

Net sales for for the Third Quarter of 2008
€236.3m

<i>(€ millions)</i>	Q3-2008	<i>Change</i>	<i>Change lff⁽¹⁾</i>	30 Sept. 2008	<i>Change</i>	<i>Change lff⁽¹⁾</i>
Group net sales	236.3	-0.3%	-5.4%	718.5	-3.9%	-6.9%
By country						
- <u>Group excluding China</u>	192.3	-0.7%	-6.9%	596.3	-0.5%	-6.2%
France	155.6	-1.4%	-6.7%	488.9	-1.0%	-5.6%
Other countries ⁽²⁾	36.7	+2.1%	-7.5%	107.4	+2.2%	-9.0%
- <u>China</u>	44.0	+1.9%	+7.2%	122.2	-17.9%	-12.3%
By brand						
Etam Europe	149.8	-1.5%	-8.2%	453.7	-0.7%	-7.2%
1.2.3	42.5	+1.9%	-2.5%	142.6	+0.3%	-3.3%
China	44.0	+1.9%	+7.2%	122.2	-17.9%	-12.3%

(1) lff: on a comparable structure and at constant exchange rates

(2) other European countries and India

I – Third quarter 2008 sales

In the third quarter of 2008, the Etam Group generated consolidated net sales of €236.3 million, down 0.3% compared with the third quarter of 2007. This includes a negative currency impact of €0.4 million. On a comparable structure and at constant exchange rates (like-for-like), sales were down 5.4%.

Excluding China, sales were down 0.7% at €192.3 million. Like-for-like and at constant exchange rates, sales fell by 6.9% under difficult market conditions.

The Etam brand's sales performance in France over the period is negatively impacted by the deferral of the "Jours Passions" promotional campaign, which took place in October this year compared with September in 2007.

In China, sales saw a change of trend in the third quarter of 2008 with an increase of 1.9%, driven by a strong performance on a same-store basis (up 7.2%).

II – Sales to 30 September 2008

Sales to 30 September 2008 came to €718.5 million, down 3.9% year-on-year, including a negative currency effect of €3.9 million. Like-for-like and at constant exchange rates, sales decreased by 6.9% while gross margin was maintained.

Excluding China, sales were down 0.5% at €596.3 million. Like-for-like, sales fell by 6.2%.

Over the first nine months of the year, export sales - included in sales for France - rose by 16.2%.

In China, sales decrease was reduced from 22.7% June 2008 year-to-date to 12.3% September 2008 year-to-date on a like-for-like basis, thanks to the actions engaged during the third quarter.

III – Development of the network

Excluding China, 46 sales outlets have been opened since 1 January 2008.

At 30 September 2008, the Etam Group had 3,361 sales outlets including 1,020 in Europe, 2,133 in China and 208 in international franchises and India.

IV – Recent trends

In Europe, under difficult market conditions since the start of the year, the ETAM Group is focusing on:

- Reducing its costs significantly.
- The impact of merchandising and window displays.
- Streamlining its networks. In particular, as announced in August 2008, the Group is cutting back its ETAM Prêt-à-Porter network in Belgium with the sale or closure of 20 stores in 2009.
- Rigorous selection of investment in developments.

In China, having fallen for a number of consecutive quarters, sales increased by the third quarter of 2008, validating efforts initiated by the new management team.

The Etam Group is an international retailer of women's ready-to-wear clothing, lingerie and accessories.
It had 3,361 sales outlets at 30 September 2008.

Next event: 2008 full-year sales on 21 January 2009 after close of the Paris stock exchange

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