

2013: A return to year-on-year growth, up 2.6%

Turnover €M		2013	2012	Difference %
Annual total		147.3	151.9	- 3%
1 st quarter		30.9	33.6	- 8%
2 nd quarter		38.6	37.4	+ 3%
3 rd quarter		40.5	38.8	+ 4%
4 th quarter		37.3	42.1	- 11%
Of which	Retail sales	117.3	122.2	- 4%
	Lease management rent	13.6	14.6	- 7%
	Franchise	3.6	3.6	Nil
	Internet	2.3	2.8	- 18%
	Bulk sales	8.5	6.7	+ 27%
	Listing fees	0.1	0.2	Nil
	Other	1.9	1.8	Nil

6 new stores opened during the accounting period:

Metz-Borny (57), Auxerre-Moneteau (89), Maubeuge (59), Calais (62), Sorgues (84) Barberey (10).
As the lease for the Garges (95) store was not renewed, this brings the current number of stores to 133.

All stores are franchises and 9 are business owners.

The year-on-year growth for retail activity demonstrates the developments in the mix with new footwear ranges and branded products in a French marketplace that is however in decline.

The club card has been a clear success and contributes to improved results, despite only being worth a portion of sales, with €1M reported for 2014.

Internet: sales affected by the success of the club card

Adjustments have been implemented and these should bear results quickly.

Bulk sales:

Major growth in turnover has led to a profitable expansion of the customer base.

Rémy Lesguer, Chairman of the Board:

"The Group has reaped the rewards of our 2012 restructuring, where 17 unprofitable stores were closed. The 2013 financial year has been, as predicted, a transitional period in a marketplace that is largely in recession. The work achieved and the motivation among our teams allows us to be cautiously optimistic about our activity and our margins for 2014"

Governance and shareholding

The details from the AGM of 4 December 2013 and the vote on resolutions and capital distribution are available on the company website.

Find all of our communications on www.vetaffaires.org

Upcoming dates for 2014

- Annual results 2013
- Annual General Meeting

Close of trading 03 April
05 June

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