

## Revenue growth in the first quarter of 2017/2018 +3.7%

### In France:

- Textile segment broadly flat: +0.4%
- further increase in Childcare market share: +30.9%

On the international market, overall increase of 2.6%

### FIRST QUARTER 2017-2018 REVENUE (unaudited data)

(1 March 2017 to 31 May 2017)

IFRS - In €m Unaudited	First quarter 2016/2017	First quarter 2017/2018	Q1 2017/2018 vs. Q1 2016/2017
Branches	78.9	<b>83.4</b>	5.7%
Commission-affiliation	61.9	<b>61.7</b>	-0.3%
Internet	4.5	<b>4.5</b>	0.4%
Trading & Misc.	3.3	<b>4.5</b>	35.1%
<b>Consolidated revenue</b>	<b>148.5</b>	<b>154.1</b>	<b>3.7%</b>
of which France	90.8	94.8	4.4%
of which Belux	20.7	20.9	0.9%
of which International (excl. Belux)	37.0	38.4	3.6%

During the first quarter of 2017/2018, i.e. between 1 March 2017 and 31 May 2017, the Orchestra-Prémaman Group posted consolidated revenue of €154.1m, up 3.7% compared with the same period last year.

The Group continued to take market share during the quarter, in light of:

- the increase in surface area for the Orchestra brand operated in branches and commission-affiliation (9,000 m<sup>2</sup> net added during the quarter; 19,000 m<sup>2</sup> net added on a rolling 12-month basis),
- strong growth in the Childcare business: +14.3%; revenue from the Childcare business totalled €28.0m and now accounts for 18.1% of total business (versus 16.5% in the first quarter of 2016/2017).

Business was up by:

- 4.4% in France, with the Textile segment stable at +0.4%, and strong growth in Childcare products of +30.9%,
- 2.6% on the international market, where activity was impacted by the change in sales partner currently under way in Saudi Arabia.



Branch activity was up 5.7%, while commission-affiliation business was flat despite the impact relating to Saudi Arabia. These two main distribution channels account for 94.2% of consolidated revenue for the period.

At 31 May 2017, more than 1.8 million customers owned a Club card, up 4.3% compared with at 31 May 2016. The Group continues to generate almost 92% of its revenue with customers who are members of the Club.

Internet business was flat over the quarter; the Group opened an e-commerce site in the USA at the end of May 2017, and at the end of June 2017 launched the "ORCHESTRA" mobile app.

## STORE NETWORK (unaudited data)

In number and in thousands of m <sup>2</sup> Unaudited	28/02/2017		31/05/2017		Change 31/05/2017 vs 28/02/2017	
	Number	Surface area	Number	Surface area	Number	Surface
Branches	310	188	319	194	9	6
Commission-affiliation	255	105	246	107	-9	2
<b>Total</b>	<b>565</b>	<b>293</b>	<b>565</b>	<b>302</b>	<b>0</b>	<b>9</b>
Textile	443	149	436	148	-7	-1
Mixed stores and megastores	122	144	129	154	7	10
<b>Total</b>	<b>565</b>	<b>293</b>	<b>565</b>	<b>302</b>	<b>0</b>	<b>9</b>
of which France	305	178	308	185	3	7
of which Belux	63	54	63	54	0	0
of which International (excl. Belux)	197	61	194	63	-3	2

Large format stores (mixed stores and megastores) now represent more than half of the network's store space and a total of 129 stores.

The Orchestra-Prémaman Group, which is prioritising an improvement in profitability, is continuing its franchise development strategy for large format stores, bringing together children's clothes, maternity and childcare products under the same roof.

The Group is currently working on preparations for the merger with Destination Maternity. Orchestra Textile Newborn products are now on sale at 17 Destination Maternity stores.

### Upcoming events :

Annual General Meeting: 24 August 2017

Revenue in the second quarter of 2017/2018: 12 October 2017 after market close

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### ORCHESTRA-PREMAMAN

A public limited company with capital of €22,245,732

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