



Le Confort au moindre effort

Press release

Double-digit 9-month growth, confirmation of annual objectives and expansion of logistics capacities

22 July 2019. Vente-Unique.com, a European specialist in online furniture sales, today announced its revenues for the third quarter of the 2018-2019 financial year (1 April 2019 to 30 June 2019).

Quarterly revenues amounted to €22.1m, up 10% compared to the same period in 2018. This performance takes total revenues for the first nine months of the year to €71.3m, also up 10%.

IFRS (€000)	2017-2018	2018-2019	Change
France	40,421	41,442	+3%
Northern and Eastern Europe¹	15,986	18,588	+16%
Southern Europe²	8,495	11,238	+32%
Total	64,902	71,269	+10%

22% growth in the international segment

Vente-unique.com posted robust growth in all regions where the company operates.

Southern Europe (€11.2m) maintained strong growth momentum (22% in the third quarter and 32% in total over 9 months) while **Northern and Eastern Europe** (€18.6m, up 16%) has seen a spectacular ramp-up quarter after quarter (up 10% in Q1, 17% in Q2 and 23% in Q3 2019). Over the first nine months, the international segment recorded 22% growth and generated 42% of consolidated revenues (up 4 points in one years).

In **France** (€41.4m), Vente-unique.com posted growth of 2% in the third quarter and 3% in total over the first nine months, despite a market context that has been adversely affected by strikes in that country since the beginning of the year.

Annual revenue target of at least €95 million

In this context, Vente-Unique.com is confirming its target to post double-digit growth in FY 2018-2019, while maintaining an exemplary level of profitability despite the investments made (particularly in marketing and transport) to support the company's international expansion.

¹ Germany + Austria + Belgium + Luxembourg + Netherlands + Poland + Switzerland

² Spain + Italy + Portugal



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Opening of the extension to the Amblainville site

In order to maintain a sustainable rate of growth in line with its historic average (up 12% per year), in early July Vente-unique.com opened a new storage area of over 24,000m² at its European logistics platform in Amblainville, in the Oise region. The surface area in use will therefore increase from 27,000 m² to 51,000 m² by the end of the year. This extra space will support growth as of the next financial year beginning in October 2019 and allows us to confirm our target of €150 million in revenue by 2022.

Publication of the half-year financial report

Vente-unique.com also announces the release of its financial report for H1 2019. It can be accessed at <https://bourse.vente-unique.com/document-communique> under "Documents".

*Next publication: 2018-2019 full-year revenues,
Tuesday 12 November 2019, before start of trading*

Read more on bourse.vente-unique.com

About Vente-unique.com

Founded in 2006, Vente-unique.com (Euronext Growth: ALVU) is a European specialist in online furniture sales. The company covers 11 countries (France, Austria, Belgium, Germany, Italy, Luxembourg, Netherlands, Poland, Portugal, Spain and Switzerland) and has delivered to over 1 million customers since its inception. In 2018, Vente-unique.com posted revenues of €87 million, up 14%.

ACTUS finance & communication

Jérôme Fabreguettes-Leib

Investor Relations

vente-unique@actus.fr

+33 (0)1 53 67 36 78

Nicolas Bouchez

Press Relations

nbouchez@actus.fr

+33 (0)1 53 67 36 74