



Le Confort au moindre effort

Press release

FY 2019-2020 growth and profitability targets raised

4 September 2020. Vente-Unique.com, a European specialist in online furniture sales, today announces that it has raised its financial targets for the 2019-2020 financial year ending on 30 September 2020.

Targeting revenue growth of over 20%

Vente-Unique.com posted 18% revenue growth for the first 9 months of its financial year, driven by an excellent third quarter (up 45%). The upswing in growth was made possible by skilful management of the logistics chains, a central focus of corporate strategy, and the digital transformation of the European furniture market, which has been accelerated by the shortcomings of a number of traditional store chains, particularly in France.

This strong momentum was sustained throughout the summer, prompting Vente-Unique.com to raise its full-year growth target for the second time. Having raised its initial double-digit growth target to over 15%, the Company now aims to exceed 20% growth for the financial year.

EBITDA margin expected to exceed 7%

Vente-Unique.com is thereby reaping the full benefits of its logistics optimisation drive, the final globalisation phase of which was successfully completed on 1 July 2020. This process aimed at maximising quality and end-customer satisfaction is a key milestone in the Company's development. Notwithstanding its impact on H1 2019-2020 profit margins (EBITDA margin¹ 4.7% versus 7.4% in H1 2018-2019), the initiative will spark a virtuous circle of growth.

Vente-Unique.com now aims to outperform last year's EBITDA margin of 7.1% by achieving double-digit profit margins in H2 2019-2020.

This goal is in keeping with the Company's balanced business model combining growth and profitability.

Next publication: 2019-2020 revenues, 12 November 2020, before start of trading

Read more on bourse.vente-unique.com

¹ EBITDA = earnings before interest, tax, depreciation and amortisation



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About Vente-unique.com

Founded in 2006, Vente-unique.com (Euronext Growth: ALVU) is a European specialist in online furniture sales. The company covers 11 countries (France, Austria, Belgium, Germany, Italy, Luxembourg, Netherlands, Poland, Portugal, Spain and Switzerland) and has delivered to over 1.5 million customers since its inception. In 2019, Vente-unique.com posted revenues of €96.5 million, up 11%.

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