

Highlights

For the year ended 31 March	2015	2016	Change
Net sales (million €)	1,177.9	1,282.7	+8.9%
Growth at constant exchange rates			+5.0%
Growth per segment at constant exchange rates:			
Sell-out			+5.1%
Sell-in			+4.6%
Fastest growing countries (local currency):			
China			+16.8%
Brazil			+11.5%
Same Store Sales Growth *	+5.7%	+1.2%	-4.5 pp
Net Store openings excluding acquisition	82	79	-3
Stores renovated or relocated	108	116	+8



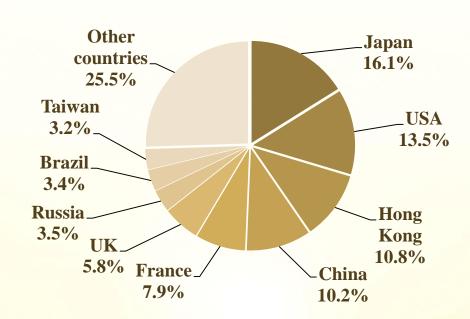
^{*}Including own E-commerce and excluding stores closed for renovation

Net Sales Breakdown

Sales by segment

Sell-in 25.0% (FY2015: 25.0%) Sell-out 75.0% (FY2015: 75.0%)

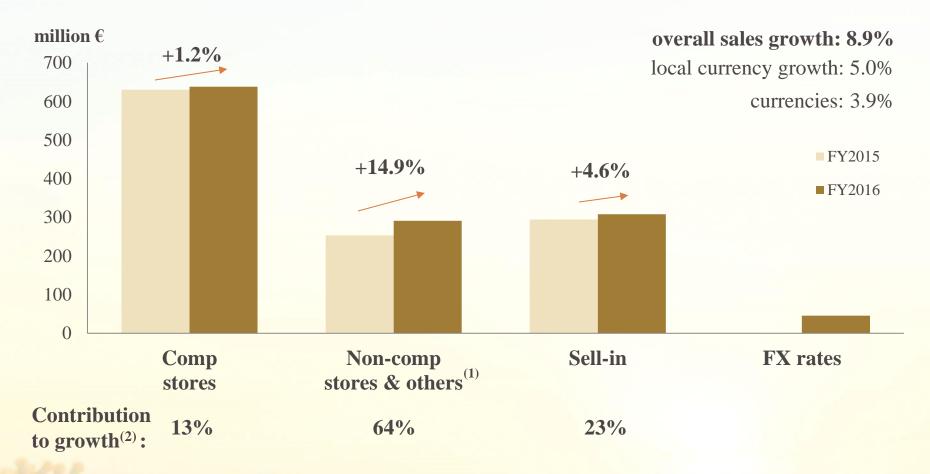
Exposure to growth markets





Net sales up 5.0%

(at constant exchange rates)

