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Paris, 16 October 2013

MANUTAN GROUP 2012/2013 Q4 turnover

(€ thousands)	Turnover at the end of September 2013	Turnover at the end of September 2012	Q4 2013	Q4 2012	Q3 2013	Q3 2012	Q2 2013	Q2 2012	Q1 2013	Q1 2012
Turnover excluding contribution of acquired/sold companies	532,855	570,751	131,485	140,913	126,145	133,247	130,760	144,565	144,464	152,026
Contribution of acquired companies	52,791	0	20,580	0	9,377	0	7,706	0	15,128	0
Total turnover	585,646	570,751	152,065	140,913	135,522	133,247	138,466	144,565	159,592	152,026

At the end of the 2012/2013 financial year, the Manutan Group's turnover amounted to €585.6 million, compared with €570.7 million for the previous financial year. The Manutan Group registered an increase in business of 2.6% (+2.7% at constant exchange rates). On a like-for-like basis, the Group recorded a fall of 6.6% (-6.5% at constant exchange rates).

Turnover for the fourth quarter of 2012/2013 was up by 7.9% (+9% at constant exchange rates) year-on-year at 152.1 million euros. On a like-for-like basis, the turnover was down by 6.7% (-5.6% at constant exchange rates).

All of the Group's markets registered negative growth, except for the South and West areas which leveraged a positive scope effect of 12.8% and 17.4% respectively, following the acquisition of Casal for the South area and IronMongery Direct for the West area:

(Changes in local currencies)	1st quarter	2nd quarter	3rd quarter	4th quarter	Financial year ¹
North	-10.0%	-12.7%	-7.6%	-10.5%	-10.2%
Centre	-1.0%	-7.6%	-8.1%	-7.1%	-6.0%
East	-2.8%	-16.7%	-17.5%	-7.7%	-11.1%
South	+7.9%	-1.6%	+7.5%	+8.2%	+5.6%
West	-0.5%	-3.6%	+0.9%	+66.2%	+15.5%
Total Group (in €)	+5.0%	-4.2%	+1.7%	+7.9%	+2.6%

¹ In the South area's case, these growth rates reflected a favourable scope effect of 12.8% associated with Casal Sport's contribution (-7.3% on a like-for-like basis), and 17.4% for the West area (-1.9% on a like-for-like basis) associated with the acquisition of IronMongery Direct.



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(€ thousands)	Turnover at the end of September 2013	Turnover at the end of September 2012	Q4 2013	Q4 2012	Q3 2013	Q3 2012	Q2 2013	Q2 2012	Q1 2013	Q1 2012
North	28,714	30,992	5,674	6,596	7,476	7,714	7,527	8,267	8,037	8,414
Centre	107,596	114,415	24,594	26,473	25,480	27,740	28,671	31,046	28,851	29,157
East	17,484	19,996	4,035	4,483	3,969	4,934	4,223	5,142	5,258	5,437
South	376,568	356,688	98,331	90,854	86,890	80,793	85,966	87,398	105,381	97,643
West	55,283	48,660	19,431	12,506	11,708	12,067	12,079	12,711	12,065	11,375
TOTAL	585,646	570,751	152,065	140,913	135,522	133,247	138,466	144,565	159,592	152,026

As anticipated by the Group, there were no significant changes in the trend towards the end of the year. However, the recent acquisition of Ikaros Cleantech AB in Sweden announced on 10 October, combined with the acquisitions of Casal in France and Ironmongery in England, will inject new driving force into the Group's growth.

Thanks to its sound financial footing (the acquisition of Ikaros Cleantech AB was financed entirely from the Group's equity capital, thereby preventing it from eating into its investment capability) and its ability to implement plans geared towards the current business environment, the Group will maintain an acceptable level of profitability.

Finally, the Group will pursue its policy of investing in information systems and logistics capacities.

About the Manutan Group

The Manutan Group is a leading player in the European multi-channel distribution market for businesses and local authorities. The group operates in 19 European countries through 24 subsidiaries.

Manutan International is listed on Compartment B of Euronext Paris, ISIN: FR0000032302-MAN.

Next publication: Results for the 2012/2013 financial year, 18 December 2013 (after market closure)

Contact investors
Yassine Soumari - Corporate finance
 Tel. : +33 (0) 1 34 53 35 55
 Contact.investors@manutan.com