

DARDILLY, 20 OCTOBER 2016

## SUSTAINED STRONG GROWTH

- **FIRST HALF REVENUES UP 54%**
- **10% GROWTH AT CONSTANT CONSOLIDATION SCOPE**

FIRST HALF CONSOLIDATED REVENUES (1 APRIL TO 30 SEPTEMBER) – *UNAUDITED*

€m	2016/2017	2015/2016	Change (%)
Q1	<b>104.2</b>	68.0	<b>+53.2%</b>
Q2	<b>116.9</b>	75.8	<b>+54.2%</b>
<b>Total H1 revenues</b>	<b>221.1</b>	143.8	<b>+53.8%</b>

First half figures, corporate data: H1 revenues amounted to €157.2m compared to €142.4m in the previous year.

### BOOMING SALES FOR MATERIAL.NET AND STEP-UP OF STORE OPENINGS

Group CEO Olivier de la Clergerie made the following comments: *"Q2 sales increased 54.2% to €116.9m, up 8.9% at constant consolidation scope. These results prove the merits of Material.net's strategy and are a concrete sign of the initial impact of its successful integration as well as sustained momentum in the online BtoC business and the ramp-up of our store chain. At 30 September 2016 we had 21 stores, with the number of openings doubling compared to the previous year; we are currently opening an average of more than one store per month."*

First half revenues totalled €221.1m, up 53.8% compared to the same period last year. At constant consolidation scope (excluding Materiel.net consolidated on 01/04/2016), revenues rose 10.2%.

The BtoC business posted revenues of €161.0m, up 78.5% including 9.1% at constant consolidation scope. LDLC store chain sales amounted to €20.2m in the first half, compared to €15.4m in H1 2015, representing growth of 30.8%.

The BtoB business, up 11.9% over the previous year, accounted for revenues of €54.4m for the period.

The other businesses increased by 14% to €5.7m, of which €3.8m was generated by Maginée.

These performances are in line with the Group's target to post double-digit revenue growth in 2016/2017, plus an improvement in the EBITDA value.

The LDLC Group has set itself the goal of reaching the billion-euro revenue mark and an EBITDA margin of 5.5%-6.0% by 2021. By that time, the Group plans to have around 100 stores up and running.

## LDLC.COM ONCE AGAIN WINS "CUSTOMER SERVICE OF THE YEAR" AWARD FOR 2017\*

For the third year running, LDLC.com has won the "Customer Service of the Year" award in the Technical Product Distance Selling category. LDLC's in-house customer service department comprising around sixty employees saw its average rating increase once more to 18.56/20 (last year the Group obtained a rating of 18.52/20): 99% of incoming calls are answered in less than 5 rings, 98% of emails are dealt with within 24 hours and the average response time on Facebook is 2 hours 19 minutes\*.

## LDLC.COM BECOMES LDLC GROUP

In order to better reflect the size of the Group, the General Meeting on 30 September 2016 resolved to approve the new company name, "LDLC Group". LDLC Group comprises LDLC.com, LDLC.pro, Materiel.net, Manatori, Hardware.fr, LDLC Event, L'École LDLC (LDLC School), Maginéa, L'Armoire de Bébé, Anikop, DLP Connect and Textorm.

\*Inference Operations survey - Viséo CI - May-July 2016



### ABOUT LDLC.COM

A pioneer of e-commerce in France since its foundation in 1996, the LDLC Group is now a major player in the high-tech market. Twenty years on, the Group now operates via 10 websites, including 6 commercial sites, covering IT, high-tech and household goods, and employs over 700 people.



### GROUP OVERVIEW

The LDLC Group was one of the first to venture into online sales in 1997. Winner of a number of customer service awards and widely recognised for the efficiency of its integrated logistics platform, in 19 years the Group has positioned itself as a major player in online sales. By drawing on its own technical and human resources, the entire Group is geared to delivering performance, reliability and satisfaction to its numerous individual and professional customers.

Today, as an e-commerce leader in the IT and high-tech markets, the LDLC Group strives to meet the growing demand for state-of-the-art technology from consumers and professionals alike.

**Find all the information you need at [www.groupe-ldlc.com](http://www.groupe-ldlc.com)**

#### ACTUS

Investor Relations

Amalia Naveira / Marie-Claude Triquet  
anaveira@actus.fr – mctriquet@actus.fr  
Tel.: +33 (0)4 72 18 04 93

Media Relations

Serena Boni  
presse@actus.fr - Tel.: +33 (0)4 72 18 04 92

