

Confirmation of growth at the end of the 3rd quarter 2022-2023

- **Gross merchandise volume: up 14.8% over 9 months, thanks to the ramp-up of the marketplace.**
- **Group consolidated revenues up 10.7%, thanks to the successful integration of the logistics business.**
- **E-commerce revenues up by 5.6%, thanks to two consecutive quarters of growth.**

20 July 2023. Vente-unique.com, an expert in online sales of furniture and home furnishings in Europe, announces its unaudited revenues figures for the first 9 months of the 2022-2023 financial year (period from 1^{er} October 2022 to 30 June 2023).

IFRS (in K€)	9M 2021-2022	9M 2022-2023	Variation
Gross merchandise volume¹	127,690	146,570	+14.8%
Revenues	107,423	118,913	+10.7%
<i>E-commerce²</i>	<i>107,423</i>	<i>113,399</i>	<i>+5.6%</i>
<i>Logistics³</i>	<i>-</i>	<i>5,514</i>	<i>NS</i>

The Group continues to post double-digit growth in Gross merchandise volume (up 14.8% to €146.6m), driven by a confirmed return to growth in e-commerce, the successful ramp-up of the marketplace currently being rolled out across Europe, and the integration of logistics activities from 1^{er} October 2022.

Progressive roll-out of the marketplace in Europe

IFRS (in K€)	9M 2021-2022	9M 2022-2023	Variation
E-commerce revenues⁴	107,423	113,399	+5.6%
<i>France</i>	<i>56,982</i>	<i>59,660</i>	<i>+4.7%</i>
<i>Northern and Eastern Europe⁵</i>	<i>33,611</i>	<i>37,800</i>	<i>+12.5%</i>
<i>Southern Europe⁶</i>	<i>16,830</i>	<i>15,938</i>	<i>-5.3%</i>

¹ Gross value, including taxes, of products and services sold, including direct product sales recognised at the date of shipment, marketplace sales recognised at the order confirmation date and other invoiced services and revenues

² Direct product sales + marketplace fees

³ BtoB logistics services invoiced by the new subsidiary resulting from the acquisition of the Distri Service business on 1 October 2022

⁴ Direct product sales + marketplace fees

⁵ Austria + Belgium + Germany + Luxembourg + Netherlands + Poland + Switzerland

⁶ Italy + Portugal + Spain

Vente-unique.com posted consolidated revenues, including commissions generated by the marketplace and B2B logistics services, of €118.9m at the end of the first 9 months of 2022-2023, an increase of 10.7%. Logistics services, which have been included since 1^{er} October 2022, accounted for €5.5m over the first 9 months of the year.

E-commerce revenues, including commissions generated by the marketplace, came to €113.4m at the end of the first 9 months of 2022-2023, representing growth of 5.6%. Changes in France and Southern Europe are not very representative in the short term, since the Sales periods have been shifted from one year to the next (starting in France on 28 June, compared with 22 June in 2022), while Northern and Eastern Europe has confirmed its role as a driving force.

The e-commerce business is being driven by the growing success of the marketplace, which accounted for 13% of⁷ e-commerce Gross merchandise volume in France in June 2023 (up 3 points in 1 quarter) and is off to a very satisfactory start in Spain and Italy (6% after 1 full quarter of activity). The roll-out is proceeding according to plan, with the opening of Germany in June and expansion into Belgium and Switzerland in the autumn.

Confirmation of annual outlook

Buoyed by this sales momentum, Vente-unique.com confirms its gradual return to growth over the year, with the 4^{ème} quarter well underway. The Group is also reiterating its target of an adjusted Ebitda margin⁸ higher than that achieved in the 2021-2022 financial year (5.8% of revenues).

Next meeting: revenues for the 2022-2023 financial year, Thursday 9 November 2023

For more information: bourse.vente-unique.com

About Vente-unique.com

Created in 2006, Vente-unique.com (Euronext Growth - ALVU), a subsidiary of the CAFOM Group (Euronext - CAFO), is an expert in online revenues of furniture and home furnishings in Europe. The company covers 11 countries (France, Germany, Austria, Belgium, Spain, Italy, Luxembourg, the Netherlands, Poland, Portugal and Switzerland) and has supplied over 2.3 million customers since its launch. In 2022, Vente-unique.com generated revenues of €143m.

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⁷ Gross value, including taxes, of products and services sold, including direct product sales recognised at the date of shipment, marketplace sales recognised at the order confirmation date, but excluding other services and income invoiced.

⁸ Adjusted EBITDA = earnings before interest, tax, depreciation and amortisation + valuation of bonus shares



IFRS (in K€)	T1 2021-2022	T1 2022-2023	Variation
Gross merchandise volume	44,738	46,968	+5.0%
Revenues	37,621	38,754	+3.0%
<i>E-commerce</i>	37,621	36,809	-2.2%
<i>Logistics</i>	-	1,945	-

IFRS (in K€)	T2 2021-2022	T2 2022-2023	Variation
Gross merchandise volume	42,051	52,022	+23.7%
Revenues	35,368	42,274	+19.5%
<i>E-commerce</i>	35,368	40,374	+14.2%
<i>Logistics</i>	-	1,899	NS

IFRS (in K€)	T3 2021-2022	T3 2022-2023	Variation
Gross merchandise volume	40,902	47,579	+16.3%
Revenues	34,434	37,886	+10.0%
<i>E-commerce</i>	34,434	36,216	+5.2%
<i>Logistics</i>	-	1,670	NS