

## CECONOMY DELIVERS SOLID Q4 AND CONFIRMS FULL-YEAR 2016/17 GUIDANCE

### Sales development Q4/FY 2016/17

	Sales (€ million)		Change (year-on-year)		Currency effects		Change (local currency)		Like-for-like (local currency)	
	Q4 2015/16	Q4 2016/17	Q4 2015/16	Q4 2016/17	Q4 2015/16	Q4 2016/17	Q4 2015/16	Q4 2016/17	Q4 2015/16	Q4 2016/17
<b>Total</b>	5,032	5,264	-1.0%	4.6%	-1.0%	-0.6%	0.0%	5.2%	-2.0%	5.8%
DACH	2,768	2,968	-2.2%	7.2%	0.1%	-0.2%	-2.3%	7.4%	-3.2%	8.6%
W. & S. Europe	1,541	1,639	0.1%	6.3%	0.0%	0.0%	0.1%	6.3%	-1.3%	3.3%
Eastern Europe	532	517	-0.3%	-2.9%	-2.3%	-4.4%	2.0%	1.5%	7.1%	-0.2%
Others	191	141	7.6%	-26.4%	-0.6%	-0.1%	8.2%	-26.3%	-10.1%	0.8%

	Sales (€ million)		Change (year-on-year)		Currency effects		Change (local currency)		Like-for-like (local currency)	
	FY 2015/16	FY 2016/17	FY 2015/16	FY 2016/17	FY 2015/16	FY 2016/17	FY 2015/16	FY 2016/17	FY 2015/16	FY 2016/17
<b>Total</b>	21,870	22,155	0.6%	1.3%	-0.9%	-0.1%	1.5%	1.4%	0.1%	1.9%
DACH	12,358	12,662	2.3%	2.5%	0.1%	0.0%	2.3%	2.4%	0.7%	3.2%
W. & S. Europe	6,609	6,714	1.4%	1.6%	0.0%	0.0%	1.4%	1.6%	0.6%	-0.6%
Eastern Europe	2,181	2,226	-11.2%	2.0%	-8.2%	-0.4%	-3.0%	2.4%	-2.3%	3.1%
Others	722	553	5.2%	-23.4%	-0.1%	-1.5%	5.2%	-21.9%	-8.2%	0.2%

Note: All figures from continuing operations only.

**Duesseldorf, 25 October 2017 – Pieter Haas, Chief Executive Officer of CECONOMY:** “We see CECONOMY fully on track in this transitional year in which we became an independent stock-listed company. We are well positioned to lead the ongoing changes in the European Consumer Electronics market. We have reached our full-year sales targets and we confirm our full-year EBIT guidance.”

### Q4 2016/17

// **Total sales** were up +4.6%, supported by a favourable comparison base, new product launches in the mobile phone and entertainment segments and investments to strengthen our position in selected markets

**\_DACH (+7.2%):** Strong growth particularly in Germany and first signs of recovery in Switzerland

**\_Western & Southern Europe (+6.3%):** Spain, Italy and the Netherlands lead in terms of sales growth

**\_Eastern Europe (-2.9%):** Further sales decline in Russia, offset by continued sales growth in Turkey on an fx-adjusted basis

**\_Others (-26.4%):** Mainly driven by the closure of redcoon country operations

- // **Online** sales grew by +21% (+39% excl. pure player); pick-up rate slightly higher at around 44%
- // **Services & Solutions** sales increased +16% yoy, largely driven by mobile and financing services
- // Selective **store expansion** continued with 13 openings and 1 closure; average store size further reduced by -3.4% in the past 12 months to now 2,811sqm

## FY 2016/17

- // **Total sales** increased by +1.3% to €22.2bn (2015/16: €21.9bn) with like-for-like sales up +1.9%
- // **Online** was the key growth driver; online sales rose by +23% yoy (+40% excl. pure player) and now represent 10.9% of total sales vs. 8.9% last year
- // **Services & Solutions** sales were up +6% yoy, accounting for 6.2% of total sales vs. 6.0% one year ago
- // **Guidance confirmed:** Slight increase in both total and like-for-like sales, EBIT before special items slightly higher than the previous year's level of €466m

## Store network as of 30 September 2017

	30/06/2017	Openings Q4 2016/17	Closures Q4 2016/17	30/09/2017	30/09/2016	Openings FY 2016/17	Closures FY 2016/17	30/09/2017
Austria	50			50	49	+1		50
Belgium	28			28	23	+7	-2	28
Germany	426	+3		429	424	+5		429
Greece	12			12	11	+1		12
Hungary	24			24	22	+2		24
Italy	115	+1		116	111	+5		116
Luxembourg	2			2	2			2
Netherlands	49			49	49			49
Poland	84	+2		86	83	+3		86
Portugal	10			10	9	+1		10
Russia	57	+1	-1	57	61	+1	-5	57
Spain	81	+2		83	79	+4		83
Sweden	27			27	27			27
Switzerland	27			27	28		-1	27
Turkey	49	+4		53	45	+10	-2	53
<b>Total</b>	<b>1,041</b>	<b>+13</b>	<b>-1</b>	<b>1,053</b>	<b>1,023</b>	<b>+40</b>	<b>-10</b>	<b>1,053</b>

**Financial calendar**

FY 2016/17 results	Tuesday	19 December 2017
Q1 2017/18 results	Friday	09 February 2018
Annual General Meeting	Wednesday	14 February 2018
Q2/H1 2017/18 results	Thursday	17 May 2018
Q3/9M 2017/18 results	Tuesday	14 August 2018
FY 2017/18 results	Wednesday	19 December 2018

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