

**CONSOLIDATED FINANCIAL STATEMENTS  
AS AT 31 DECEMBER 2016**

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## Table of Contents

<b>1. FINANCIAL STATEMENTS .....</b>	<b>4</b>
1.1. Statement of profit or loss.....	4
1.2. Statement of total comprehensive income.....	4
1.3. Consolidated balance sheet.....	5
1.4. Consolidated cash-flow statement .....	6
1.5. Statement of changes in consolidated equity.....	7
<b>ACCOUNTING STANDARDS, CONSOLIDATION METHODS, VALUATION METHODS AND PRINCIPLES .....</b>	<b>8</b>
1.6. The Group .....	8
1.7. Main events of the financial year .....	8
1.8. Group organisation .....	8
1.9. Accounting standards .....	9
1.10. Consolidation methods.....	13
1.11. Valuation base .....	14
1.12. Reporting currency and transactions denominated in foreign currencies.....	14
1.13. Use of estimates and assumptions.....	14
1.14. Accounting principles and valuation methods .....	14
<b>2. SCOPE OF CONSOLIDATION .....</b>	<b>21</b>
2.1. Scope at the year-end.....	21
2.2. Change to the consolidation scope during the year .....	21
<b>3. NOTES TO THE INCOME STATEMENT .....</b>	<b>22</b>
3.1. EBITDA.....	22
3.2. Segment reporting by geographic area .....	22
3.3. Operating expenses by type .....	22
3.4. Tax.....	23
3.5. Cost of share based payments and Other operating income and expenditure .....	25
<b>4. NOTES TO THE BALANCE SHEET .....</b>	<b>26</b>
4.1. Goodwill.....	26
4.2. Other intangible assets.....	29
4.3. Tangible assets.....	30
4.4. Financial Assets.....	32
4.5. Inventories .....	34
4.6. Trade receivables and similar accounts.....	34
4.7. Age analysis of financial instruments.....	34
4.8. Age analysis of debts .....	36
4.9. Cash and cash equivalents .....	38
4.10. Post-employment benefit .....	38
4.11. Provisions.....	39
4.12. Deferred tax.....	40
4.13. Borrowings and financial liabilities.....	41
4.14. Definition of classes of financial assets and liabilities by accounting category .....	43
4.15. Share option schemes .....	45
4.16. Free share schemes.....	46
4.17. Earnings per share.....	47
4.18. Analysis of changes in operating working capital items.....	48
<b>5. The Group's exposure to financial risks.....</b>	<b>49</b>
5.1. Market risk .....	49
5.2. Liquidity risk .....	49
5.3. Credit risk .....	50

<b>6. RELATED PARTIES .....</b>	<b>50</b>
6.1. Related parties having control over the Group .....	50
6.2. Other related parties .....	50
<b>7. OFF-BALANCE SHEET COMMITMENTS.....</b>	<b>52</b>
7.1. Commitments received .....	52
7.2. Commitments given.....	52
7.3. Average headcount at year-end.....	53
7.4. Evènements postérieurs à la clôture .....	53
7.5. Statutory auditors' fees .....	53

## 1. FINANCIAL STATEMENTS

### 1.1. Statement of profit or loss

<i>in K€</i>	Notes	2016	2015	2014
Net revenues	3.2	539 704	442 832	349 791
Cost of goods sold	3.2	- 332 028	- 263 679	- 202 929
<b>Gross margin</b>		<b>207 676</b>	<b>179 153</b>	<b>146 862</b>
		<i>38,5%</i>	<i>40,5%</i>	<i>42%</i>
Marketing	3.2	- 25 683	- 26 897	- 21 928
Logistics & Fulfillment	3.2	- 122 084	- 102 650	- 84 949
General & Administrative expenses	3.2	- 36 887	- 29 861	- 26 828
<b>Current operating profit</b>		<b>23 022</b>	<b>19 745</b>	<b>13 156</b>
Depreciation of assets recognized through business combination	4.2	- 804	- 783	- 783
Cost of share based payments	3.5, 4.15 & 4.16	- 13 295	- 4 089	- 103
Other operating income and expenses	3.5	- 6 322	- 4 017	- 2 305
<b>Operating profit</b>		<b>2 601</b>	<b>10 856</b>	<b>9 965</b>
Net finance costs		- 690	- 137	- 144
Other financial income and expenses		580	- 106	52
		-		
<b>Profit before tax</b>		<b>2 491</b>	<b>10 613</b>	<b>9 873</b>
Income taxes	3.3	- 2 741	- 5 470	- 4 003
<b>Net income for the period</b>		<b>- 250</b>	<b>5 143</b>	<b>5 870</b>
Attributable to owners of the Parent		- 250	5 143	5 870
Attributable to third parties				

### 1.2. Statement of total comprehensive income

<i>in K€</i>	2016	2015	2014
<b>Net income for the period</b>	<b>- 250</b>	<b>5 143</b>	<b>5 870</b>
Income and expense recognized in equity		-	-
<b>Total comprehensive net income for the period</b>	<b>- 250</b>	<b>5 143</b>	<b>5 870</b>

### 1.3. Consolidated balance sheet

<i>in K€</i>	Notes	31/12/2016	31/12/2015	31/12/2014
Goodwill	4.1	102 782	81 576	81 576
Other intangible assets	4.2	39 289	28 861	27 726
Tangible assets	4.3	15 626	14 833	14 141
	4.4			-
Financial assets	4.4	3 624	1 105	1 181
Deferred tax assets	4.12	3 278	75	75
<b>Non current assets</b>		<b>164 599</b>	<b>126 450</b>	<b>124 699</b>
Inventories	4.5	82 638	57 068	41 691
Accounts receivable	4.6 & 4.7	36 612	24 014	14 925
Income tax receivable	4.7	3 519	3 058	2 744
Other receivables	4.7	36 915	27 952	19 388
Cash and cash equivalent	4.9	97 004	102 982	47 730
<b>Current assets</b>		<b>256 688</b>	<b>215 074</b>	<b>126 478</b>
<b>Total Assets</b>		<b>421 287</b>	<b>341 524</b>	<b>251 177</b>

<i>in K€</i>		31/12/2016	31/12/2015	31/12/2014
Share capital		1 368	1 316	1 210
Share premium reserves	1.6	172 492	168 532	119 750
Other reserves		28 944	13 056	3 886
Net income		- 250	5 143	5 870
<b>Total shareholders' equity</b>		<b>202 554</b>	<b>188 047</b>	<b>130 716</b>
<b>Total equity</b>	1.6	<b>202 554</b>	<b>188 047</b>	<b>130 716</b>
Long term financial liabilities	4.13	2 038	2 962	3 625
Employee benefits	4.10	88	116	89
Deferred tax liabilities	4.12	11 628	9 883	9 239
<b>Total non current liabilities</b>		<b>13 754</b>	<b>12 961</b>	<b>12 953</b>
Short term financial liabilities	4.13	966	916	1 005
Provision for risks and charges	4.11	1 324	993	795
Accounts payable	4.8	148 504	100 108	75 362
Income tax liability	4.8	710		-
Other current payables	4.8	53 475	38 499	30 346
<b>Total current liabilities</b>		<b>204 979</b>	<b>140 516</b>	<b>107 508</b>
<b>Total Liabilities</b>		<b>218 733</b>	<b>153 477</b>	<b>120 461</b>
<b>Total Equity and Liabilities</b>		<b>421 287</b>	<b>341 524</b>	<b>251 177</b>

## 1.4. Consolidated cash-flow statement

<i>in K€</i>	Notes	2016	2015	2014
Net income for the period	1.1	- 250	5 143	5 870
<b>Adjustments</b>				
Depreciation & Amortization	4.2, 4.3, 4.5, 4.6, 4.11	7 280	5 358	3 786
Gain / Loss on sale of assets		177	- 18	67
Fair value measurement of stock options	4.16 & 4.17	10 771	3 300	103
<b>Cash flows from operations before finance costs and income tax</b>		<b>17 978</b>	<b>13 783</b>	<b>9 826</b>
Income taxes for the period	1.1	2 741	5 470	4 003
Net finance costs	1.1	690	137	144
<i>Change in inventories</i>	4.5	- 16 284	- 15 557	- 13 775
<i>Change in accounts payable and receivable</i>	4.7 & 4.8	25 502	16 418	26 835
<i>Change in other receivables/payables</i>	4.7 & 4.8	4 390	- 1 164	31
Change in working capital	4.18	13 608	- 303	13 091
<b>Cash flow from operating activities before tax</b>		<b>35 017</b>	<b>19 087</b>	<b>27 064</b>
Current income tax paid		- 2 261	- 5 141	- 7 195
<b>Net cash from operating activities</b>		<b>32 756</b>	<b>13 946</b>	<b>19 869</b>
Change in perimeter		- 31 751		-
Acquisition of intangible and tangible assets	4.2 & 4.3	- 8 400	- 6 348	- 4 920
Acquisition of stakes in associate companies		-	-	-
Net change in non current financial assets	4.4	- 97	- 79	- 217
Proceeds from sale of intangible and tangible assets	4.2 & 4.3	368	19	78
<b>Net cash from investing activities</b>		<b>- 39 880</b>	<b>- 6 408</b>	<b>- 5 059</b>
Increase in share capital and share premium reserves	1.6		48 610	-
Proceeds from stock-options	1.6	2 737	278	
New financial liabilities				
Repayment of financial liabilities	4.13	- 901	- 1 037	- 507
Finance costs paid	1.1	- 690	- 137	- 144
Other flows from financing activities				
<b>Net cash from financing activities</b>		<b>1 146</b>	<b>47 714</b>	<b>- 651</b>
<b>Total cash flow for the period</b>		<b>- 5 978</b>	<b>55 252</b>	<b>14 159</b>
Cash and cash equivalent at the beginning of the period		102 982	47 730	33 571
Cash and cash equivalent at the end of the period		<b>97 004</b>	<b>102 982</b>	<b>47 730</b>

Details of the composition of the closing cash position are provided in Note 4.9.

## 1.5. Statement of changes in consolidated equity

<i>in K€</i>	Share capital	Additional paid-in capital	Treasury shares	Other reserves Group			Consolidated retained earnings	Total Equity attributable to owners of the Company	Non-controlling interests	Total equity
				Translation reserves	Other reserves	Total				
<b>At December 31, 2013</b>	<b>1 210</b>	<b>119 750</b>	-	-	<b>348</b>	<b>348</b>	<b>3 434</b>	<b>124 742</b>	-	<b>124 742</b>
Net income for the period	-	-	-	-	-	-	5 870	5 870	-	5 870
<b>Total comprehensive net income for the period</b>	-	-	-	-	-	-	<b>5 870</b>	<b>5 870</b>	-	<b>5 870</b>
Share-based payments	-	-	-	-	104	104	-	104	-	104
Other changes	-	-	-	-	-	-	-	-	-	-
<b>At December 31, 2014</b>	<b>1 210</b>	<b>119 750</b>	-	-	<b>452</b>	<b>452</b>	<b>9 304</b>	<b>130 716</b>	-	<b>130 716</b>
Net income for the period	-	-	-	-	-	-	5 143	5 143	-	5 143
<b>Total comprehensive net income for the period</b>	-	-	-	-	-	-	<b>5 143</b>	<b>5 143</b>	-	<b>5 143</b>
IPO on Euronext	103	48 507	-	-	-	-	-	48 610	-	48 610
Proceeds from stock-options	3	275	-	-	-	-	-	278	-	278
Free shares and share options charges	-	-	-	-	3 300	3 300	-	3 300	-	3 300
Other changes	-	-	-	-	-	-	-	-	-	-
<b>At December 31, 2015</b>	<b>1 316</b>	<b>168 532</b>	-	-	<b>3 752</b>	<b>3 752</b>	<b>14 447</b>	<b>188 047</b>	-	<b>188 047</b>
IPO on Euronext	-	-	-	-	-	-	- 250	- 250	-	- 250
<b>Total comprehensive net income for the period</b>	-	-	-	-	-	-	<b>- 250</b>	<b>- 250</b>	-	<b>- 250</b>
Proceeds from stock-options	27	3 960	-	-	-	-	-	3 987	-	3 987
Free shares and share options charges	-	-	-	-	10 771	10 771	-	10 771	-	10 771
Other changes	25	-	-	-	-	-	- 25	-	-	-
<b>At December 31, 2016</b>	<b>1 368</b>	<b>172 492</b>	-	-	<b>14 523</b>	<b>14 523</b>	<b>14 172</b>	<b>202 554</b>	-	<b>202 554</b>

The variation over the period relates mainly the increase in shareholder's equity resulting from the primary offer on Euronext Paris listed companies in October 2015, and to profit or loss for the year.