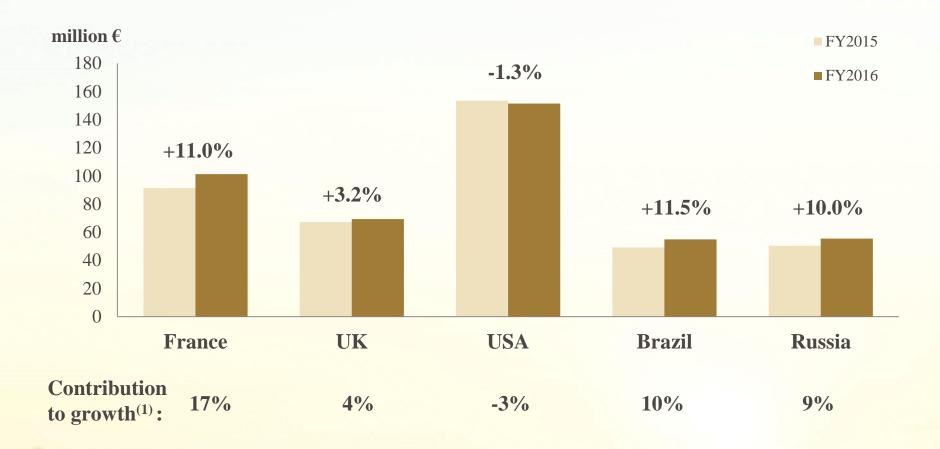




⁽¹⁾ Others include marketplaces, mail-orders and other service sales

⁽²⁾ Excluding foreign currency translation effects

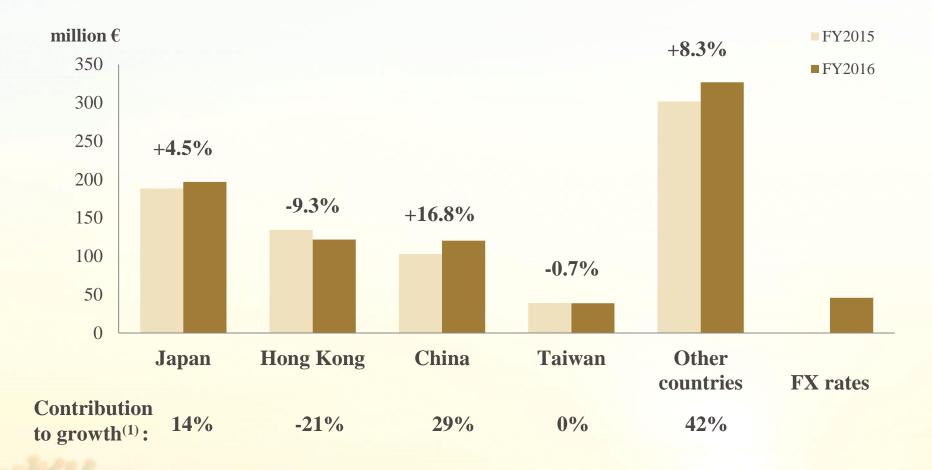
Sales growth by geography – Americas and Europe (Local currency growth)





⁽¹⁾ Excluding foreign currency translation effects

Sales growth by geography – Asia and Other Countries (Local currency growth)

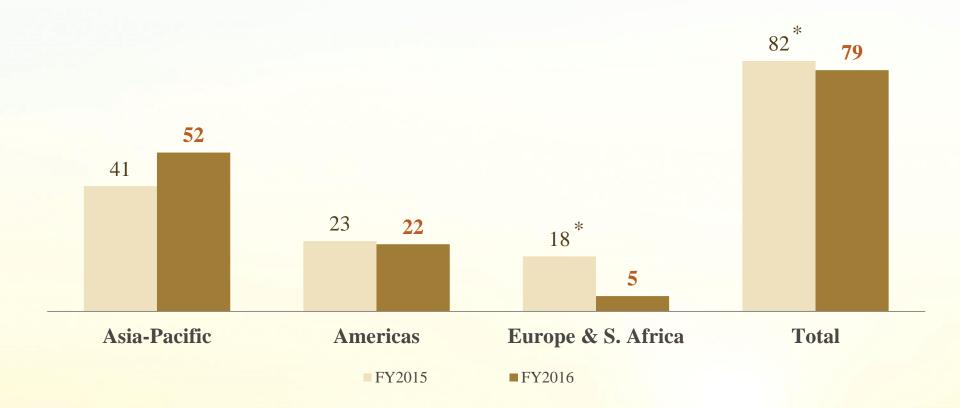




⁽¹⁾ Excluding foreign currency translation effects

Net store openings by region:

79 net own-stores opened

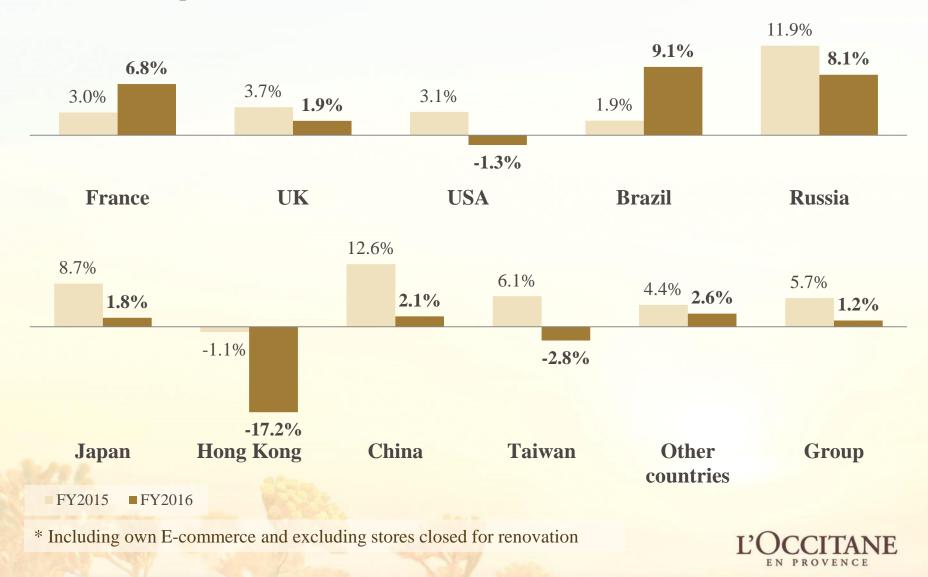




^{*} Excluding 7 stores acquired from a distributor in Norway in FY2015

Same store sales growth profile*

FY2016 as compared to FY2015



Disclaimer

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The financial information and certain other information presented in a number of tables have been rounded to the nearest whole number or the nearest decimal. Therefore, the sum of the numbers in a column may not conform exactly to the total figure given for that column. In addition, certain percentages presented in the tables reflect calculations based upon the underlying information prior to rounding and, accordingly, may not conform exactly to the percentages that would be derived if the relevant calculations were based upon the rounded numbers.



