

Continued strong growth momentum at the end of Q3 2023-2024

- **Gross merchandise volume: €172.6 million, up 17.7% over 9 months;**
- **Consolidated revenues: €132.6 million, up 11.5% over 9 months;**
- **Habitat: successful campaign to put a smile back on the faces of customers affected by the default of the brand's former operator, prior to the commercial relaunch;**
- **Confirmation of the objective of double-digit annual growth in gross merchandise volume and another year of profitable growth.**

23 July 2024. Vente-unique.com, an expert in online sales of furniture and home furnishings in Europe, announces its unaudited revenues figures for the first 9 months of the 2023-2024 financial year (period from 1^{er} October 2023 to 30 June 2024).

IFRS (in K€)	9M 2022-2023	9M 2023-2024	Variation
Gross merchandise volume¹	146,570	172,557	+17.7%
Revenues	118,913	132,552	+11.5%
<i>E-commerce²</i>	113,399	130,311	+14.9%
<i>Logistics³</i>	5,514	2,242	-59.3%

Vente-unique.com has succeeded in maintaining a strong sales momentum since the start of the year, with double-digit growth, in a context that remains difficult for household consumption and marked by a certain wait-and-see attitude in France due to the current electoral situation. Overall, gross merchandise volume for the first 9 months of the year rose sharply by 17.7% to €172.6 million, driven by strong international performances and the continued expansion of the marketplace.

Growth driven by strong international momentum

IFRS (in K€)	9M 2022-2023	9M 2023-2024	Variation
E-commerce revenues⁴	113,399	130,311	+14.9%
<i>France</i>	59,660	62,936	+5.5%
<i>Northern and Eastern Europe⁵</i>	37,800	47,820	+26.5%
<i>Southern Europe⁶</i>	15,938	19,555	+22.7%

¹ Gross value, including taxes, of products and services sold, including direct product sales recognised at the date of shipment, marketplace sales recognised at the order confirmation date and other invoiced services and revenues

² Direct product sales + marketplace fees

³ BtoB logistics services invoiced by the new subsidiary resulting from the acquisition of the Distri Service business on 1 October 2022

⁴ Direct product sales + marketplace fees

⁵ Austria + Belgium + Germany + Luxembourg + Netherlands + Poland + Switzerland

⁶ Italy + Portugal + Spain

Vente-unique.com recorded E-commerce revenues, including commissions generated by the marketplace, of €130.3 million for the first 9 months of the year, up 14.9%. Quarter after quarter, the Group has succeeded in increasing the volume of products sold while maintaining a solid gross margin, demonstrating the relevance of its positioning and business model.

The E-commerce business is driven by continued strong international momentum, with sales up by a remarkable 26.5% in **Northern and Eastern Europe**, and 22.7% in **Southern Europe**, compared with the same period last year. Lastly, growth in **France** remained solid and resilient (+5.5%) despite a rather gloomy environment.

The marketplace, open in 8 countries, also continues to prove a powerful growth accelerator for the Group. It is enjoying solid, steady growth in almost all the countries where it is deployed, particularly in France (16.3% of e-commerce sales in June 2024, compared with 13% in June 2023). Finally, the roll-out of the marketplace in March 2024 in the Netherlands and Portugal has already seen a very satisfactory ramp-up throughout the 3rd quarter of the year.

Successful first step in the relaunch of the iconic Habitat brand

Since the relaunch of the [Habitat.fr](https://www.habitat.fr) website on June 13, 2024⁷ and with the support of its main shareholder CAFOM, Vente-unique.com initially focused on its voluntary and proactive approach of providing a personalised response to each customer affected by the liquidation of the former operator.

At the same time, the Group is actively preparing the second stage of the brand relaunch campaign, with a full commercial launch in September and a ramp-up planned over the next financial year.

Annual outlook confirmed

Thanks to this strong sales momentum over the first 9 months of the year, Vente-unique.com confirms its target of double-digit annual growth in gross merchandise volume and another year of profitable growth.

Next publication: revenues for the 2023-2024 financial year, Wednesday 13 November 2024

For more information: bourse.vente-unique.com

About Vente-unique.com

Created in 2006, Vente-unique.com (Euronext Growth - ALVU), a subsidiary of the CAFOM Group (Euronext - CAFO), is an expert in online revenues of furniture and home furnishings in Europe. The company covers 11 countries (France, Germany, Austria, Belgium, Spain, Italy, Luxembourg, the Netherlands, Poland, Portugal and Switzerland) and has supplied over 2.5 million customers since its launch.

⁷ [See press release dated June 13, 2024](#)



Vente-unique.com

Du bonheur à tous les étages

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IFRS (in K€)	Q1 2022-2023	Q1 2023-2024	Variation
Gross merchandise volume	46,968	58,164	+23.8%
Revenues	38,754	45,063	+16.3%
<i>E-commerce</i>	36,809	44,010	+19.6%
<i>Logistics</i>	1,945	1,053	-45.9%

IFRS (in K€)	Q2 2022-2023	Q2 2023-2024	Variation
Gross merchandise volume	52,022	59,150	+13.7%
Revenues	42,274	45,197	+6.9%
<i>E-commerce</i>	40,374	44,374	+9.9%
<i>Logistics</i>	1,899	824	-56.6%

IFRS (in K€)	Q3 2022-2023	Q3 2023-2024	Variation
Gross merchandise volume	47,579	55,243	+16.1%
Revenues	37,886	42,292	+11.6%
<i>E-commerce</i>	36,216	41,927	+15.8%
<i>Logistics</i>	1,670	365	-78.1%