As part of the preparation of the primary offer in Euronext Paris listed companies, the nominal value of shares was increased from € 0.01 to € 0.04.

As at 31<sup>st</sup> December 2015, the share capital of SRP Groupe S.A. was made up of 32,890,324 shares of a nominal value of €0.04 each.

As at 31<sup>st</sup> December 2016, the share capital of SRP Groupe S.A. is made up of 34,191,469 shares of a nominal value of €0.04 each.

## **ACCOUNTING STANDARDS, CONSOLIDATION METHODS, VALUATION METHODS AND PRINCIPLES**

### **1.6. The Group**

The year ended 31 December 2016 cover a period of 12 months.

The Company's consolidated financial statements as at 31 December 2016 include SRP Groupe S.A. and its subsidiaries (together referred to as the "Group").

The Group's business consists in the private sale of items on Internet.

### **1.7. Main events of the financial year**

In late September 2016, SRP Group acquired 100% of the shares of ABC Sourcing, specialist in the sale of end-of-line products to wholesalers, in France, for an amount of 2.5 M€, to which a price supplement will be added.

In early November 2016, SRP Group acquired 100% of the shares of Saldi Privati, second largest actor in private sales in Italy, for an amount of 28 M€.

2015 -IPO on the Euronext Paris regulated market

The SRP Groupe company issued 2,564,103 new shares within the framework of its public offering (Offre à Prix Ouvert), for which the settlement-delivery occurred on 2 November 2015.

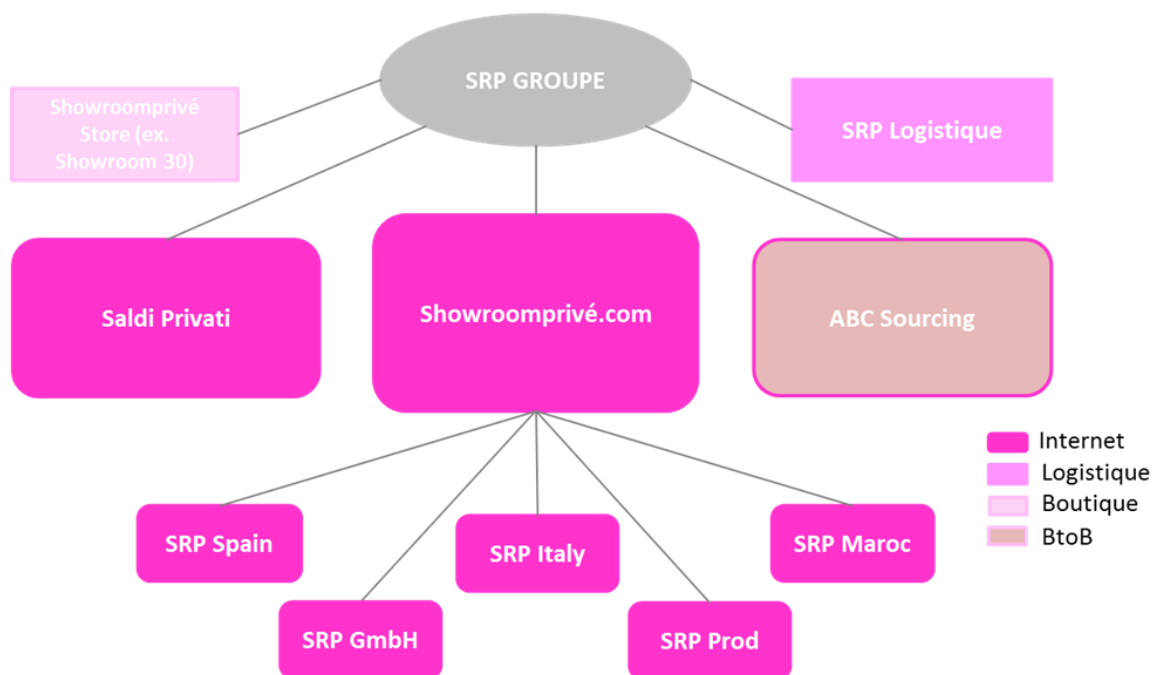
The shares were admitted to trading within compartment B of the Euronext Paris regulated market under the ISIN code FR0013006558 and the trading symbol SRP on 30 October 2015.

The price of the public offering and of the overall investment was set at €19.50 per share (i.e. a face value of €0.04 and an issuance premium per share of €19.46).

### **1.8. Group organisation**

As a result, the Group's streamlined organization structure as at 31 December 2016 is as follows:





The five subsidiaries SRP Spain, SRP Gmbh, SRP Italy and SRP Prod and SRP Maroc provide a support activity to the core activity of Showroomprivé.com.

## 1.9. Accounting standards

### Statement of compliance and IFRS used

The main accounting methods applied for the preparation of the consolidated financial statements are described below. Pursuant to Regulation No. 1606/2002 adopted on 19 July 2002 by the European Parliament and the European Council, the Group's published consolidated financial statements as at 31 December 2015, 2014 and 2012 are drawn up in accordance with IFRS (International Financial Reporting Standards) as published by the IASB (International Accounting Standards Board) and adopted by the European Union (publication in the Official Journal of the European Union) as at 31 December 2014. International accounting standards include the IFRS (International Financial Reporting Standards), the IAS (International Accounting Standards) as well as their interpretation by the SIC (Standing Interpretations Committee) and IFRS IC (IFRS Interpretations Committee) interpretations.

All the standards adopted by the European Union are available on the European Commission's website on the following address:

[http://ec.europa.eu/internal\\_market/accounting/ias/index\\_fr.htm](http://ec.europa.eu/internal_market/accounting/ias/index_fr.htm).

New standards, amendments and interpretations applicable in the European Union and whose application are mandatory or which may be applied in advance for financial years starting as from 1 January 2016

For the preparation of its consolidated financial statements as at 31 December 2016, the SRP group applied the same standards, interpretations and accounting methods as in its financial statements for the year ended 31 December 2015 published in the basic document registered on 28 April 2016 under the number R.16-034, or, as relevant, the new standards applicable as of 1 January 2016.

The main IFRS standards, amendments and interpretations applicable in the European Union and whose application are mandatory or which may be applied in advance as from 1 January 2016 are:

- Amendments to IAS 1 – Disclosure initiative
- Amendments to IAS 16 and IAS 38 – Acceptable methods of depreciation and amortisation
- Amendments to IAS 19 – Employee Contribution
- Annual Improvements cycle 2010-2012
- Amendments to IFRS 11 – Accounting for acquisitions of interest in joint operations
- Annual Improvements cycle 2012-2014
- Amendments to IAS 27 – Equity method in separate financial statements

The application of these texts has no impact on the net earnings as at 31 December 2016.

Furthermore, the group has decided not to apply in advance the standards published by the IASB, approved by the European Union that may be applied in advance as from 1 January 2016.

These standards have no significant incidence on the Group's financial statements.

New standards, amendments and interpretations applicable in the European Union and to be applied after 31 December 2016

<b>Standard</b>	<b>IASB application date</b>	<b>Incidence on the Group</b>
<b>IFRS 9</b> : Financial Instruments, classification and measurement of financial assets	1 January 2018	On 24 July 2014, the IASB published a new standard on financial instruments that is intended to replace most of the existing IFRS provisions, notably IAS 39. The new standard adopted by the European Union, applies as of 1st January 2018. Given the group's current financial structure, this new standard should not have a significant impact on the group's financial statements.
<b>IFRS 15</b> : Revenue from contracts with customers	1 January 2018	On 28 May 2014, the IASB published a new standard on revenue recognition to replace most of the existing provisions in IAS 18 and IAS 11. The new standard, approved by the EU, is applicable from 1 January 2018, with an earlier application permitted. The impact of this standard is under study.

Standards, amendments and interpretations published by the IASB but not yet approved by the European Union

<b>IFRS 16</b> : Leases	1 January 2019	On 13 January 2016, the IASB issued the new standard on leases. The new standard, not adopted by the European Union, is applicable from 1 January 2019 or in advance from 1 January 2018 with IFRS 15. The impact of this standard is under study.
<b>IAS 7</b> : Statement of cash flows	1 January 2017	On January 2016, the IASB published amendments on statement of cash flows. Not yet adopted by the European Union, these new amendments applies as of 1 <sup>st</sup> January 2017. The impact of this standard is under study.

<b>IAS 12</b> : Income taxes : Recognition of deferred tax assets for unrealised losses	1 January 2017	On 19 January 2016, the IASB published amendments on Income taxes : Recognition of Deferred Tax Assets for unrealised Losses. Not yet adopted by the European Union, these new amendments applies as of 1 <sup>st</sup> January 2017. The impact of this standard is under study.
<b>IFRS 2</b> : Classification and Measurement of Share-based Payment Transactions	1 January 2018	On 30 June 2016, the IASB published amendments on Classification and Measurement of Share-based Payment Transactions. Not yet adopted by the European Union, these new amendments applies as of 1 <sup>st</sup> January 2018. The impact of this standard is under study.
<b>IFRIC 22</b> : Foreign Currency Transactions and Advance Consideration issued	1 January 2018	On 8 December 2016, the IASB published interpretation on foreign currency transactions and advance consideration issued. Not yet adopted by the European Union, these new amendments applies as of 1 <sup>st</sup> January 2018 but its advance application is authorized. The impact of this standard is under study but should not have a significant incidence on the group's turnover.
<b>IFRS 14</b> : Regulatory deferral accounts	1 January 2016	This standard published on 30 January 2014 has not yet been adopted by the European Union and should allow to improve the comparability of financial information for entities that carry out activities with regulated tariffs. The effect of this standard is being assessed, but it should not have a significant impact.

#### First adoption of IFRS in the year ended 31 December 2011

Since its incorporation, the SRP Group drew up consolidated financial statements, for the first time, as at 31 December 2011. For the purposes of drawing up its consolidated financial statements, the company has opted for the IRFS which was applied as from the opening balance sheet as at 1 August 2010.

## 1.10. Consolidation methods

### ➤ Subsidiaries

A subsidiary is an entity controlled by the Group. The Group exercises control over another entity where it has power over that entity, exposure to variable returns from the entity and, due to its power over that entity, has the ability to affect the returns that it draws from it.

In assessing control, the Group takes into account the substantive voting rights, i.e. those currently exercisable or exercisable at the time when decisions will be taken in relation to relevant activities.

The financial statements of subsidiaries are included in the consolidated financial statements from the date on which control is obtained until the date on which control ceases.

### ➤ Associates

An associate is an entity over which the Group exercises a significant influence in relation to financial and operational policies, without exercising control or joint control over these policies. The consolidated financial statements include the Group's share of the profit and other comprehensive income of equity-accounted companies, from the date on which the significant influence is exercised until the date when it ceases.

If the Group's share of the losses of an associate is higher than its investment in that company, the book value of the equity-accounted investments is reduced to nil and the Group no longer recognizes its share of forthcoming losses, unless the Group has a legal or implicit obligation to share in the losses or to make payments on behalf of the associate.

### ➤ Joint ventures

A joint venture is an entity in which the Group has a joint control with one or more partners by virtue of a contractual agreement giving it rights to the net assets of that entity. The Group recognizes its interest using the equity method. The consolidated financial statements include the Group's share of the profit and other comprehensive income of equity-accounted companies, from the date on which the significant influence is exercised until the date when it ceases.

### ➤ Transactions eliminated from the financial statements

Balance sheet amounts, income and expenditure resulting from intra-group transactions are eliminated when preparing the consolidated financial statements.

The accounting methods used by subsidiaries are standardized and aligned on those adopted by the Group.

The consolidation scope is detailed in Note 2 below "Scope".

