

DARDILLY, 26 JANUARY 2017

9-MONTH REVENUES UP 51.9%

- **8.0% GROWTH AT CONSTANT CONSOLIDATION SCOPE**
- **STORE DEVELOPMENT PLAN WELL ON TRACK**

9-MONTH CONSOLIDATED REVENUES (1 APRIL TO 31 DECEMBER) – *UNAUDITED*

€m	2016/2017	2015/2016	Change (%)
Q1	104.2	68.0	+53.2%
Q2	116.9	75.8	+54.2%
Q3	143.8	96.4	+49.2%
9-month total	364.9	240.2	+51.9%

Corporate data: 9-month revenues of €258.5m in 2016/2017 versus €237.8m in 2015/2016

LDLC Group posted Q3 2016/2017 revenues of €143.8m, up 49.2% compared to the same period last year. At constant consolidation scope (excluding Materiel.net consolidated on 1 April 2016), Q3 revenues rose 4.7%.

While store openings and the ramp-up of the store network progressed according to plan during the third quarter, with 22 sales outlets opened by the end of 2016 compared to 13 in 2015, revenues were curbed by a disappointing performance in online sales of high-tech products during the Christmas period compared to forecasts. Fluctuations in the US dollar coupled with short supplies of certain memory components forced us to raise our prices, sometimes quite considerably, and led to stockouts that disrupted sales at certain times towards the end of the year. On the other hand, third quarter growth in B2B sales was in line with Group expectations.

Accordingly, the Group posted consolidated revenues of €364.9m for the first 9 months of 2016/2017, up 51.9% including 8.0% growth at constant consolidation scope.

B2C 9-month revenues came to €267.3m, up 77.6% (7.5% at constant consolidation scope), including €36.3m generated by the store network, up 42.5%. B2B 9-month revenues came to €88.9m, up 8.8% from the previous year.

OUTLOOK

After a third quarter that proved more challenging than expected for online sales due to factors beyond our control, the Group expects to quick return to double-digit pro forma growth, thus maintaining its strong dynamic. In terms of earnings, the Group confirms its target to improve its full-year EBITDA figure.



Next release:
20 April 2017 after market close, Q4 2016/17 revenues

→ **ABOUT LDLC.COM**

A pioneer of e-commerce in France since its foundation in 1996, the LDLC Group is now a major player in the high-tech market. Twenty years on, the Group now operates via 10 websites, including 6 commercial sites, covering IT, high-tech and household goods, and employs over 700 people.

→ **GROUP OVERVIEW**

The LDLC Group was one of the first to venture into online sales in 1997. Winner of a number of customer service awards and widely recognised for the efficiency of its integrated logistics platform, in 19 years the Group has positioned itself as a major player in online sales. By drawing on its own technical and human resources, the entire Group is geared to delivering performance, reliability and satisfaction to its numerous individual and professional customers.

Today, as an e-commerce leader in the IT and high-tech markets, the LDLC Group strives to meet the growing demand for state-of-the-art technology from consumers and professionals alike.

Find all the information you need at www.groupe-ldlc.com

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