

Net sales of €598.4 million to 30 June 2014

€m	2014-Q2	change	change lfl ¹	at 30 June 2014	change	change lfl ¹
Group sales	271.7	3.2%	2.8%	598.4	0.3%	1.6%
Europe	202.4	6.7%	3.5%	411.7	7.0%	4.8%
China	69.3	-5.6%	0.2%	186.8	-11.9%	-6.1%
<u>Europe by country</u>						
France ²	177.7	6.5%	3.3%	363.8	7.1%	4.6%
Other	24.7	7.8%	4.8%	47.9	6.3%	6.4%
<u>Europe by brands</u>						
ETAM ³	160.0	8.1%	3.9%	328.4	8.7%	5.6%
1.2.3	42.4	1.4%	2.1%	83.3	0.8%	2.1%

¹ like-for-like and at constant exchange rates including internet

² including export sales

³ including Undiz

I. BUSINESS TRENDS

In the second quarter of 2014, the Etam Group posted sales of €271.7 million, including a negative currency impact of €4.5 million mainly related to the depreciation of the yuan against the euro. Sales were up 3.2 % compared with the second quarter of 2013. Like-for-like and at constant exchange rates, sales increased by 2.8 %.

Over the first half of 2014, the Etam Group generated sales of €598.4 million, including a negative currency impact of €6.5 million mainly related to the depreciation of the yuan against the euro. Sales were up 0.3 % compared with the first half of 2013. Like-for-like and at constant exchange rates, sales were up 1.6 %.

1. In Europe

In the second quarter of 2014, sales came to € 202.4 million, up 6.7 % or 3.5 % on a like-for-like basis and at constant exchange rates.

Over the first half of 2014, sales came to € 411.7 million, up 7.0 % or 4.8 % on a like-for-like basis and at constant exchange rates.

The Group's brands achieved satisfactory commercial performance during the first half year thanks to new store concepts, to larger shops dedicated to the lingerie activity of Etam, to a multi-channel strategy and to attractive collections.

2. In China

In the second quarter of 2014, sales were €69.3 million - including a negative currency impact of €4.5 million - down 5.6 % and up 0.2% like-for-like and at constant exchange rates. This commercial performance is in line with the March commercial performance and occurs in the context of the organizational changes made during the 1st quarter. It partially offsets the bad start of the first half year.

Over the first half of 2014, sales were €186.8 million - including a negative currency impact of €6.5 million - down 11.9 %. Like-for-like and at constant exchange rates, sales were down 6.1 %.

II. NETWORK DEVELOPMENT

At 30 June 2014, the Etam Group had 4,246 stores, including 940 in Europe, 3,083 in China and 223 operated by international franchises.

Over the first half, the Group expanded its lingerie businesses in Europe and in export markets where it opened 20 new franchises. In China, 88 units were closed.

The Etam Group is an international retailer of women's ready-to-wear clothing, lingerie and accessories with 4,246 sales outlets at 30 June 2014

Next release:

2014 first-half results on 28 August 2014 after the market closes in Paris

Information for analysts and investors: www.etamdeveloppement.fr / Tel.: 01 55 90 72 79
Etam Développement: ISIN code: FR0000035743 / Reuters: TAM.PA / Bloomberg: TAM FP