



All you need. **With love.**

Gonesse, July 18<sup>th</sup>, 2018

## MANUTAN GROUP

### 2017/2018 Q3 turnover

(€ thousands)	Turnover at the end of June 2018	Turnover at the end of June 2017	Q3 2018	Q3 2017	Q2 2018	Q2 2017	Q1 2018	Q1 2017
Total turnover	<b>541,267</b>	<b>511,396</b>	<b>183,998</b>	<b>169,718</b>	<b>170,160</b>	<b>166,226</b>	<b>187,110</b>	<b>175,453</b>

The growth dynamic recorded since the beginning of the fiscal year continues in all Group areas in the third quarter. At constant exchange, perimeter and number of days, the Group's turnover is up 8.4% (exchange rates effect of -0.7% and day effect of +0.7%) compared to the same period of the 2016/2017.

At the end of the third quarter 2017/2018, the Manutan Group's business increased by +5.8% (+6.8% at constant exchange, perimeter and number of days) compared to the same period of the 2016/2017 fiscal year. Turnover amounted to 541,267 thousands euros, compared with 511,396 thousands euros at 2017.

In terms of its operational areas, the Group progresses through all its areas:

€ thousands	Turnover at the end of June 2018	Turnover at the end of June 2017	Q3 2018	Q3 2017	Q2 2018	Q2 2017	Q1 2018	Q1 2017
North	32,220	31,156	10,514	10,017	10,658	10,815	11,048	10,324
Centre	91,304	86,728	29,549	26,689	31,645	31,498	30,110	28,541
East	18,594	15,749	5,860	5,131	5,975	5,148	6,759	5,470
South	317,654	300,825	109,994	102,450	94,405	91,726	113,256	106,650
West	81,494	76,938	28,081	25,431	27,478	27,039	25,936	24,468
<b>TOTAL</b>	<b>541,267</b>	<b>511,396</b>	<b>183,998</b>	<b>169,718</b>	<b>170,160</b>	<b>166,226</b>	<b>187,110</b>	<b>175,453</b>



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<b>A constant exchange rates and constant number of days</b>	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	<b>Fiscal year 2018</b>
North	10.3%	6.1%	7.0%		7.8%
Centre	7.3%	2.2%	10.2%		6.3%
East	20.3%	13.9%	11.1%		15.2%
South	5.6%	4.6%	7.5%		6.1%
West	7.5%	5.8%	10.8%		8.1%
<b>Total Group</b>	<b>6.9%</b>	<b>4.7%</b>	<b>8.4%</b>		<b>6.8%</b>

Continued dynamic in revenue growth is posted across all of the Group's operational areas.

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 by reinforcing its leadership in B2B e-commerce. The Group pursuing its medium-term investments, particularly in technology, the product offering, the supply chain and the development of its employees.

#### *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 – Compartiment B - ISIN: FR0000032302-MAN.*

**[www.manutan.com](http://www.manutan.com)**

Next publication: Q4 2017/2018 turnover -  
October 18<sup>th</sup>, 2018 (after market closure)