

LIMONEST, 25 JANUARY 2018

2017/2018 THIRD QUARTER REVENUES: €141.0M COMPLETION OF THE OLYS ACQUISITION

CONSOLIDATED REVENUES (1 APRIL TO 31 DECEMBER) – *UNAUDITED*

€m	2017/2018	2016/2017	Change (%)
Q1	100.8	104.2	-3.3%
Q2	114.7	116.9	-1.9%
Q3	141.0	143.8	-1.9%
9-month total	356.5	364.9	-2.3%

Corporate data: revenues amounted to €136.5m for Q3 2017/2018 and €340.7m for the first 9 months.

As seen in Q2, BtoC revenues improved slightly, but were still impacted by memory component prices. Revenues fell 2.2% in Q3 to €104.0m, compared with a decline of 3.2% in Q2 and 4.4% in Q1. BtoC revenues amounted to €259.0m for the first 9 months, down from €267.3m last year.

At 31 December 2017 the Group had 27 stores, which posted 9-month BtoC sales of €39.7m, €15.6m of which was generated in the third quarter alone.

The BtoB business posted revenues of €88.5m for the first nine months, stable compared to the previous year, including €33.9m generated in the third quarter.

Other businesses including Maginéa contributed €9.0m to total revenues for the period.

COMPLETION OF THE OLYS ACQUISITION

As announced on 30 November 2017, on 25 January 2018 the LDLC Group finalised the purchase of the entire share capital of the OLYS Group, whose marketed brands include BIMP and GDA i-Tribu, Apple distributors for individual consumers and professionals. The OLYS Group's long-standing expertise in BtoB will help strengthen the LDLC Group's offering. The OLYS Group also has 18 stores located in the Auvergne-Rhône-Alpes and Occitanie regions of France, and will be consolidated as of 31 March 2018.



GOVERNANCE

Having supported the LDLC Group's expansion for six years as Deputy Chief Executive Officer, Philippe Sauze has decided to leave the Group at the end of February to pursue personal projects. The Group does not intend to replace him.

OUTLOOK

LDLC Group CEO Olivier de la Clergerie made the following comments: "As announced at the beginning of the year, the LDLC Group is currently finalising processes and investments required to achieve its objectives. Despite a challenging economic climate, this year the Group has managed to prepare to handle its growth and upcoming projects with confidence in order to achieve its 2021 goals. As announced, at the beginning of the next financial year the Group will launch omnichannel operations in Spain, and will benefit from the initial results of the new dedicated BtoB team in the Paris region (Ile de France), the pooling of DOMISYS and LDLC resources, LDLC's updated distribution structure designed to step up store openings and, lastly, the OLYS consolidation following the acquisition completed this year."

Next release:

26 April 2018 after market close, 2017/2018 revenues



GROUP OVERVIEW

The LDLC Group was one of the first to venture into online sales in 1997. Today, as an e-commerce leader in the IT and high-tech market, the LDLC Group operates via 12 websites, including 7 commercial sites, serving consumers and professionals alike. The Group employs over 700 people.

Winner of a number of customer service awards and widely recognised for the efficiency of its integrated logistics platforms, the LDLC Group is also developing a network of branch stores and franchises.

Read more at www.groupe-ldlc.com

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