



Douglas continues to show strong operational performance – well on track to become the European omnichannel beauty champion

- **Revenue in FY 2015/16 plus 5.2 percent¹ to EUR 2.7 billion**
- **E-Commerce growing double-digit**
- **Douglas Collection and exclusive brands major growth driver**

Dusseldorf, 29 November 2016. Douglas, the leading European retailer in the selective beauty market, is well on track to accelerate growth and to become the industry's omnichannel champion. In the fiscal year ended 30 September 2016, Douglas increased its like-for-like revenues by 5.2 percent to EUR 2.7 billion, according to preliminary figures. E-commerce grew double-digit, now accounting for 12 percent of total sales (LY: 10 percent). Also the company's private label offer, trading as "Douglas Collection", and exclusive brands have been a major driver of growth. Their share of revenue increased to 17 percent (LY: 15 percent), demonstrating positive effects of the strategic measures taken. The international share remained stable with 55 percent of revenue generated outside Germany. For the current fiscal year, Douglas expects revenue to increase again in the mid-single digit percentage range.

About Douglas

With about 1,700 stores in 19 European countries, Douglas is the selective beauty care market leader in Europe. Its multi-channel offering – which is well integrated across the stores, online shop and mobile application – as well as its continually updated offering of more than 30,000 products make Douglas the frontrunner in the growing selective beauty market. Supported by its about 18,000 highly qualified and committed employees, Douglas generated annual sales of about EUR 2.7 billion in the financial year 2015/2016.

DOUGLAS – YOUR PARTNER IN BEAUTY

¹ Like-for-like, according to preliminary figures