Companies consolidated by the Group have drawn up their financial statements as at 31 December 2016, 2015, 2014 and 2013 in accordance with the accounting principles applied by the Group.

The Group does not control any ad-hoc non-consolidated entity.

### 1.11. Valuation base

The financial statements are prepared on the basis of historical cost, except for some categories of assets and liabilities which are valued at fair value in accordance with IFRS. The concerned categories are:

- Liabilities resulting from share-based payment transactions;
- Financial assets and liabilities valued at fair value.

### 1.12. Reporting currency and transactions denominated in foreign currencies

The consolidated financial statements of the SRP Group are drawn up in Euros.

Income, expenditure, receivables or payables resulting from transactions denominated in foreign currencies are converted into Euros at the transaction date. Receivables or payables denominated in foreign currencies existing at the year-end are converted at the year-end exchange rate. Translation differences resulting from the application of different exchange rates are recognized in the income statement of the period and included in operating income or financial income depending on the nature of the underlying transaction.

### 1.13. Use of estimates and assumptions

The preparation of the financial statements in accordance with the IFRS requires Management to exercise judgements, make estimates and assumptions which may have an impact on the application of accounting methods and on the amounts of assets and liabilities, income and expenditure.

These estimates take into account economic data and assumptions that may over time and contain elements of uncertainty. They mainly concern the valuation methods and assumptions used for the purposes of identification of intangible assets in relation to business combinations, monitoring of the Goodwill value, valuation of intangible assets, stock valuation, estimates of provisions, deferred tax assets and assets and liabilities resulting from finance leases.

### 1.14. Accounting principles and valuation methods

The accounting principles and valuation methods applied by the Group are detailed in the following paragraphs.

#### ➤ Business combinations

Business combinations are recognized using the acquisition method at the acquisition date (in accordance with the IFRS 3 revised), which is the date on which control is transferred to the Group. An entity is controlled where the Group has power over this entity and exposure or rights to variable returns from its involvement with the entity, and where it has the ability to use its power over the entity to affect the amounts of these returns.

The Group values goodwill at the acquisition date as:

- the fair value of the consideration transferred; plus
- if the business combination is carried out in phases, the fair value of any previous investment in the acquired company; less
- the fair value of identifiable assets acquired and liabilities taken over.

Within 12 months following the acquisition, the acquisition price must be allocated to the identifiable assets acquired. This allocation may give rise to the recognition of intangible assets such as brand, members file, technology, etc.

When the difference is negative, the gain from a bargain purchase is immediately recognized in profit.

The consideration transferred excludes the amounts relating to the settlement of pre-existing relationships. These amounts are generally recognized in profit or loss.

The costs relating to the acquisition, other than those relating to an issue of debt or equity securities, that the Group bears due to a business combination are recognized as expenditure when they are incurred.

The consideration transferred (which includes the price paid) to acquire the target is valued at fair value. It is equal to the total of fair values of assets given to sellers, the buyer's debts to sellers, and equity instruments issued by the buyer.

## ➤ **Intangible assets and goodwill**

### - **Goodwill**

The goodwill resulting from acquisitions of subsidiaries is included in intangible assets. Goodwill is carried at cost less accumulated impairment losses (re. business combinations).

### - **Other intangible assets**

Intangible assets are initially valued at their acquisition or production cost.

Intangible assets may be amortized, where applicable, over periods corresponding to their legal protection or their expected useful life.

Amortization is calculated on a straight-line basis based on the estimated useful life of the different categories of assets.

Research costs are recognized as expenditure when they are incurred. Development costs, i.e. costs arising from the application of the results of research in view of the production of computer developments and projects (applications, application software, etc.) and new or substantially improved processes, are recognized as assets where the Group can demonstrate:

- technical feasibility, its intention to complete the intangible asset and its ability to use or sell it;
- availability of adequate technical, financial and other resources to complete the development and use or sell the intangible asset;
- its ability to measure reliably the expenditure attributable to the intangible asset during its development;
- that the intangible asset will generate probable future economic benefits (existence of a market or its usefulness to the Group).

The costs thus recognized in assets include direct labor costs. Other development costs are recognized as expenditure when they are incurred. Development costs are recognized in assets at their cost less accumulated depreciation and accumulated impairment losses.

The main amortization periods used are as follows:

- Software: 1 to 3 years
- Members file: 7 years
- Technology: 7 years
- Brand: not amortized
- Development expenditure: 4 years

## - **Tangible assets**

Tangible assets are initially stated in the balance sheet at their acquisition or production cost.

Tangible assets are depreciated as from the time that they are installed and ready for use, or for assets produced internally, as from the time when the asset is completed and ready for use.

Amortization is calculated on a straight-line basis based on the estimated useful life of the different categories of assets.

The main useful lives used are as follows:

- Fixtures and fittings: 5 to 10 years
- Industrial plant and equipment: 3 to 10 years
- Office equipment: 3 years
- Computer and photographic equipment: 3 years
- Furniture: 3 to 7 years
- Motor vehicles: 5 years

## ➤ **Depreciation of tangible and intangible assets**

The recoverable value of intangible and tangible assets is tested every time that there are indications of an impairment loss at the reporting date, and at least once a year as regards goodwill and intangible assets with an indefinite useful life.

The impairment test consists in assessing the value in use of each unit generating its own cash flow (cash generating units).

Currently, considering its activity, the Group only has one cash generating unit.

Using the discounted cash-flow method in particular, the assessment of the recoverable value of the cash generating unit is based on factors taken from the budgetary process and the three-year strategic plan, which includes growth rates and rates of return, deemed to be reasonable. Discount rates (based on the weighted-average cost of capital) and long-term growth rates over the period beyond three years, based on analyses of the industry in which the Group operates, are applied when valuing the cash generating unit.

Where the recoverable value of a cash generating unit is less than its net book value, the corresponding impairment loss is allocated primarily to goodwill and recognized in operating profit as "Other operating income and expenditure".

## ➤ **Lease**

A lease that transfers to the Group substantially all the risks and rewards incident to ownership of an asset is classified as a finance lease.

The criteria for assessing these leases are based in particular on:

- the ratio between the asset's lease term and its useful life,
- total future payments divided by the fair value of the asset financed,
- the existence of a transfer of ownership at the end of the lease,



- the existence of a favorable purchase option,
- the specific nature of the leased asset.

In this case, at the initial recognition, the leased asset is recognized at fair value or, if it is lower, at the present value of the minimum payments in respect of the lease. The corresponding entry for this asset is a financial debt.

After the initial recognition, the asset is recognized using the accounting method applicable to this type of asset.

Assets held by virtue of a finance leases are depreciated over their useful life or, where it is shorter, over the term of the corresponding lease. Depreciation is in accordance with the methods and rates mentioned in the paragraph on tangible assets, and the tax incidence of this restatement is taken into account.

Any other lease is an operating lease and is not recognized in the Group's financial statements. It is recorded as an operating lease, and only the lease payments are recorded in the income statement.

### ➤ **Inventories**

Inventories are stated at the lower of cost and the estimated realizable value.

Inventories are valued at weighted-average cost, and include acquisition costs and costs incurred in bringing them to their present location and condition. This value is net of discounts and rebates obtained from suppliers.

Impairment is recognized based on an analysis of the age and turnover of stocks to take into account the related impairment loss, if the estimated realizable value is lower than the book value.

The realizable value is the estimated selling price in the ordinary course of business.

### ➤ **Payables and receivables**

Trade and other receivables are valued at fair value at the initial recognition, then at the amortized cost less impairment losses.

All debts are initially recognized at fair value. After their initial recognition, the Group values at amortized cost all financial liabilities other than those held for trading.

### ➤ **Cash and cash equivalents**

Cash and cash equivalents are made up of cash on hand and call deposits. They also include UCITS that meet the definition of cash equivalents as per IAS 7. UCITS that do not meet the definition of cash and cash equivalents are classified as other current assets.

Bank overdrafts repayable on demand and which form an integral part of the Group's cash management are also considered as cash and cash equivalents for the purposes of the cash flow statement.

### ➤ **Deferred tax and income tax**

- **Deferred tax**

The Group may recognize deferred tax in the event of:

- temporary differences between the tax values and the book values of assets and liabilities in the consolidated balance sheet,

- tax credits and tax loss carry-forwards.

Deferred tax is calculated using the liability method, using the last tax rate applicable for each company.

Deferred tax assets are taken into account only:

- if their recovery does not depend on future earnings,
- or if their recovery is likely due to the existence of a taxable profit expected during their settlement period.

#### - **Income tax**

A tax consolidation agreement has been implemented since 1 January 2012 among all French entities of the Group. By virtue of this agreement, each entity records its tax expense as if it was liable separately, and the parent company records its profit, if any, separately.

The tax liability is the estimated amount of tax payable in respect of taxable profit for the year, determined using the applicable tax rate, and by adjusting the tax liability amount in respect of previous years. The tax liability also induces any tax payable due to dividend declaration.

#### ➤ **Retirement and pre-retirement liabilities**

- Pension plan:

The Group is primarily concerned by defined contribution pension plans.

Defined contribution pension plans are subject to payments by employees and by companies of the Group to institutions authorized to manage such pension funds. The Group's obligations are limited to the payment of these contributions which are therefore recorded in the income statement as they are incurred.

The Group is also concerned by defined benefit pension plans, in particular for retirement indemnities paid to employees.

The obligation amount is determined using the projected unit credit method. The discount rate is the rate, at the balance sheet date, on first-class bonds that have maturity dates close to those of the group's obligations. This rate is 1.50% on 31 December 2016, against 1.75% on 31 December 2015 and 1.75% on 31 December 2014.

#### ➤ **Provisions**

A provision is recognized in the consolidated financial statements at the year-end if, and only if, there is a current obligation (legal or constructive) resulting from a past event, it is likely that an outflow of funds will be necessary to settle the obligation and if the obligation amount can be reliably estimated. Provisions are discounted where the effect of the time value of money is material.

#### ➤ **Turnover**

Income from ordinary activities is equal to the fair value of the consideration received or to be received in respect of goods and services sold in the Group's normal course of business. Income from ordinary activities are stated net of value added tax, returned goods, discounts and rebates, and after deduction of intra-group sales.

Income from ordinary activities are recognized as follows:

- Sale of goods

Revenue from the sale of goods is recorded as turnover when goods are delivered and therefore the significant risks and benefits inherent to the ownership of the goods have been transferred to the buyer. It is stated at the fair value of the consideration received or to be received net of benefits granted to buyers and net of discounts.

- Customer loyalty scheme (Referral coupons)

The Group has implemented a customer loyalty scheme whereby the site gives internet users, upon the first purchase made by a new member that they have referred to the site, a purchase coupon of a fixed amount that can be used as from that date. This coupon gives them a discount on their purchases of products from the site during the coupon's validity period. These referral vouchers meet the definition of IFRIC 13 and their fair value is deducted from the turnover when the new referred member makes a purchase.

- Returned goods

Goods returned by clients are recognized as the cancellation of an initial sale. At the year-end, a provision is recognized to take into account goods not yet returned at that date but relating to transactions for the year ended.

### ➤ **Share-based payments**

Share option and share purchase schemes have been granted to a given number of employees and senior executives of the Group. They give the right to subscribe for SRP Groupe S.A. shares over a period of 10 years, subject to fulfilment of specific conditions, at a fixed exercise price determined at their allocation.

The options are valued at an amount equivalent to the fair value of the benefit granted to the employee or the senior executive at the date of allocation. The expenditure relating to these options is recognized as other operating income and expenditure, over the period of acquisition of the option rights, with a corresponding entry to equity.

The fair value of the option is determined by applying the "Black and Scholes" model, where the factors include in particular the exercise price of the options, their life, the reference share price at the allocation date, the implicit volatility of the share price, and the risk-free interest rate. The expenditure recognized also takes into account assumptions about the turnover rate among employees who have benefited from the share allocation.

Free issue shares were granted to a given number of employees and senior executives of the Group. Free issue shares are subject to a valuation based on the benefit granted to beneficiaries at the grant date. The expense related to these free issue shares and related social contributions, are recognized in "Cost of share-based payments" over the period of acquisition.

