



All you need. **With love.**

Gonesse, 18 July 2017

MANUTAN GROUP
2016/2017 Q3 turnover

(€ thousands)	Turnover at the end of June 2017	Turnover at the end of June 2016	Q3 2017	Q3 2016	Q2 2017	Q2 2016	Q1 2017	Q1 2016
Turnover like-for-like	508,468	495,366	168,709	170,223	165,259	152,584	174,501	172,559
Contribution of acquired companies*	2,928	0	1,009	0	967	0	952	0
Total turnover	511,396	495,366	169,718	170,223	166,226	152,584	175,453	172,559

*Acquisition of Essex Electrical Wholesalers finalised on 25 July 2016

The dynamic growth recorded since the beginning of the financial year continues on all Group's areas. At constant exchange rates and days, and on a like-for-like basis, Group's turnover is up 4.5% (+1.1% at constant exchange rates) compared with the same quarter of the 2015/2016 financial year. This quarter was particularly impacted by days effect.

At the end of the third quarter of 2016/2017, the Manutan Group's business is up 3.2% (+4.9% at constant exchange rates and days) year-on-year. Turnover amounted to €511.396 million, compared with €495.366 million in 2016.

In terms of its operational areas, the Group's situation shows a diverse situation:

(€ thousands)	At the end of June 2017	At the end of June 2016	Q3 2017	Q3 2016	Q2 2017	Q2 2016	Q1 2017	Q1 2016
North	31,156	31,128	10,017	10,513	10,815	10,170	10,324	10,445
Centre	86,728	82,888	26,689	26,695	31,498	29,015	28,541	27,178
East	15,749	14,042	5,131	4,741	5,148	4,383	5,470	4,918
South	300,825	289,056	102,450	102,712	91,726	83,011	106,650	103,333
West	76,938	78,252	25,431	25,562	27,039	26,005	24,468	26,685
TOTAL	511,396	495,366	169,718	170,223	166,226	152,584	175,453	172,559



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(local currencies)	1st quarter	2nd quarter	3rd quarter	4th quarter	Financial year
North	+0.8%	+6.6%	-2.1%		+1.7%
Centre	+5.0%	+8.5%	-0.1%		+4.6%
East	+11.5%	+17.2%	+6.8%		+11.7%
South	+3.2%	+10.5%	-0.3%		+4.1%
West	+11.4%	+17.1%	+8.0%		+11.8%¹
Total Group	+1.7%	+8.9%	-0.3%		+3.2%

Over the third quarter of the financial year, based on an equivalent number of days, business growth would be +2.8% for the North area, +3.3% for the Centre area, +12.8% for the East area, +4.3% for the South area and +10.0% for the West area.

With a financial position that remains very sound, and with the goal of sustaining its profitable growth, the Group will continue to implement its development strategy while maintaining its medium-term investment plan.

About the Manutan Group

The Manutan Group is a European leader in multi-channel equipment distribution for businesses and local authorities. Established in 17 countries through 25 operating subsidiaries, the Group is a leading player in Europe.

Manutan International is listed on Euronext Paris – Compartiment B - ISIN: FR0000032302-MAN.

www.manutan.com

Next publication: H2 2016/2017 results –
18 October 2017 (after market closure)

¹ The growth figure for the West area is influenced by the acquisition of *Essex Electrical Wholesalers*, which has had a positive effect of 3.7%. At constant exchange rates and on a like-for-like basis, growth would amount to 8.0%.