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Gonesse, October 18th 2018

MANUTAN GROUP

Turnover financial year 2017/2018

Thousands of €	Turnover at the end of Sept. 2018	Turnover at the end of Sept. 2017	Q4 2018	Q4 2017	Q3 2018	Q3 2017	Q2 2018	Q2 2017	Q1 2018	Q1 2017
Total Turnover	741 283	708 801	200 016	197 404	183 998	169 718	170 160	166 226	187 110	175 453

Over the 2017/2018 financial year, Manutan Group's business increased by 4.6% (+ 5% at constant exchange rates and + 5.1% at constant exchange rates and working days) compared to the 2016/2017 financial year. Turnover amounted to € 741.3 million on September 30th, 2018, compared to € 708.8 million on September 30th, 2017.

For the fourth quarter of its 2017/2018 fiscal year, Manutan Group's business increased by 1.3% compared to the same quarter last year, including an exchange effect of -0.2% and an impact of days of + 0.9% (+ 0.6% at constant exchange and number of days). Turnover amounted to € 200.0 million compared to € 197.4 million for the fourth quarter of the previous year.

All of the Group's operating zones posted growth in 2017/2018 :

Thousands of €	TO at the end of Sept. 2018	TO at the end of Sept. 2017	Q4 2018	Q4 2017	Q3 2018	Q3 2017	Q2 2018	Q2 2017	Q1 2018	Q1 2017
North	41 293	40 613	9 073	9 457	10 514	10 017	10 658	10 815	11 048	10 324
Centre	120 010	114 545	28 706	27 817	29 549	26 689	31 645	31 498	30 110	28 541
East	24 057	21 038	5 463	5 289	5 860	5 131	5 975	5 148	6 759	5 470
South	446 559	428 823	128 904	127 998	109 994	102 450	94 405	91 726	113 256	106 650
West	109 364	103 781	27 870	26 843	28 081	25 431	27 478	27 039	25 936	24 468
TOTAL	741 283	708 801	200 016	197 404	183 998	169 718	170 160	166 226	187 110	175 453



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At constant exchange rates and constant number of days	1st Quarter	2st Quarter	3rd Quarter	4th Quarter	Fiscal year 2018
North	10.3%	6.1%	7.0%	1.6%	6.3%
Centre	7.3%	2.2%	10.2%	3.9%	5.7%
East	20.3%	13.9%	11.1%	4.0%	12.4%
South	5.6%	4.6%	7.5%	-0.7%	4.1%
West	7.5%	5.8%	10.8%	2.8%	6.7%
TOTAL	6.9%	4.7%	8.4%	0.6%	5.1%

- The North area is showing a growth of 1.6% in the fourth quarter particularly in its generalist business.
- The activity of the Eastern and Centre area continued its growth momentum in the fourth quarter with respectively + 4.0% and + 3.9%.
- In the South area, the Enterprise segment continues to grow in all the countries driven by generalist activity, while the decrease in the budgets of local authorities and a late acquisition of markets tenders leading to a shift in spending had an impact on the activity of our Local authorities segment in the fourth quarter.
- The West area is showing a growth of 2.8% in the fourth quarter, driven by all its markets in an uncertain economic context related to BREXIT.

With a financial position that remains very sound, and with the goal of sustaining its profitable growth. the Group will continue to seize development and profitability opportunities while maintaining its investments in information systems and logistics.

About the Manutan Group

Family Group created in 1966, Manutan figures among the European leaders in multi-channel distribution of equipment and consumables for the companies and local authorities. Its offer of products and services, one of the largest in Europe, allows it to cover all its customers' needs and assist them in the optimization of their indirect purchases.

With 25 subsidiaries established in 17 countries in Europe, the Group has more than 2200 employees and has a turnover of 709 million euros in 2016/2017. Manutan France and Belgium have been labeled Best Workplaces 2018.

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

www.manutan.com

Next publication: annual results 2017/2018 –
12 December 2018 (after market closure)