### ➤ **Income statement**

In order to better understand the specificities of its business, the Group presents an income statement by function, which highlights the following:

- 1) Cost of goods sold
- 2) Marketing
- 3) Logistics and processing of orders, relating to:
  - expenditure directly attributable to goods sold,
  - logistics costs

#### 4) Overheads and administrative costs.

All these items represent operating expenses which are deducted from the turnover to obtain the current operating income, which is the main performance indicator of the Group's business.

In order to provide more comprehensive information, these operating expenses are broken down by type in Note 3.2 "Operating expenses by type" of the Notes to the Accounts.

The operating income is obtained taking into account the following:

- depreciation of assets recognized in the course of a business combination
- operating income and expenditure which include the expenditure resulting from spreading the fair value of free shares and share options allocated to employees,
- non-recurrent income or expenditure.

Other operating income and expenditure includes expenditure resulting from non-recurring and significant income, such as gains and losses on disposals of tangible and intangible assets, restructuring costs approved by management, litigation costs, costs related to business combinations, goodwill impairment.

Net income is calculated by taking the following elements into account:

- the cost of net financial debt, which includes interest on borrowings calculated using the effective interest rate, interest paid under financing leases minus cash and cash equivalents,
- other financial income and expenses;
- the current and deferred tax charge.

### ➤ **Earnings per share**

The information stated is calculated on the basis of the following principles:

- **Basic earnings per share:** this is calculated by dividing the net income attributable to the Group by the weighted average number of ordinary shares outstanding during the year after deducting treasury shares held over the period. The average number of ordinary shares outstanding is an adjusted weighted annual average of the number of ordinary shares redeemed or issues over the period and calculated on the basis of the date of issue of the shares during the year;
- **Diluted earnings per share:** the net income attributable to the Group and the weighted average number of shares outstanding, taken into account for calculating the basic earnings per share, are adjusted for the effects of all potentially dilutive ordinary shares: share options and free shares issued (Notes 4.14 "Share options schemes" and 4.15 "Free shares schemes")

### ➤ **Segment reporting**

An operating segment is a distinct component of the entity, which generates revenue and related costs and is exposed to risks and profitability that are different from other operating segments. An operating segment is monitored and analyzed regularly by the Company's principal decision makers in order to measure the segment's performance and allocate distinct resources.

In accordance with IFRS 8 criteria, Group management considered that Showroomprivé.com consists of a single operating segment: sale of products and services on the Internet.

## 2. SCOPE OF CONSOLIDATION

### 2.1. Scope at the year-end

Legal entities	2016			2015			2014		
	Interest rate	Control rate	Conso. method	Interest rate	Control rate	Conso. method	Interest rate	Control rate	Conso. method
Showroom 30	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
Showroomprivé.com (ex- SRP Trading)	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
SRP Groupe	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
SRP Logistique	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
SRP Spain	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
SRP GmbH	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
SRP Italy	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG
SRP Prod	100,00 %	100,00 %	IG	100,00 %	100,00 %	IG			
Saldi Privati	100,00 %	100,00 %	IG						
ABC Sourcing	100,00 %	100,00 %	IG						
SRP Maroc	100,00 %	99,99 %	IG						

Legends of the consolidation methods: "NI" means Not Consolidated, "IG" means Global Consolidation.

Since incorporation of the Group, as described in note 4.1 "Goodwill," development of scope has been linked to the following restructuring operations:

- 2012: Merger by acquisition of the companies France Export, DS Club, Look Concept, International Trading Company and Société Trading International by the company Showroomprivé.com.
- 2013: Merger of the companies SRP Trading and Showroomprivé.com.
- 2014: Merger of the companies Voltaire Consulting and SRP Logistique.

### 2.2. Change to the consolidation scope during the year

In 2016, changes in the consolidation scope were as follows:

- SRP Groupe acquired ABC Sourcing which entered the scope of consolidation as of 1 October 2016;
- SRP Groupe acquired Saldi Privati which entered the scope of consolidation as of 1 November 2016;
- a new entity was created: SRP Maroc, 99.99% owned by Showroomprivé.com. The purpose of this company is distance selling on the Internet, within the framework of the activity of Showroomprivé.com.

### 3. NOTES TO THE INCOME STATEMENT

#### 3.1. EBITDA

<i>in K€</i>		2016	2015	2014
<b>Net income for the period</b>		<b>- 250</b>	<b>5 143</b>	<b>5 870</b>
Depreciation of assets recognized through business combination	4.2	804	783	783
Deprec. & Am. of tangible and intangible assets	4.2 & 4.3	5 229	3 978	2 375
	<i>o/w amort. in Logistics &amp; Fulfillment</i>	1 787	1 665	863
	<i>o/w amort. in G&amp;A</i>	3 158	2 313	1 511
Cost of share-based payments	3.4, 4.14 & 4.15	13 295	4 089	103
Non recurring items	3.4	6 322	4 017	2 305
Net finance costs		690	137	144
Other financial income and expenses		- 580	106	- 52
Income taxes	3.3	2 741	5 470	4 003
<b>EBITDA</b>		<b>28 251</b>	<b>23 723</b>	<b>15 531</b>

#### 3.2. Segment reporting by geographic area

The Group deploys its offer in France and in 8 other countries from its single platform based in France.

The geographies presented according to the customers' geographic origin cover the following areas:

- France : France, DOM-TOM
- International : Belgium, Spain, Italy, Portugal, Netherlands, Poland, multi-currency site and Germany (launched in 2015)

<i>in K€</i>	2016			2015			2014		
	Total consolidate <sup>1</sup>	France	International	Total consolidate <sup>1</sup>	France	International	Total consolidate <sup>1</sup>	France	International
Internet sales	525 438	453 729	71 709	433 248	370 012	63 216	338 527	285 845	52 682
<i>Growth</i>	21,3%	22,6%	13,4%	28,0%	29,4%	20,0%			
Other	14 266	14 266		9 584	9 584		11 264	11 264	
<b>Total net revenue</b>	<b>539 704</b>	<b>467 995</b>	<b>71 709</b>	<b>442 832</b>	<b>379 596</b>	<b>63 216</b>	<b>349 791</b>	<b>297 109</b>	<b>52 682</b>
<i>Growth</i>	21,9%	23,3%	13,4%	26,6%	27,8%	20,0%	36,2%	35,9%	37,6%
<b>EBITDA</b>	<b>28 251</b>	<b>35 141</b>	<b>- 6 890</b>	<b>23 723</b>	<b>30 888</b>	<b>- 7 165</b>	<b>15 531</b>	<b>19 156</b>	<b>- 3 625</b>
<i>% of net revenue</i>	5,2%	7,5%	-9,6%	5,4%	8,1%	-11,3%	4,4%	6,4%	-6,9%

EBITDA by geographic areas is determined with allocation of operating expenses to turnover.

#### 3.3. Operating expenses by type

Details by nature of expenditure indicated in the profit and loss account are as follows:

<i>in K€</i>	2016	2015	2014
Cost of goods sold	- 332 028	- 263 679	- 202 929
Purchases and sub-contracting expenses	- 131 328	- 114 534	- 96 741
Personnel expenses	- 45 945	- 38 871	- 32 213
Tax expenses	- 3 126	- 3 232	- 2 518
Deprec. & Am. of tangible and intangible assets	- 5 229	- 3 978	- 2 375
Other provisions and depreciations	- 1 247	- 597	- 628
Other operating income and expense	2 221	1 803	769
<b>Current operating expenses</b>	<b>- 516 682</b>	<b>- 423 088</b>	<b>- 336 635</b>

### 3.4. Tax

The tax expense in respect of the years presented is broken down as follows:

<i>in K€</i>	2016	2015	2014
Deferred taxes	477	- 644	- 28
Current income taxes	- 3 218	- 4 826	- 3 975
<b>Income tax expense</b>	<b>- 2 741</b>	<b>- 5 470</b>	<b>- 4 003</b>

#### In respect of the year 2016:

The tax expenses include:

- tax on profit for a total of €1,753k
- "Corporate Value Added Tax" in the amount of €988k

The deferred tax expense is mainly due to:

- €1 260k of net income relating to temporary differences, in particular due to the reversal of deferred tax liabilities recognized in respect of intangible assets resulting from a business combination (cf. goodwill and intangible assets), and to provisions for risks and charges which are not tax deductible
- partly compensated by tax charges relating mainly to the activation of research and development projects for €791k, IFRS restatement of lease payments for €39k.
- .

#### In respect of the year 2015:

The tax expenses include:

- tax on profit for a total of €4,500k
- "Corporate Value Added Tax" in the amount of €970k

The deferred tax expense is mainly due to:

- €632k of expenses relating mainly to the activation of research and development projects, IFRS restatement of lease payments for €39k, temporary differences for €393k.
- €298k of net income relating to temporary differences, in particular due to the reversal of deferred tax liabilities recognized in respect of intangible assets resulting from a business

combination (cf. goodwill and intangible assets), and to provisions for risks and charges which are not tax deductible.

In respect of the year 2014:

The tax expenses include:

- tax on profit for a total of €3,149k
- "Corporate Value Added Tax" for €826k

The deferred tax expense is mainly due to:

- €592k of expenses relating mainly to the activation of research and development projects for €493k, IFRS restatement of lease payments for €59k, the impact of elimination of internal profit margins for €23k.
- €565k of net income relating to temporary differences, in particular due to the reversal of deferred tax liabilities recognized in respect of intangible assets resulting from a business combination (re goodwill and intangible assets), and to provisions for risks and charges which are not tax deductible.

In respect of the year 2013:

The tax expenses for the year include:

- tax on profit for a total of €3,248k
- "Corporate Value Added Tax" for €636k

The deferred tax expense is mainly due to:

- €270k of expenses relating mainly to the impact of the elimination of internal profit margins, IFRS restatement of lease payments and elimination of establishment costs.
- €349k of net income relating to temporary differences, in particular due to the reversal of deferred tax liabilities recognized in respect of intangible assets resulting from a business combination.



The difference between the effective tax rate and the theoretical tax rate is broken down as follows:

<i>in K€</i>	<b>31-déc-16</b>	<b>31-déc-15</b>	<b>31-déc-14</b>
<b>Standard tax rate in France</b>	<b>34%</b>	<b>38%</b>	<b>38%</b>
<b>Total comprehensive net income for the period</b>	<b>-250</b>	<b>5 143</b>	<b>5 870</b>
Income tax expense	-2 741	5 470	4 003
<b>Profit before tax</b>	<b>2 491</b>	<b>10 613</b>	<b>9 873</b>
Theoretical tax expense	858	4 033	3 752
<i>Impact of:</i>			
Non recognition of deferred tax losses incurred over the period	122	83	22
Permanent differences	446	153	114
CVAE reclassification as income tax	648	601	512
Cancellation of income tax expense calculated on tax credits	-383	-531	-413
Free shares impact	3 708	1 254	-
Tax rate impact	-1 526		
Corporate sponsorship	-969		
Other	-162	-124	16
<b>Actual tax expense</b>	<b>2 741</b>	<b>5 470</b>	<b>4 003</b>
<i>Effective tax rate</i>	<i>110%</i>	<i>52%</i>	<i>41%</i>

### 3.5. Cost of share based payments and Other operating income and expenditure

In respect of the year 2016, Cost of share based payments and Other operating income and expenditure mainly include the following:

- expenditure resulting from spreading the fair value of the free shares, issued at the time of the IPO and then during the financial year 2016, for €13,258k including the related social contributions for €2,524k,
- non-recurrent fees for €1,143k mainly related to costs incurred in the context of admission to trading of the Company's shares on the Euronext Paris regulated market and to transition management missions,
- expenses related to the discontinuation of SR30's business for €877k,
- fees related to the acquisition of the company Saldi Privati for €870k,
- restructuring charges on the Purchasing, Logistics and Support functions for €1,597k,
- donations to the private foundation Showroomprize for €629k
- costs involved in trade litigation.

In respect of the year 2015, Cost of share based payments and Other operating income and expenditure mainly include the following:

- non-recurrent fees for €3.501k, mainly related to costs incurred in the context of admission to trading of the Company's shares on the Euronext Paris regulated market
- expenditure resulting from spreading the fair value of shares and share options allocated to employees for €84k
- expenditure resulting from spreading the fair value of the free shares, issued at the time of the IPO, for €4,005k included social contributions.

