

DARDILLY, 21 APRIL 2016

15% GROWTH IN Q4 2015/2016

FULL-YEAR REVENUES OF €320.7M CONFIRM GROUP MOMENTUM

FULL-YEAR REVENUES (1 APRIL TO 31 MARCH) – *UNAUDITED*

In €m - unaudited	2015/2016	2014/2015	Change (%)
9 months (1 April – 31 December)	240.2	215.8	+11%
Q4 (1 January – 31 March)	80.5	69.9	+15%
Total 12 months	320.7	285.6	+12%

Corporate data: 2015/2016 revenues of €317m compared to €283m in the previous year.

THE GROUP STRENGTHENS ITS LEADING POSITION IN THE ONLINE HIGH-TECH MARKET

As expected, revenue growth accelerated in Q4 2015/2016 with a 15.2% increase over the same period last year.

Full-year Group sales came in at €320.7m, up 12.2% (*). This performance is in line with the Group's published target of double-digit organic growth. This dynamic business growth was driven by BtoC and BtoB online and cross-channel selling, which saw an all-round ramp-up in line with Group targets.

The BtoC business posted revenues of €201.0m, up 7.5% from €187.0m in the previous year. Excluding MisterGoodDeal sales, like-for-like growth was even stronger at 10%. During the year, LDLC.com acquired over 337,000 new customers, including 88,000 during the fourth quarter, thereby further strengthening its leading position.

At 31 March 2016, the Group had 14 stores, compared to 8 on the same date in 2015. Full-year store sales increased 32.7% to €34.5m. A new store has been opened in Nantes since the balance sheet date, with 4 or 5 additional stores due to open between now and August.

LDLC.pro maintained its high growth rate, posting an increase of 19.8% with revenues of €109.0m.

The remaining businesses continued to make positive contributions to Group growth, with sales up 40.8% to €10.7m. MAGINEA revenues rose 27.1% to €7.5m.

(*). Excluding the impact of the termination of the partnership with MisterGoodDeal on 2015/2016 revenues, growth came in at 14.2%.



Group CEO Olivier de la Clergerie made the following comments: *“This year proves our ability to achieve set targets and generate consistent growth across all of our businesses. It also marked an important milestone in the development of the LDLC.com Group. With the consolidation of Materiel.net, which posted 2015 revenues of €147.1m, on 1 April 2016 our Group reached a critical mass that places it alongside the leading e-commerce brands in France. Our challenges for the current year will be to develop intra-group synergies, continue to roll out our store network with the aim of having 100 stores up and running by 2021, and implement our development plan, which will enable us to double in size.”*

Next release:

9 June 2016 after market close, 2015/2016 results



ABOUT LDLC.COM

A pioneer of e-commerce in France since its foundation in 1996, the LDLC Group is now a major player in the high-tech market. Twenty years on, the Group now operates via 10 websites, including 6 commercial sites, covering IT, high-tech and household goods, and employs over 700 people.



GROUP OVERVIEW

The LDLC Group was one of the first to venture into online sales in 1997. Winner of a number of customer service awards and widely recognised for the efficiency of its integrated logistics platform, in 19 years the Group has positioned itself as a major player in online sales. By drawing on its own technical and human resources, the entire Group is geared to delivering performance, reliability and satisfaction to its numerous individual and professional customers.

Today, as an e-commerce leader in the IT and high-tech markets, the LDLC Group strives to meet the growing demand for state-of-the-art technology from consumers and professionals alike.

Find all the information you need at www.groupe-ldlc.com

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