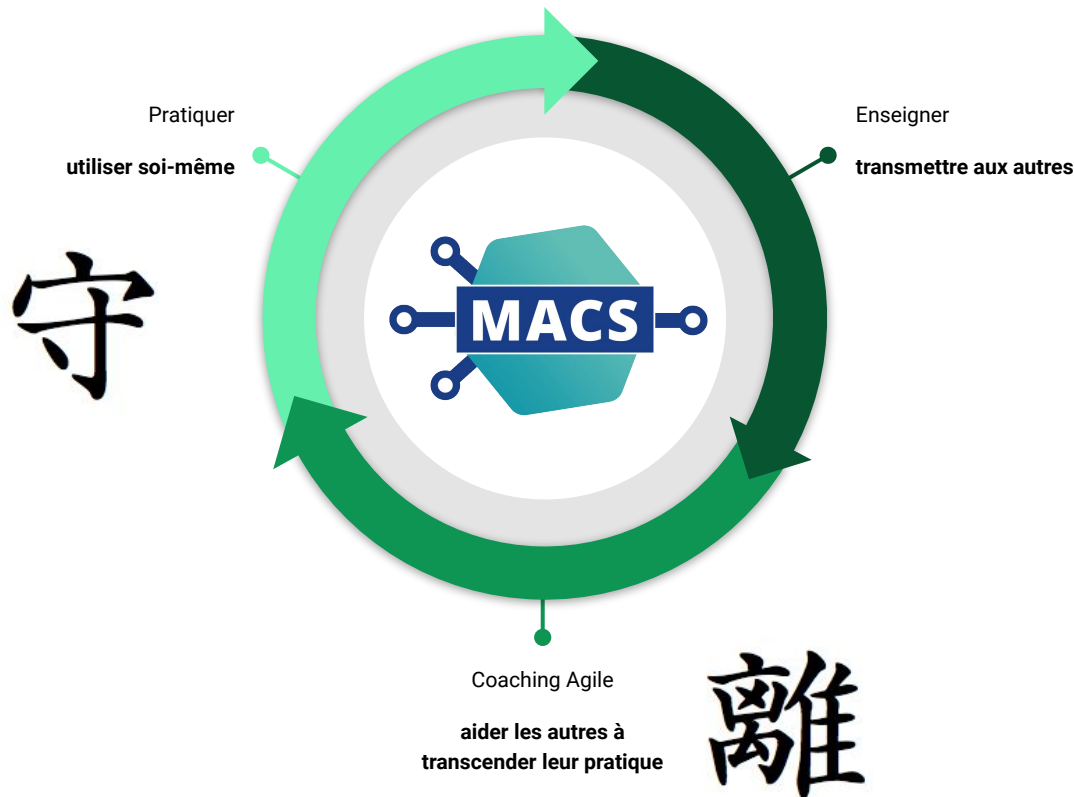
Coach Agile externe



ManoMano



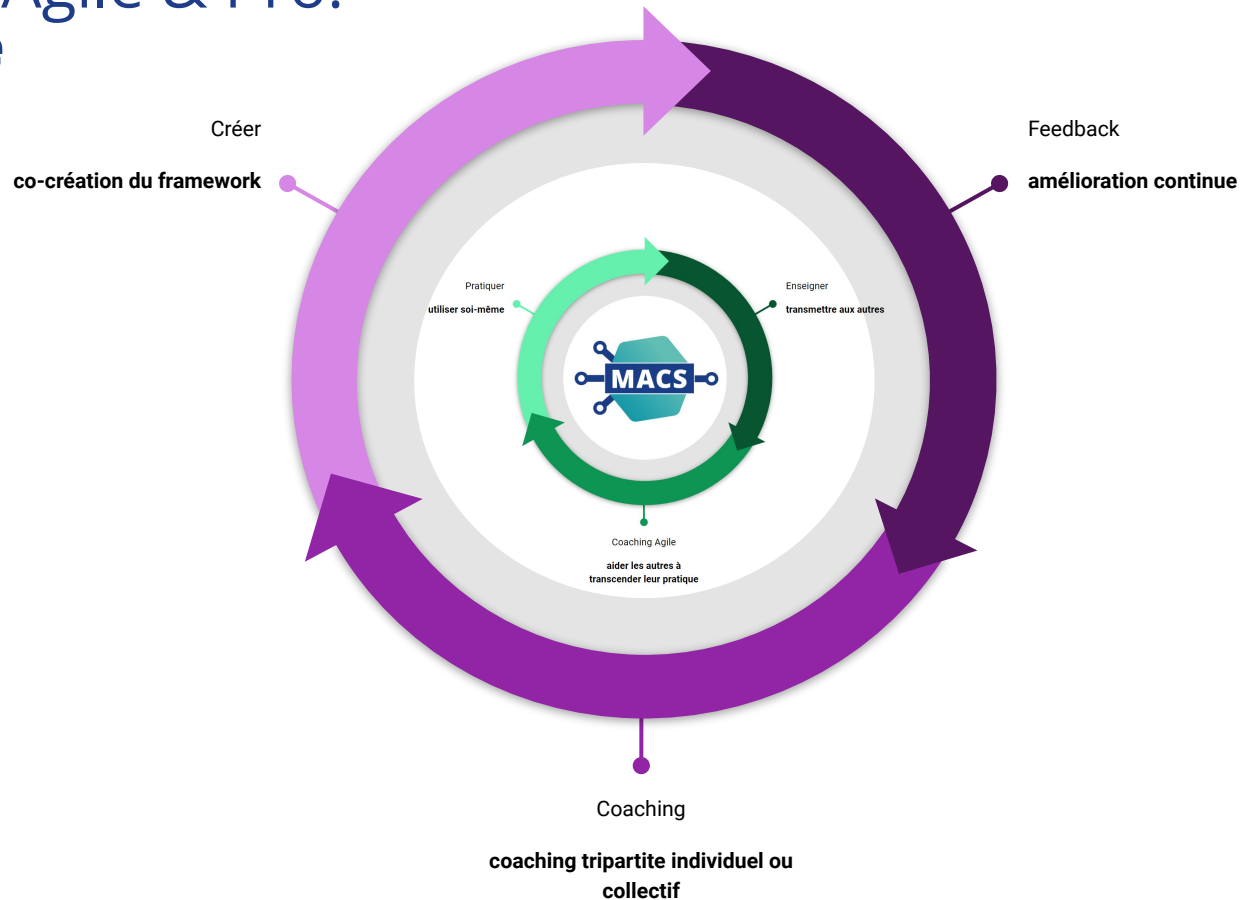
Coach Agile externe vs interne



破



Coach Agile & Pro. interne

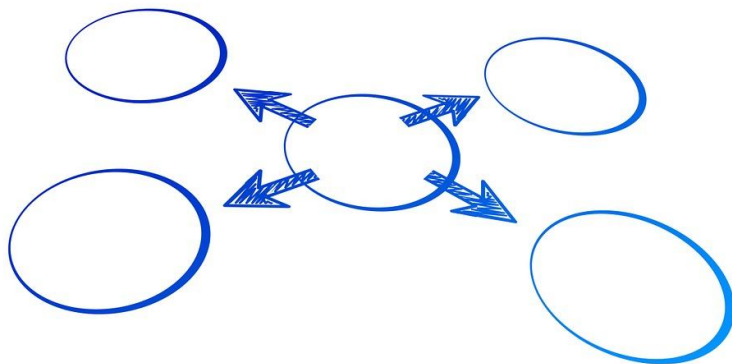


Coach Agile & Pro. interne

**RELATION
TRIPARTITE**



Coach Agile & Pro. interne



Coach Agile & Pro. interne



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agile
2022



Merci de votre attention !

**Frédéric
DUFFAU**