In respect of the year 2014, Cost of share based payments and Other operating income and expenditure mainly include the following:

- restructuring costs for €1,720k, mainly consisting of costs related to changes concerning the team in charge of purchasing.
- non-recurrent fees for €329k, mainly related to costs incurred in the context of preparation for admission to trading of the Company's shares on the Euronext Paris regulated market and assessment of potential acquisition opportunities.
- expenditure resulting from spreading the fair value of shares and share options allocated to employees for €103k.

In respect of the year 2013, Cost of share based payments and Other operating income and expenditure mainly include the following:

- restructuring costs for €181k
- non-recurrent fees for €152k
- expenditure resulting from spreading the fair value of shares and share options allocated to employees for €136k.

## 4. NOTES TO THE BALANCE SHEET

### 4.1. Goodwill

<i>in K€</i>	31/12/2013	Scope entry	Exit from the scope	Depreciation	31/12/2014	Scope entry	Exit from the scope	Depreciation	31/12/2015	Scope entry	Exit from the scope	Depreciation	31/12/2016
Goodwill	81 576	-	-	-	81 576	-	-	-	81 576	21 206	-	-	102 782
Dep. Goodwill	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total net value</b>	<b>81 576</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>81 576</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>81 576</b>	<b>21 206</b>	<b>-</b>	<b>-</b>	<b>102 782</b>

For memory, SRP Groupe was created on 29 July 2010 and the subsidiaries were acquired on the same day for a total price of 120,960 K€. The goodwill in profit amounts to 81,576 K€.

#### 2016 acquisitions

In September 2016, SRP Groupe acquired ABC Sourcing for a total amount of 3.75 M€. The acquisition is broken down as follows: 1.25 M€ in cash, 1.25 M€ in shares of SRP Groupe. The remaining 1.25 M€ corresponds to a price supplement payable by thirds over the next three years, subject to compliance with a number of criteria.

The acquisition of ABC Sourcing resulted in the recognition of goodwill of 3.5 M€.

The brand has been valued taking its reputation in the market into account, according to a method based on fees usually rebilled in this sector.

At 1 October 2016, following the work carried out to allocate the goodwill to identifiable tangible assets ("PPA"), the temporary breakdown of the acquisition price stood as follows:

<i>in K€</i>	
Net assets acquired	- 29
Intangible assets, net of the deferred taxes:	
Brand	259
Goodwill	3 520
	<b>3 750</b>

Also in 2016, SRP Groupe acquired Saldi Privati on November 3, for an amount of 28.0 M€ (excluding net debt), fully paid in cash.

The purchase contract also provides for a price supplement of up to 10 M€ based on the fulfilment of a number of criteria in the 2018 accounts of Saldi Privati. 2.5 M€ of this amount has already been paid on an interim basis.

Given the uncertainties related to the integration and possible synergies by 2018, the price supplement has not been recognised to date.

This acquisition of Saldi Privati resulted in a recognition of goodwill of 17.7 M€.

The cohort of members was valued and recognized as intangible assets insofar as it was statistically demonstrated that a member registered on the site carried out, following registration, a series of predictable purchases. The members file was valued based on a discounted cash-flow method. The gross value of this members file is depreciated over its estimated useful life of 7 years.

The brand has been valued taking its reputation in the market into account, according to a method based on fees usually rebilled in this sector.

At 1 November 2016, following the work carried out to allocate the goodwill to identifiable tangible assets ("PPA"), the temporary breakdown of the acquisition price stood as follows:

<i>in K€</i>	
Net assets acquired	6 161
Intangible assets, net of the deferred taxes:	
Cohort of members	5 626
Brand	761
Goodwill	17 687
	<b>30 235</b>

### Impairment test

In accordance with IAS 36 the recoverable amount is the higher of fair value less costs to sell and value in use. Value in use is estimated using cash flow projections based on existing operational forecasts, including growth and profitability rates deemed reasonable. Discount rates (based on the weighted average cost of capital) were assessed from analyzes of the sector in which the Group operates. The current forecasts are based on historical experience and market outlook.

Within the framework of the control of the value of goodwill, as well as all other tangible and intangible assets as detailed in notes 4.2 and 4.3, an impairment test is performed at 31 December of each year. This procedure, based primarily on the discounted cash flow method, consists in assessing the recoverable amount of the cash-generating unit. Impairment tests are performed annually and whenever there is an indication of impairment.

Considering its online sale business and its organization structure, the Group has identified only one cash generating unit, namely Group SRP.

At 31 December 2016, the main assumptions used to determine the value of this cash generating unit were as follows:

- valuation method of the cash generating unit: value in use,
- number of years over which the cash flow is estimated then projected to infinity: 4 years (the fourth year is projected to infinity),
- long-term growth rate: 2,5%
- discount rate: 9,5%.

At 31 December 2015, the main assumptions used to determine the value of this cash generating unit were as follows:

- valuation method of the cash generating unit: value in use,
- number of years over which the cash flow is estimated then projected to infinity: 4 years (the fourth year is projected to infinity),
- long-term growth rate: 2%
- discount rate: 9.4%

At 31 December 2014, the main assumptions used to determine the value of this cash generating unit were as follows:

- valuation method of the cash generating unit: value in use,
- number of years over which the cash flow is estimated then projected to infinity: 4 years (the fourth year is projected to infinity),
- long-term growth rate: 2%
- discount rate: 10.63%

The result of this impairment test did not lead to the recognition of any impairment losses at 31<sup>st</sup> December 2016.

Furthermore, a sensitivity analysis of the calculation of the variation in key parameters (discount rate and long-term growth rate), conducted for financial years 2012, 2013, 2014 and 2015 did not show any likely scenario where the recoverable value of the cash generating unit would become lower than its book value. In fact, an increase of 100 basis points in the discount rate or a fall of 100 basis points in the long-term growth rate leads to a value of the cash generating unit which is higher than the value of the assets that it consists of.

## 4.2. Other intangible assets

<i>in K€</i>	31/12/2015	Acquisitions	Disposals	Depreciation /Reversal	Change in scope of consolidation	Reclass.	31/12/2016
Research and development expenditures	3 970	3 713	-	-	-	-	7 683
Licenses and software	2 352	460	- 71	-	7 482	144	10 367
Brand	23 783	-	-	-	6 937	13	30 733
Cohort of members	5 320	-	-	-	885	-	6 205
Other intangible assets	5	-	- 200	-	1 122	-	927
<b>Intangible assets</b>	<b>35 430</b>	<b>4 173</b>	<b>- 271</b>	<b>-</b>	<b>16 426</b>	<b>157</b>	<b>55 915</b>
Amort./Dep. of research and dev. Expenditures	- 972	-	-	- 1 440	-	-	- 2 412
Amort./dep. Of licenses and software	- 1 479	-	71	- 676	- 7 192	-	- 9 276
Amort./Dep of cohort of members	- 4 118	-	-	- 784	- 36	-	- 4 938
<b>Am./Dep. of intangible assets</b>	<b>- 6 569</b>	<b>-</b>	<b>71</b>	<b>- 2 900</b>	<b>- 7 228</b>	<b>-</b>	<b>- 16 626</b>
<b>Total net value</b>	<b>28 861</b>	<b>4 173</b>	<b>- 200</b>	<b>- 2 900</b>	<b>9 198</b>	<b>157</b>	<b>39 289</b>

Acquisitions over the year concern mainly the capitalization of part of research and development costs incurred over the period. These costs concern mainly the improvement of the mobile version of the website, the development of the website itself and customer order processing systems, including the streamlining of logistics.

Total of R & D expenditure incurred under the activation criteria for 2016 amounts to €3,71k.

The disposals are mainly from SR30.

Changes in the scope of consolidation are mainly from Saldi Privati.

<i>in K€</i>	31/12/2014	Acquisitions	Disposals	Depreciation /Reversal	Reclass.	31/12/2015
Research and development expenditures	1 644	2 326	-	-	-	3 970
Licenses and software	1 538	775	-	-	39	2 352
Brand	23 783	-	-	-	-	23 783
Cohort of members	5 320	-	-	-	-	5 320
Other intangible assets	5	-	-	-	-	5
<b>Intangible assets</b>	<b>32 290</b>	<b>3 101</b>	<b>-</b>	<b>-</b>	<b>39</b>	<b>35 430</b>
Amort./Dep. of research and dev. Expenditures	- 287	-	-	- 685	-	- 972
Amort./dep. Of licenses and software	- 920	-	-	- 559	-	- 1 479
Amort./Dep of cohort of members	- 3 357	-	-	- 761	-	- 4 118
<b>Am./Dep. of intangible assets</b>	<b>- 4 564</b>	<b>-</b>	<b>-</b>	<b>- 2 005</b>	<b>-</b>	<b>- 6 569</b>
<b>Total net value</b>	<b>27 726</b>	<b>3 101</b>	<b>-</b>	<b>- 2 005</b>	<b>39</b>	<b>28 861</b>

Acquisitions over the year concern mainly the capitalization of part of research and development costs incurred over the period. These costs concern mainly the improvement of the mobile version of the website, the development of the website itself and customer order processing systems, including the streamlining of logistics.

Total of R & D expenditure incurred under the activation criteria was :

- in 2015 : €4,351k
- in 2014 : €3,001k.
- in 2013 : €2.913k.

<i>in K€</i>	31/12/2013	Acquisitions	Disposals	Depreciation / Reversal	Reclass.	31/12/2014
Research and development expenditures	160	1 484	-	-	-	1 644
Licenses and software	806	483	-	-	249	1 538
Brand	23 783	-	-	-	-	23 783
Cohort of members	5 320	-	-	-	-	5 320
Other intangible assets	-	5	-	-	-	5
<b>Intangible assets</b>	<b>30 069</b>	<b>1 972</b>	<b>-</b>	<b>-</b>	<b>249</b>	<b>32 290</b>
Amort./Dep. of research and dev. Expenditures	- 78	-	-	- 209	-	- 287
Amort./dep. Of licenses and software	- 493	-	-	- 427	-	- 920
Amort./Dep. of cohort of members	- 2 597	-	-	- 760	-	- 3 357
<b>Am./Dep. of intangible assets</b>	<b>- 3 168</b>	<b>-</b>	<b>-</b>	<b>- 1 396</b>	<b>-</b>	<b>- 4 564</b>
<b>Total net value</b>	<b>26 901</b>	<b>1 972</b>	<b>-</b>	<b>- 1 396</b>	<b>249</b>	<b>27 726</b>

Acquisitions over the year concern mainly the capitalization of part of research and development costs incurred over the period. These costs concern mainly the improvement of the mobile version of the website, the development of the website itself and customer order processing systems, including the streamlining of logistics.

Total of R & D expenditure incurred under the activation criteria was :

- in 2014 : €3,001k.
- in 2013 : €2.913k.

