

Civrieux d'Azergues, 28 April 2016

## **Q1 2016 SALES: €74.6m (-6.0%)**

### **PROFITABILITY MAINTAINED AND DEBT REDUCED**

#### **Sales (unaudited)**

(€m)	2015	2016	% change
1st quarter	79.4	74.6	-6.0%

Q1 2016 consolidated sales totalled €74.6 million, down 6.0% from Q1 2015. The number of sale days and the timing of the Easter holiday were equivalent to Q1 2015. New customers recruited were not enough to offset the natural erosion in the customer portfolio.

The average shopping basket, excluding tax, increased by €1.8, buoyed by development of the product ranges. Online sales saw robust growth and represented 3.2% of Toupargel brand sales, vs. 2.7% in Q1 2015.

#### **Profitability maintained and debt reduced**

In Q1 2016, the Group improved its gross profit margin, controlled operating costs and reduced its net debt.

#### **2016 Outlook**

The Group is pursuing its 2013-16 strategic plan and maintaining its targets for earnings and reduction in net debt.

#### **Upcoming events**

- Publication of sales and earnings for the first half of 2016 on 13 September 2016 (after stock market closing).
- Publication of Q3 2016 sales on 7 November 2016 (after stock market closing).

*Toupargel, the specialist in home delivery of food products to individual customers*

*Euronext Paris, Segment C*

*CAC®All-Share, Gaia Index*

*Isin FR 0000039240 – Bloomberg: TOU – Reuters: TPGEL.PA*

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