

ADDING VALUE TO LIFESTYLE

UNAUDITED **QUARTERLY UPDATE**

FOR THE NINE MONTHS ENDED 30 JUNE 2017
(9MFY17)



FOR LIFE

- CLOTHING
- FOOTWEAR
- PERSONAL ACCESSORIES
- CELLULAR PRODUCTS
- SELECTED FINANCIAL SERVICES
- AUTOMOTIVE

FOR THE HOME

- FURNITURE AND BEDDING
- HOUSEHOLD GOODS
- APPLIANCES
- HOME ACCESSORIES
- CONSUMER ELECTRONICS AND TECHNOLOGY PRODUCTS
- BUILDING MATERIALS AND DIY PRODUCTS



PERIOD UNDER REVIEW

MARKUS JOOSTE
CEO



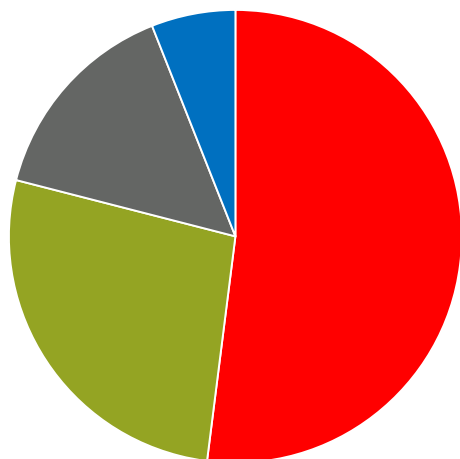
OPERATIONAL REVIEW

REVENUE FOR THE NINE MONTHS ENDED 30 JUNE 2017

	9MFY17	9MFY16	Growth
Europe	7 719	6 167	25%
Africa	4 012	3 190	26%
USA	2 224	–	
Australasia	950	698	36%
Group revenue	14 905	10 055	48%

SEGMENTAL REVENUE ANALYSIS

9MFY17: GEOGRAPHIC SEGMENTS



52% Europe

27% Africa

15% USA

6% Australasia

Revenue (€m)	9MFY17	9MFY16	Growth
Organic: Household goods	5 623	5 840	(4%)
Organic: General merchandise	762	500	52%
Organic: Europe	6 385	6 340	1%
Add: Acquisitions	1 334	(173)	
Total reported: Europe	7 719	6 167	25%

HOUSEHOLD GOODS: EUROPE

Revenue (€m)	9MFY17	9MFY16	Growth
Conforama	2 686	2 633	2%
ERM	1 802	1 660	9%
United Kingdom	489	538	(9%)
External supply chain and properties	646	836	(23%)
Total reported household goods: Europe	5 623	5 667	(1%)

GENERAL MERCHANDISE: EUROPE

Revenue (€m)	9MFY17	9MFY16	Growth
General merchandise Europe	762	500	52%
Poundland	1 334		
Total reported general merchandise: Europe	2 096	500	>100%

AFRICA

Revenue (€m)	9MFY17	9MFY16	Growth
Organic: General merchandise	2 167	1 729	25%
Organic: Household goods	757	656	15%
Automotive	1 052	871	21%
Organic: Africa	3 976	3 256	22%
Add: Acquisitions	36	(66)	
Total reported: Africa	4 012	3 190	26%

UNITED STATES OF AMERICA

Revenue (€m)	9MFY17
Total reported: United States of America	2 224

AUSTRALASIA

Revenue (€m)	9MFY17	9MFY16	Growth
Organic: Household goods	249	230	8%
Organic: General merchandise	512	468	9%
Organic: Australasia	761	698	9%
Add: Acquisition	189		
Total reported: Australasia	950	698	36%

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