### 4.3. Tangible assets

<i>in K€</i>	31/12/2015	Acquisitions	Disposals	Depreciation	Change in scope of consolidation	Reclass.	Scrapping	31/12/2016
Land	1 223	-	-	-	-	-	-	1 223
Buildings and refurbishment	9 851	298	- 41	-	411	1 927	- 742	11 704
Facilities, plant & equipment	6 191	101	-	-	21	203	-	6 516
Tangible assets in progress	83	2 423	-	-	-	- 2 298	- 9	199
Advances payments for fixed assets	-	-	-	-	-	-	-	-
Other tangible assets	6 047	1 405	- 97	-	641	10	- 320	7 686
<b>Tangible assets</b>	<b>23 395</b>	<b>4 227</b>	<b>- 138</b>	<b>-</b>	<b>1 073</b>	<b>- 158</b>	<b>- 1 071</b>	<b>27 328</b>
<i>o/w finance lease</i>	<i>7 940</i>							<i>7 940</i>
Amort/ Dep. of buildings and refurbishment	- 2 538	-	41	- 1 145	- 210	-	505	- 3 347
Amort./Dep. of tech facilities, plant & equipment	- 2 769	-	-	- 930	- 15	-	-	- 3 714
Amort./Dep. of other tangible assets	- 3 255	-	97	- 1 254	- 446	-	217	- 4 641
<b>Amort./Dep. of tangible assets</b>	<b>- 8 562</b>	<b>-</b>	<b>138</b>	<b>- 3 329</b>	<b>- 671</b>	<b>-</b>	<b>722</b>	<b>- 11 702</b>
<i>o/w finance lease</i>	<i>- 2 645</i>			<i>- 976</i>				<i>- 3 621</i>
<b>Total net value</b>	<b>14 833</b>	<b>4 227</b>	<b>-</b>	<b>- 3 329</b>	<b>402</b>	<b>- 158</b>	<b>- 349</b>	<b>15 626</b>

Acquisitions during the year include mainly:

- improvement works at the head office for €1,412k,
- improvement works on the "l'Atelier" sales production site in Roubaix, for €581k.
- computer equipment and furniture for the head office for €1,139k,

<i>in K€</i>	31/12/2014	Acquisitions	Disposals	Depreciation	Reclass.	Scrapping	31/12/2015
Land	1 223	-	-	-	-	-	1 223
Buildings and refurbishment	7 766	600	-	-	1 485	-	9 851
Facilities, plant & equipment	5 989	84	-	-	118	-	6 191
Tangible assets in progress	419	1 355	-	-	-1 691	-	83
Advances payments for fixed assets	25	-	-	-	-	-25	-
Other tangible assets	4 552	1 493	-47	-	49	-	6 047
<b>Tangible assets</b>	<b>19 974</b>	<b>3 532</b>	<b>-47</b>	<b>-</b>	<b>-39</b>	<b>-25</b>	<b>23 395</b>
<i>o/w finance lease</i>	<i>7 655</i>	<i>285</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>7 940</i>
Amort./Dep. of buildings and refurbishment	-1 675	-	-	-863	-	-	-2 538
Amort./Dep. of tech facilities, plant & equipment	-1 849	-	-	-920	-	-	-2 769
Amort./Dep. of other tangible assets	-2 309	-	28	-974	-	-	-3 255
<b>Amort./Dep. of tangible assets</b>	<b>-5 833</b>	<b>-</b>	<b>28</b>	<b>-2 757</b>	<b>-</b>	<b>-</b>	<b>-8 562</b>
<i>o/w finance lease</i>	<i>-1 711</i>	<i>-</i>	<i>-</i>	<i>-934</i>	<i>-</i>	<i>-</i>	<i>-2 645</i>
<b>Total net value</b>	<b>14 141</b>	<b>3 532</b>	<b>-19</b>	<b>-2 757</b>	<b>-39</b>	<b>-25</b>	<b>14 833</b>

Acquisitions during the year include mainly:

- An unpacking line for the St Witz warehouse for €2,816k,
- Improvement works at the St Witz warehouse for €1,162k,
- Improvement works at the Head Office of La Plaine Saint-Denis for €1,006k,
- Furniture, computer and production equipment for the office at La Plaine Saint-Denis for €992k.

<i>in K€</i>	31/12/2013	Acquisitions	Disposals	Depreciation	Reclass.	Scrapping	31/12/2014
Land	1 223	-	-	-	-	-	1 223
Buildings and refurbishment	6 544	1 387	-	-	436	-601	7 766
Facilities, plant & equipment	3 001	2 699	-	-	308	-19	5 989
Tangible assets in progress	662	375	-	-	-571	-47	419
Advances payments for fixed assets	448	53	-	-	-476	-	25
Other tangible assets	3 690	1 250	-78	-	54	-364	4 552
<b>Tangible assets</b>	<b>15 568</b>	<b>5 764</b>	<b>-78</b>	<b>-</b>	<b>-249</b>	<b>-1 031</b>	<b>19 974</b>
<i>o/w finance lease</i>	<i>4 839</i>	<i>2 816</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>7 655</i>
Amort./Dep. of buildings and refurbishment	- 1 624	-	-	- 652	-	601	- 1 675
Amort./Dep. of tech facilities, plant & equipment	- 1 459	-	-	- 409	-	19	- 1 849
Amort./Dep. of other tangible assets	- 1 902	-	-	- 678	-	271	- 2 309
<b>Amort./Dep. of tangible assets</b>	<b>- 4 985</b>	<b>-</b>	<b>-</b>	<b>- 1 739</b>	<b>-</b>	<b>891</b>	<b>- 5 833</b>
<i>o/w finance lease</i>	<i>- 1 360</i>	<i>-</i>	<i>-</i>	<i>- 351</i>	<i>-</i>	<i>-</i>	<i>- 1 711</i>
<b>Total net value</b>	<b>10 583</b>	<b>5 764</b>	<b>-78</b>	<b>- 1 739</b>	<b>-249</b>	<b>-140</b>	<b>14 141</b>

Acquisitions during the year 2013 included mainly:

- Improvement works at the Head Office of La Plaine Saint-Denis for €1,873k,
- Improvement works at the Fosses warehouse for €274k,
- Furniture, computer and production equipment for the office at La Plaine Saint-Denis for €1,150k.

#### 4.4. Financial Assets

<i>in K€</i>	31/12/2015	Acquisitions	Disposals	Depreciation	Change in scope of consolidation	31/12/2016
Investment	-	-	-	-	-	-
Loans, guarantees and other receivables	1 105	2 549	-3	-143	116	3 624
<b>Financial assets</b>	<b>1 105</b>	<b>2 549</b>	<b>-3</b>	<b>-143</b>	<b>116</b>	<b>3 624</b>
Depreciation of investment	-	-	-	-	-	-
Dep. of loans, guarantees and other receivables	-	-	-	-	-	-
<b>Financial assets depreciation</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total net value</b>	<b>1 105</b>	<b>2 549</b>	<b>-3</b>	<b>-143</b>	<b>116</b>	<b>3 624</b>

The increase in loans is mainly from a component of the purchase price of Saldi Privati which is a deposit for €2,500k.



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<i>in K€</i>	<b>31/12/2014</b>	<b>Acquisitions</b>	<b>Disposals</b>	<b>Dep./Reversal</b>	<b>31/12/2015</b>
Investment	-	-	-	-	-
Loans, guarantees and other receivables	1 181	89	- 10	- 155	1 105
<b>Financial assets</b>	<b>1 181</b>	<b>89</b>	<b>- 10</b>	<b>- 155</b>	<b>1 105</b>
Dep. of loans, guarantees and other receivables	-	-	-	-	-
<b>Financial assets depreciation</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total net value</b>	<b>1 181</b>	<b>89</b>	<b>- 10</b>	<b>- 155</b>	<b>1 105</b>

<i>in K€</i>	<b>31/12/2013</b>	<b>Acquisitions</b>	<b>Disposals</b>	<b>Dep./Reversal</b>	<b>31/12/2014</b>
Loans, guarantees and other receivables	964	217	-	-	1 181
<b>Financial assets</b>	<b>964</b>	<b>217</b>	<b>-</b>	<b>-</b>	<b>1 181</b>
Dep. of loans, guarantees and other receivables	-	-	-	-	-
<b>Financial assets depreciation</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total net value</b>	<b>964</b>	<b>217</b>	<b>-</b>	<b>-</b>	<b>1 181</b>

## 4.5. Inventories

Stocks and work-in-progress are made up of the following:

in K€	31/12/2016			31/12/2015			31/12/2014		
	Val. brute	Dépr.	Val. nette	Val. brute	Dépr.	Val. nette	Val. brute	Dépr.	Val. nette
Packaging and supplies inventory	426	-	426	290	-	290	371	-	371
Goods inventory	84 201	- 1 989	82 212	57 349	- 571	56 778	41 711	- 391	41 320
<b>Total Inventories</b>	<b>84 627</b>	<b>- 1 989</b>	<b>82 638</b>	<b>57 639</b>	<b>- 571</b>	<b>57 068</b>	<b>42 082</b>	<b>- 391</b>	<b>41 691</b>

The total amount of stocks of Saldi Privati amounted €8,256k as of December 31, 2016.

## 4.6. Trade receivables and similar accounts

This item is made up of the following:

in K€	31/12/2016			31/12/2015			31/12/2014		
	Gross value	Provisions for doubtful accounts	Net value	Gross value	Provisions for doubtful accounts	Net value	Gross value	Provisions for doubtful accounts	Net value
Accrued income	3 083		3 083	6 601		6 601	2 701		2 701
Accounts receivable	7 920	- 914	7 006	4 887	- 554	4 333	4 216	- 531	3 685
Advances and prepayments	26 523		26 523	13 080		13 080	8 539		8 539
<b>Total receivables and related accounts</b>	<b>37 526</b>	<b>- 914</b>	<b>36 612</b>	<b>24 568</b>	<b>- 554</b>	<b>24 014</b>	<b>15 456</b>	<b>- 531</b>	<b>14 925</b>

Most of the trade receivables are due within less than one year.

## 4.7. Age analysis of financial instruments

in K€	31/12/2016	Age analysis				
		Less than 1 year	2 years	3 years	4 years	5 years and more
Loans, guarantees and other receivables	3 624	-	-	-	-	3 624
<b>Total Financial fixed assets</b>	<b>3 624</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3 624</b>
Accounts receivable	7 006	7 006	-	-	-	-
Accrued income	3 083	3 083	-	-	-	-
Advances and prepayments	26 523	26 523	-	-	-	-
<b>Total receivables and related accounts</b>	<b>36 612</b>	<b>36 612</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Current income taxes	3 519	3 519	-	-	-	-
Employee advances and prepaid payroll taxes	56	56	-	-	-	-
Tax-related receivable - other than income tax	16 966	16 966	-	-	-	-
Other receivables	- 993	- 993	-	-	-	-
Prepaid expenses	20 886	20 886	-	-	-	-
<b>Total other receivables</b>	<b>36 915</b>	<b>36 915</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Receivables</b>	<b>80 670</b>	<b>77 046</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3 624</b>

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<i>in K€</i>	<b>31/12/2015</b>	<b>Less than 1 year</b>	<b>2 years</b>	<b>3 years</b>	<b>4 years</b>	<b>5 years and more</b>
Loans, guarantees and other receivables	1 105	-	-	-	-	1 105
<b>Total Financial fixed assets</b>	<b>1 105</b>	-	-	-	-	<b>1 105</b>
Accounts receivable	4 333	4 333	-	-	-	-
Accrued income	6 601	6 601	-	-	-	-
Advances and prepayments	13 080	13 080	-	-	-	-
<b>Total receivables and related accounts</b>	<b>24 014</b>	<b>24 014</b>	-	-	-	-
Current income taxes	3 058	3 058	-	-	-	-
Employee advances and prepaid payroll taxes	18	18	-	-	-	-
Tax-related receivable - other than income tax	11 377	11 377	-	-	-	-
Other receivables	354	354	-	-	-	-
Prepaid expenses	16 203	16 203	-	-	-	-
<b>Total other receivables</b>	<b>27 952</b>	<b>27 952</b>	-	-	-	-
<b>Total Receivables</b>	<b>56 129</b>	<b>55 024</b>	-	-	-	<b>1 105</b>

<i>in K€</i>	<b>31/12/2014</b>	<b>Less than 1 year</b>	<b>2 years</b>	<b>3 years</b>	<b>4 years</b>	<b>5 years and more</b>
Loans, guarantees and other receivables	1 181	-	-	-	-	1 181
<b>Total Financial fixed assets</b>	<b>1 181</b>	-	-	-	-	<b>1 181</b>
Accounts receivable	3 685	3 685	-	-	-	-
Accrued income	2 701	2 701	-	-	-	-
Advances and prepayments	8 539	8 539	-	-	-	-
<b>Total receivables and related accounts</b>	<b>14 925</b>	<b>14 925</b>	-	-	-	-
Current income taxes	2 744	2 744	-	-	-	-
Employee advances and prepaid payroll taxes	33	33	-	-	-	-
Tax-related receivable - other than income tax	7 815	7 815	-	-	-	-
Other receivables	207	207	-	-	-	-
Prepaid expenses	11 332	11 332	-	-	-	-
<b>Total other receivables</b>	<b>19 387</b>	<b>19 387</b>	-	-	-	-
<b>Total Receivables</b>	<b>38 237</b>	<b>37 056</b>	-	-	-	<b>1 181</b>

