



All you need. **With love.**

Gonesse, 18 October 2017

**MANUTAN GROUP**  
**2016/2017 Q4 turnover**

(€ thousands)	Turnover at the end of September 2017	Turnover at the end of September 2016	Q4 2017	Q4 2016	Q3 2017	Q3 2016	Q2 2017	Q2 2016	Q1 2017	Q1 2016
Turnover like-for-like	704,605	681,655	196,136	186,289	168,709	170,223	165,259	152,584	174,501	172,559
Contribution of acquired companies*	4,196	923	1,268	923	1,009	0	967	0	952	0
<b>Total turnover</b>	<b>708,801</b>	<b>682,578</b>	<b>197,404</b>	<b>187,212</b>	<b>169,718</b>	<b>170,223</b>	<b>166,226</b>	<b>152,584</b>	<b>175,453</b>	<b>172,559</b>

\*Acquisition of Essex Electrical Wholesalers on 25 July 2016

Over the 2016/2017 financial year, the Group's turnover amounted to €708.8 million, registering growth of 3.8% compared to the previous financial year (+5.7% at constant exchange rates). Not including the acquisition of Essex Electrical Wholesalers, the Group's performance was up by +3.4% (+5.2% at constant exchange rates and on a like-for-like basis).

During the fourth quarter, the turnover has grown by 5.4% (+6.3% at constant exchange rates). Not including the scope effect and at constant exchange rates, business is up 6.1%.

The Group presents a consistent outlook for its operational areas, with the exception of the West area, which has been adversely affected by the exchange rate for the pound sterling:

€ thousands	Turnover at the end of September 2017	Turnover at the end of September 2016	Q4 2017	Q4 2016	Q3 2017	Q3 2016	Q2 2017	Q2 2016	Q1 2017	Q1 2016
North	40,613	39,676	9,457	8,548	10,017	10,513	10,815	10,170	10,324	10,445
Centre	114,545	108,804	27,817	25,916	26,689	26,695	31,498	29,015	28,541	27,178
East	21,038	18,503	5,289	4,461	5,131	4,741	5,148	4,383	5,470	4,918
South	428,823	410,742	127,998	121,686	102,450	102,712	91,726	83,011	106,650	103,333
West	103,781	104,853	26,843	26,601	25,431	25,562	27,039	26,005	24,468	26,685
<b>TOTAL</b>	<b>708,801</b>	<b>682,578</b>	<b>197,404</b>	<b>187,212</b>	<b>169,718</b>	<b>170,223</b>	<b>166,226</b>	<b>152,584</b>	<b>175,453</b>	<b>172,559</b>

<b>(local currencies)</b>	<b>1st quarter</b>	<b>2nd quarter</b>	<b>3rd quarter</b>	<b>4th quarter</b>	<b>Financial year</b>
North	+0.8%	+6.6%	-2.1%	+10.7%	<b>+3.7%</b>
Centre	+5.0%	+8.5%	-0.1%	+7.4%	<b>+5.3%</b>
East	+11.5%	+17.2%	+6.8%	+15.3%	<b>+12.6%</b>
South	+3.2%	+10.5%	-0.3%	+5.2%	<b>+4.4%</b>
West	+11.4%	+17.1%	+8.0%	+7.3%	<b>+10.6%<sup>1</sup></b>
<b>Total Group</b>	<b>+1.7%</b>	<b>+8.9%</b>	<b>-0.3%</b>	<b>+5.4%</b>	<b>+3.8%</b>

Over the fourth quarter, all the Group's operational areas experienced growth in turnover.

Such performance was also achieved throughout the year.

Consequently, this growth has kept the Group on a sound financial footing. In this context, the Group will continue implementing 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](http://www.manutan.com)

Next publication: Q1 2017/2018 results –  
12 January 2018 (after market closure)

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<sup>1</sup> *The growth figure for the West area is partially influenced by the recent acquisition of Essex Electrical Wholesalers, which has had a positive effect of 3.2%. Like-for-like, the area would have grown by 7.5%.*