

ADDING VALUE TO LIFESTYLE

Quarterly **update**

for the three months ended 31 December 2016



OPERATIONAL REVIEW

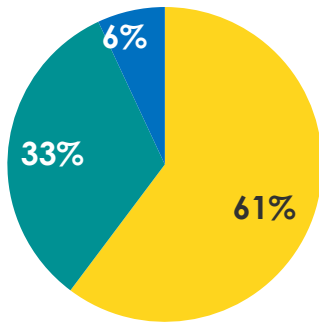
REVENUE FOR THE 3 MONTHS ENDED 31 DECEMBER 2016

	3 months Dec 2016 Q1FY17 (€m)	3 months Dec 2015 Q1FY16 (€m)	Growth
Group revenue	5 336	3 668	45%
Household goods	3 235	2 298	41%
General merchandise	1 760	1 060	66%
Automotive	341	310	10%

OPERATIONAL REVIEW

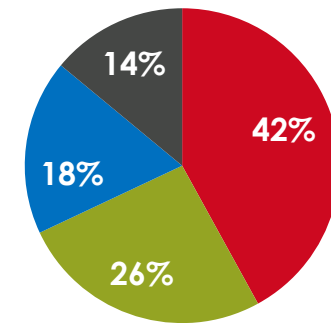
GROUP REVENUE BY SEGMENT

OPERATING SEGMENT



Household goods	61%
General merchandise	33%
Automotive	6%

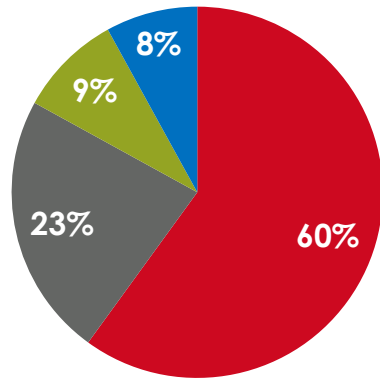
GEOGRAPHIC SEGMENT



Europe	42%
Africa	26%
UK & Australasia	18%
USA	14%

RETAIL: HOUSEHOLD GOODS

GEOGRAPHICAL BREAKDOWN OF REVENUES



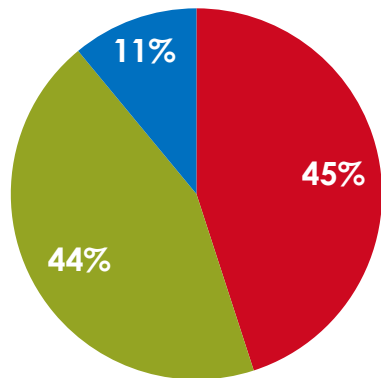
Europe	60%
USA	23%
Africa	9%
UK & Australasia	8%

	3 months Dec 2016 Q1FY17 (€m)	3 months Dec 2015 Q1FY16 (€m)	% change
Europe	1 945	1 802	8%
USA	760	–	–
Africa	281	216	30%
UK & Australasia	249	280	(11%)
Total	3 235	2 298	41%



RETAIL: GENERAL MERCHANDISE

GEOGRAPHICAL BREAKDOWN OF REVENUES



Europe & UK	45%
Africa	44%
Australasia	11%

	3 months Dec 2016 Q1FY17 (€m)	3 months Dec 2015 Q1FY16 (€m)	% change
Europe & UK	789	180	>100%
Africa	783	700	12%
Australasia	188	180	4%
Total	1 760	1 060	66%



RETAIL: AUTOMOTIVE

- South African automotive industry continue to decline
- Like-for-like growth of 4%



Information can no longer be relied on



SUMMARY



Information can no longer be relied on



QUESTIONS AND ANSWERS



Information can no longer be relied on

THANK YOU



THE WORLD OF **STEINHOFF** ADDING VALUE
to your 
lifestyle