## 4.8. Age analysis of debts

<i>in K€</i>	<b>31/12/2016</b>	<b>Less than 1 year</b>	<b>2 years</b>	<b>3 years</b>	<b>4 years</b>	<b>5 years and more</b>
Long term financial liabilities (finance lease)	2 038	-	901	878	244	15
Short term financial liabilities (finance lease)	934	934	-	-	-	-
Other financial liabilities	32	32	-	-	-	-
<b>Total Payable and related accounts</b>	<b>3 004</b>	<b>966</b>	<b>901</b>	<b>878</b>	<b>244</b>	<b>15</b>
Accounts payable	79 310	79 310	-	-	-	-
Accrued invoices	64 797	64 797	-	-	-	-
Advances from customers and billed in advance	4 397	4 397	-	-	-	-
<b>Total Payable and related accounts</b>	<b>148 504</b>	<b>148 504</b>	-	-	-	-
Income tax liabilities	-	-	-	-	-	-
Amounts due to social security agencies	6 321	6 321	-	-	-	-
Employee-related liabilities	4 742	4 742	-	-	-	-
Accrued taxes other than income tax	9 576	9 576	-	-	-	-
Other liabilities	2 173	2 173	-	-	-	-
<b>Total other liabilities</b>	<b>22 812</b>	<b>22 812</b>				
<b>TOTAL</b>	<b>174 320</b>	<b>172 282</b>	<b>901</b>	<b>878</b>	<b>244</b>	<b>15</b>

<i>in K€</i>	<b>31/12/2015</b>	<b>Less than 1 year</b>	<b>2 years</b>	<b>3 years</b>	<b>4 years</b>	<b>5 years and more</b>
Long term financial liabilities (finance lease)	2 962	-	924	901	878	259
Short term financial liabilities (finance lease)	911	911	-	-	-	-
Other financial liabilities	5	5	-	-	-	-
<b>Total Payable and related accounts</b>	<b>3 878</b>	<b>916</b>	<b>924</b>	<b>901</b>	<b>878</b>	<b>259</b>
Accounts payable	53 034	53 034	-	-	-	-
Accrued invoices	43 314	43 314	-	-	-	-
Advances from customers and billed in advance	3 760	3 760	-	-	-	-
<b>Total Payable and related accounts</b>	<b>100 108</b>	<b>100 108</b>	-	-	-	-
Income tax liabilities	-	-	-	-	-	-
Amounts due to social security agencies	4 360	4 360	-	-	-	-
Employee-related liabilities	2 895	2 895	-	-	-	-
Accrued taxes other than income tax	7 401	7 401	-	-	-	-
Other liabilities	278	278	-	-	-	-
Deferred revenues	23 565	23 565	-	-	-	-
<b>Total other liabilities</b>	<b>38 499</b>	<b>38 499</b>				
<b>TOTAL</b>	<b>142 485</b>	<b>139 523</b>	<b>924</b>	<b>901</b>	<b>878</b>	<b>259</b>

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<i>in K€</i>	<b>31/12/2014</b>	<b>Less than 1 year</b>	<b>2 years</b>	<b>3 years</b>	<b>4 years</b>	<b>5 years and more</b>
Long term financial liabilities (finance lease)	3 625	-	806	829	853	1 137
Short term financial liabilities (finance lease)	1 000	1 000	-	-	-	-
Other financial liabilities	5	5	-	-	-	-
<b>Total Payable and related accounts</b>	<b>4 630</b>	<b>1 005</b>	<b>806</b>	<b>829</b>	<b>853</b>	<b>1 137</b>
Accounts payable	48 085	48 085	-	-	-	-
Accrued invoices	22 968	22 968	-	-	-	-
Advances from customers and billed in advance	4 309	4 309	-	-	-	-
<b>Total Payable and related accounts</b>	<b>75 362</b>	<b>75 362</b>	-	-	-	-
Income tax liabilities	-	-	-	-	-	-
Amounts due to social security agencies	3 356	3 356	-	-	-	-
Employee-related liabilities	3 447	3 447	-	-	-	-
Accrued taxes other than income tax	5 402	5 402	-	-	-	-
Other liabilities	200	200	-	-	-	-
Deferred revenues	17 941	17 941	-	-	-	-
<b>Total other liabilities</b>	<b>30 346</b>	<b>30 346</b>	-	-	-	-
<b>TOTAL</b>	<b>110 338</b>	<b>106 713</b>	<b>806</b>	<b>829</b>	<b>853</b>	<b>1 137</b>

#### 4.9. Cash and cash equivalents

<i>in K€</i>	31/12/2016	31/12/2015	31/12/2014
Short-term investments	19 574	25 393	15 577
Cash at bank	77 430	77 589	32 153
Bank overdrafts			
<b>Net cash</b>	<b>97 004</b>	<b>102 982</b>	<b>47 730</b>

As at 31 December 2016, short-term investments are made up mainly of short-term deposits readily available, as was the case in the previous years.

Over the year 2016, the increase in cash of €9,7 million is mainly due to the positive cash flow from operating activities for €34,07 million of which €18,5m through cash flow from operations before finance costs and income tax and €14,4m through change in net working capital.

Over the year 2015, the increase in cash of €55.3 million is mainly due to the positive cash flow from operating activities for €13.9 million and to the increase of the issued capital for a total of €48.9 million, primarily related to the Euronext Paris IPO.

Over the year 2014, the increase in cash of €14.2m is mainly due to the positive cash flow from operating activities for €19.9m, of which €9.8m through cash flow from operations before finance costs and income tax and €13.1m through change in net working capital.

#### 4.10. Post-employment benefit

<i>in K€</i>	31/12/2015	Provisions	Reversals of used provisions	Reversals of unused provisions	Change in scope of consolidation	31/12/2016
Provisions for pensions and post-employment benefits	116	49	-	- 80	3	88
<b>Total</b>	<b>116</b>	<b>49</b>	<b>-</b>	<b>- 80</b>	<b>3</b>	<b>88</b>

<i>in K€</i>	31/12/2014	Dotations de l'exercice	Reprise (prov. utilisée)	Reprise (prov. non utilisée)	Variations de périmètre	31/12/2015
Provisions for pensions and post-employment benefits	89	27	-	-	-	116
<b>Total</b>	<b>89</b>	<b>27</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>116</b>

<i>in K€</i>	31/12/2013	Dotations de l'exercice	Reprise (prov. utilisée)	Reprise (prov. non utilisée)	Variations de périmètre	31/12/2014
Provisions for pensions and post-employment benefits	71	18	-	-	-	89
<b>Total</b>	<b>71</b>	<b>18</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>89</b>

#### 4.11. Provisions

Provisions for litigation relate to commercial litigation for €365k and labor disputes amounting to €86k. The reversals of provisions for disputes mainly relate to commercial litigations for €163k.

Provisions for charges relate mainly to the social contribution relating to bonus share grants.

The company Showroomprivé.com is subject to a tax audit covering the financial years 2013 and 2014 and received on 4 July 2016 a proposal for a correction in the areas of corporation tax and value added tax.

As part of this procedure for cross-examination, the company refused all the improvements as of September 1, 2016, these improvements having been confirmed by a reply from the tax authorities dated October 7, 2016.

On the merits, the company, supported by its counsel, believes that it has serious arguments and intends to contest all the additional charges resulting from the proposed rectification.

Consequently, and at this stage of the procedure, no provision has been made in the accounts as at 31 December 2016.

<i>in K€</i>	31/12/2015	Provisions	Reversals of used provisions	Reversals of unused provisions	31/12/2016
Provision for litigation - less than one year	309	451	- 132	- 41	587
<b>Total Provision for risks</b>	<b>309</b>	<b>451</b>	<b>- 132</b>	<b>- 41</b>	<b>587</b>
Misceleaneous	684	638	- 585	-	737
<b>Total Provisions for charges</b>	<b>684</b>	<b>638</b>	<b>- 585</b>	<b>-</b>	<b>737</b>

<i>in K€</i>	31/12/2014	Provisions	Reversals of used provisions	Reversals of unused provisions	31/12/2015
Provision for litigation - less than one year	795	104	- 192	- 398	309
<b>Total Provision for risks</b>	<b>795</b>	<b>104</b>	<b>- 192</b>	<b>- 398</b>	<b>309</b>
Misceleaneous	-	684	-	-	684
<b>Total Provisions for charges</b>	<b>-</b>	<b>684</b>	<b>-</b>	<b>-</b>	<b>684</b>

<i>in K€</i>	31/12/2013	Provisions	Reversals of used provisions	Reversals of unused provisions	31/12/2014
Provision for litigation - less than one year	292	644	- 105	- 36	795
<b>Total Provisions for charges</b>	<b>292</b>	<b>644</b>	<b>- 105</b>	<b>- 36</b>	<b>795</b>
<b>Total Provisions for charges</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

## 4.12. Deferred tax

<i>in K€</i>	31/12/2015	Def. tax expense recognized in the Income Statement	Change in scope of consolidation	Def. tax expense recognized in Equity	31/12/2016
Deferred tax liabilities	75	304	2 899	-	3 278
Net balance for deferred taxes	9 883	- 173	1 918	-	11 628
	<b>- 9 808</b>	<b>477</b>	<b>981</b>	<b>-</b>	<b>- 8 350</b>
<b>Breakdown of deferred tax</b>					
Def. tax on temporary differences	59	- 33	-	-	26
Def. tax on other restatements	231	- 278	-	-	- 47
Def. tax on elimination of intercompany transactions	- 23	-	-	-	- 23
Recognition of tax loss carry-forwards	62	294	2 898	-	3 254
Def. tax on depreciation of assets recognized through business combination	- 8 550	1 260	- 1 918	-	- 9 208
Def. tax on elimination of start-up expenses	- 2	-	-	-	- 2
Def. tax on provisions for pensions and other post-employment benefits	42	- 18	1	-	25
Def. tax impact on finance lease restatement	- 503	43	-	-	- 460
Def. tax on capitalisation of research and development costs	- 1 125	- 791	-	-	- 1 916
<b>Net balance for deferred taxes by nature</b>	<b>- 9 808</b>	<b>477</b>	<b>981</b>	<b>-</b>	<b>- 8 350</b>

As of December 31, 2016, changes in deferred taxes are mainly from:

- amortization of intangible assets identified at the time of the price allocation (PPA) at the creation of the Group and then at the acquisition of Saldi Privati and ABC Sourcing, resulting in a reversal of deferred tax liabilities to the same extent,
- research and development projects and the inherent depreciation.

<i>in K€</i>	31/12/2014	Def. tax expense recognized in the Income Statement	Def. tax expense recognized in Equity	31/12/2015
Deferred tax liabilities	75	-	-	75
Net balance for deferred taxes	9 239	644	-	9 883
	<b>- 9 164</b>	<b>- 644</b>	<b>-</b>	<b>- 9 808</b>
<b>Breakdown of deferred tax</b>				
Def. tax on temporary differences	452	- 393	-	59
Def. tax on other restatements	102	129	-	231
Def. tax on elimination of intercompany transactions	- 23	-	-	- 23
Recognition of tax loss carry-forwards	62	-	-	62
Def. tax on depreciation of assets recognized through business combination	- 8 847	298	-	- 8 550
Def. tax on elimination of start-up expenses	15	- 17	-	- 2
Def. tax on provisions for pensions and other post-employment benefits	32	10	-	42
Def. tax impact on finance lease restatement	- 464	- 39	-	- 503
Def. tax on capitalisation of research and development costs	- 493	- 632	-	- 1 125
<b>Net balance for deferred taxes by nature</b>	<b>- 9 164</b>	<b>- 644</b>	<b>-</b>	<b>- 9 808</b>

As at 31 December 2015, changes in deferred tax through the income statement are mainly due to:

- amortization of intangible assets identified during the PPA at the creation of the Group, leading to a reversal of deferred tax liabilities for the same amount,
- the capitalization of research and development projects and its amortization,



There is no tax loss relative to carryforwards unused as at 31 December 2015.

