

Q3 2016 SALES (9 months)

Sales (unaudited)

<i>(in €m)</i>	2016	2015	Change
1 st quarter	74.6	79.4	-6.0%
2 nd quarter	70.4	72.5	-2.8%
3 rd quarter	64.5	67.8	-4.9%
Total	209.5	219.7	-4.6%

In the third quarter of 2016, Toupargel's sales declined by 4.9% to €64.5 million, with a number of selling days equivalent to that of the year-earlier period.

Sales for the first nine months of 2016 declined 4.6% to €209.5 million, with two additional selling days compared with the year-earlier period. Owing to the quality of the product lines, the average shopping basket increased by €1.5 to €52.3, including VAT, one of the industry's highest.

The Group is stepping up its digitisation, one of the main objectives of the "Customer Commitments" strategic plan. Internet sales increased by 20.2% and represented 3.5% of Toupargel brand sales, vs. 2.8% in the first nine months of 2015. The number of mobile orders (via smartphones and tablets) saw strong growth, as the e-commerce site was redeveloped with a responsive design.

Nicolas Besson has joined the management team as Chief Financial Officer.

2016 Outlook

The Group is pursuing its 2013-16 strategic plan and maintaining its targets for earnings and reduction in net debt. Management projects capital expenditure in the region of €6 million in 2016.

Upcoming events

- Publication of Q4 2016 sales on 13 February 2017 (after stock market closing),
- Publication of 2016 financial statements on 15 March 2017 (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

Financial reporting - infofinanciere@toupargel.fr

Press relations - laurence.aussedat-picot@toupargel.fr

Analyst & shareholder relations - cyril.tezenas@toupargel.fr

Tel.: +33 (0)4.72.54.10.00

www.toupargelgroupe.fr