<i>in K€</i>	31/12/2013	Def. tax expense recognized in the Income Statement	Def. tax expense recognized in Equity	31/12/2014
Deferred tax assets	68	7	-	75
Deferred tax liabilities	9 203	36	-	9 239
<b>Net balance for deferred taxes</b>	<b>- 9 135</b>	<b>- 29</b>	<b>-</b>	<b>- 9 164</b>
<b>Breakdown of deferred tax</b>				
Def. tax on temporary differences	193	259	-	452
Def. tax on other restatements	102	-	-	102
Def. tax on elimination of intercompany transactions	0	- 23	-	- 23
Recognition of tax loss carry-forwards	62	-	-	62
Def. tax on depreciation of assets recognized through business combination	- 9 145	298	-	- 8 847
Def. tax on elimination of start-up expenses	32	- 17	-	15
Def. tax on provisions for pensions and other post-employment benefits	25	7	-	32
Def. tax impact on finance lease restatement	- 405	- 59	-	- 464
Def. tax on capitalisation of research and development costs	-	- 493	-	- 493
<b>Net balance for deferred taxes by nature</b>	<b>- 9 135</b>	<b>- 29</b>	<b>-</b>	<b>- 9 164</b>

As at 31 December 2014, changes in deferred tax through the income statement are mainly due to:

- amortization of intangible assets identified during the PPA at the creation of the Group, leading to a reversal of deferred tax liabilities for the same amount,
- the capitalization of research and development projects and its amortization,
- the impact of elimination of internal profit margins and the reintegration of provisions for risks and charges, which are not tax deductible.

There is no tax loss relative to carryforwards unused as at 31 December 2014.

#### 4.13. Borrowings and financial liabilities

<i>in K€</i>	31/12/2015	Increase	Repayment	Other	31/12/2016
Bank borrowings	2 962	-	-	- 924	2 038
<b>Mid- and long-term financial liabilities</b>	<b>2 962</b>	<b>-</b>	<b>-</b>	<b>- 924</b>	<b>2 038</b>
Bank borrowings due in less than 1 year	911	-	- 901	924	934
Other borrowings due in less than 1 year	5	-	-	-	5
Bank overdrafts	-	27	-	-	27
<b>Short-term financial liabilities</b>	<b>916</b>	<b>27</b>	<b>- 901</b>	<b>924</b>	<b>966</b>
<i>o/w finance lease</i>	3 866		- 901	-	2 965
<b>Total Loans and financial debts</b>	<b>3 878</b>	<b>27</b>	<b>- 901</b>	<b>-</b>	<b>3 004</b>

Financial liabilities relate almost exclusively to finance leases.

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<i>in K€</i>	<b>31/12/2014</b>	<b>Increase</b>	<b>Repayment</b>	<b>Other</b>	<b>31/12/2015</b>
Bank borrowings	3 625	238	-	- 901	2 962
<b>Mid- and long-term financial liabilities</b>	<b>3 625</b>	<b>238</b>	<b>-</b>	<b>- 901</b>	<b>2 962</b>
Bank borrowings due in less than 1 year	1 000	47	- 1 044	908	911
Other borrowings due in less than 1 year	5	-	-	-	5
Bank overdrafts	-	-	-	-	-
<b>Short-term financial liabilities</b>	<b>1 005</b>	<b>47</b>	<b>- 1 044</b>	<b>908</b>	<b>916</b>
<i>o/w finance lease</i>	4 625	285	- 1 044	-	3 866
<b>Total Loans and financial debts</b>	<b>4 630</b>	<b>285</b>	<b>- 1 044</b>	<b>7</b>	<b>3 878</b>

<i>in K€</i>	<b>31/12/2013</b>	<b>Increase</b>	<b>Repayment</b>	<b>Other</b>	<b>31/12/2014</b>
Bank borrowings	1 829	2 793	-	- 997	3 625
<b>Mid- and long-term financial liabilities</b>	<b>1 829</b>	<b>2 793</b>	<b>-</b>	<b>- 997</b>	<b>3 625</b>
Bank borrowings due in less than 1 year	487	23	- 507	997	1 000
Other borrowings due in less than 1 year	5	-	-	-	5
Bank overdrafts	-	-	-	-	-
<b>Short-term financial liabilities</b>	<b>492</b>	<b>23</b>	<b>- 507</b>	<b>997</b>	<b>1 005</b>
<i>o/w finance lease</i>	2 316	2 816	- 507	-	4 625
<b>Total Loans and financial debts</b>	<b>2 321</b>	<b>2 816</b>	<b>- 507</b>	<b>-</b>	<b>4 630</b>

#### 4.14. Definition of classes of financial assets and liabilities by accounting category

in K€	31/12/2016						
	Financial assets/ Liabilities measured at fair value through profit or loss	Loans and receivables	Liabilities measured at amortized cost	Financial assets/ Liabilities measured at fair value through equity	Financial derivatives classified as cash flow hedges for accounting purposes	Total carrying amount	Fair value of the category
Financial assets		3 624				3 624	3 624
Operating receivables and other current receivables		73 527				73 527	73 527
Derivative instruments						0	0
Receivables related to intermediation activity						0	0
Other non current assets						0	0
Funds related to intermediation activity						0	0
Cash and Cash equivalents	97 004					97 004	97 004
<b>TOTAL ASSETS</b>	<b>97 004</b>	<b>77 151</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>174 155</b>	<b>174 155</b>
Long term financial liabilities			2 038			2 038	2 038
Other non-current liabilities				88		88	88
Short term financial liabilities			966			966	966
Operating liabilities and other current liabilities			201 979			201 979	201 979
Payables related to intermediation activity						0	0
Derivative instruments						0	0
<b>TOTAL LIABILITIES</b>	<b>0</b>	<b>0</b>	<b>204 983</b>	<b>88</b>	<b>0</b>	<b>205 071</b>	<b>205 071</b>

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<i>in K€</i>		31/12/2015					
Categories of financial assets and liabilities	Financial assets/ Liabilities measured at fair value through profit or loss	Loans and receivables	Liabilities measured at amortized cost	Financial assets/ Liabilities measured at fair value through equity	Financial derivatives classified as cash flow hedges for accounting purposes	Total carrying amount	Fair value of the category
Financial assets		1 105				1 105	1 105
Operating receivables and other current receivables		51 966				51 966	51 966
Derivative instruments						0	0
Receivables related to intermediation activity						0	0
Other non current assets						0	0
Funds related to intermediation activity						0	0
Cash and Cash equivalents	102 982					102 982	102 982
<b>TOTAL ASSETS</b>	<b>102 982</b>	<b>53 071</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>156 053</b>	<b>156 053</b>
Long term financial liabilities			2 962			2 962	2 962
Other non-current liabilities				116		116	116
Short term financial liabilities			916			916	916
Operating liabilities and other current liabilities			138 607			138 607	138 607
Payables related to intermediation activity						0	0
Derivative instruments						0	0
<b>TOTAL LIABILITIES</b>	<b>0</b>	<b>0</b>	<b>142 485</b>	<b>116</b>	<b>0</b>	<b>142 601</b>	<b>142 601</b>

<i>in K€</i>		31/12/2014					
Categories of financial assets and liabilities	Financial assets/ Liabilities measured at fair value through profit or loss	Loans and receivables	Liabilities measured at amortized cost	Financial assets/ Liabilities measured at fair value through equity	Financial derivatives classified as cash flow hedges for accounting purposes	Total carrying amount	Fair value of the category
Financial assets		1 181				1 181	1 181
Operating receivables and other current receivables		34 313				34 313	34 313
Derivative instruments						0	0
Receivables related to intermediation activity						0	0
Other non current assets						0	0
Funds related to intermediation activity						0	0
Cash and Cash equivalents	47 730					47 730	47 730
<b>TOTAL ASSETS</b>	<b>47 730</b>	<b>35 494</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>83 224</b>	<b>83 224</b>
Long term financial liabilities			3 625			3 625	3 625
Other non-current liabilities				89		89	89
Short term financial liabilities			1 005			1 005	1 005
Operating liabilities and other current liabilities			105 708			105 708	105 708
Payables related to intermediation activity						0	0
Derivative instruments						0	0
<b>TOTAL LIABILITIES</b>	<b>0</b>	<b>0</b>	<b>110 338</b>	<b>89</b>	<b>0</b>	<b>110 427</b>	<b>110 427</b>

## 4.15. Share option schemes

On 5 August 2010, the General Meeting of Shareholders authorized the Board of Directors to grant to a given number of employees of the Group, on one or more occasions, and over a period of 38 months, options entitling them to subscribe for new shares.

On 27 October 2014, the General Meeting of Shareholders authorized the Board of Directors to grant to a given number of employees of the Group, on one or more occasions, and over a period of 38 months, options entitling them to subscribe for new shares.

The main features of these schemes and the basis of calculation are summarized in the table below:

	Plan n°1	Plan n°2	Plan n°3	Plan n°4	Plan n°5	Plan n°6	Plan n°7	Plan n°8	Plan n°9
Date of the General Meeting	05/08/10	05/08/10	05/08/10	05/08/10	05/08/10	05/08/10	05/08/10	05/08/10	27/10/14
Date of the executive board	05/08/10	05/08/10	31/01/11	30/11/11	15/10/12	15/01/13	15/04/13	04/10/13	27/10/14
Total number of options authorized	544 320	1 260 000							84 500
Total number of options attributed over the previous periods	544 320	315 000	293 750	38 750	342 500	50 000	167 500	50 000	70 000
Total number of options attributed over the current year	-	-	-	-	-	-	-	-	-
Total number of options exercised over the previous periods	-	-	- 53 438	-	- 2 812	-	- 8 220	-	- 900
Total number of options exercised over the current year	- 544 320	- 315 000	- 81 831	-	- 99 499	- 43 570	- 37 906	- 14 064	- 18 025
Total number of options cancelled	-	-	- 100 000	- 38 750	- 127 185	- 6 430	- 48 438	- 2 343	- 15 624
Total number of remaining options at 31 December 2016	-	-	58 481	-	113 004	-	72 937	33 593	35 451
Weighted average vesting period (in year)	-	2,0	2,0	2,0	2,0	2,0	2,0	2,0	2,0
Share price at the granting date / considering as equal to the exercise price	4,00	4,00	4,00	4,60	5,20	5,20	5,20	5,60	7,20
Exercise price (€)	4,00	4,00	4,00	4,60	5,20	5,20	5,20	5,60	7,20
Expected volatility	32%	32%	32%	32%	35%	35%	35%	35%	35%
Weighted average fair value at grant date	-	0,29	0,32	0,37	0,42	0,38	0,37	0,77	1,24

It is specified that Scheme No. 1 and 2 are intended for senior executives.

In the case of Scheme No. 1, the rights were immediately acquired on the date of incorporation of SRP Groupe and contributions made.

Depending on the calculation parameters used in determining the fair value based on the Black & Scholes model, and on the basis of an updated assumption of the turnover rate of beneficiary employees, the expense recognized in "Other operating expenditure" amount to:

- €37k for the year 2016,
- €84k for the year 2015,
- €103k for the year 2014.

The total amount to be amortized between 2017 and 2018 in respect of these schemes is €13k.

#### 4.16. Free share schemes

On 25 September 2015 then on 30 May 2016, the General Meeting of Shareholders authorised the Board of Directors to grant bonus shares to a given number of employees of the Group, on one or more occasions, and over a period of 38 months. These plans were decided at the same time than the IPO.

The main features of these plans and the calculation bases are summarised in the following table:

	Plan n°1	Plan n°2	Plan n°3	Plan n°4
Date of the General Meeting	25/09/15	25/09/15	30/05/16	30/05/16
Date of the executive board	25/09/15	29/10/15	30/05/16	30/05/16
Total number of free shares authorized	625 000	500 000	52 500	24 003
Total number of free shares attributed over the previous periods	625 000	350 585		
Total number of free shares attributed over the current year	-	-	52 500	24 003
Total number of free shares exercised over the current year	- 625 000	-	-	-
Total number of free shares cancelled	-	- 11 600	-	-
Total number of remaining free shares at 31 December 2016	-	338 985	52 500	24 003
Weighted average vesting period (in year)	1,0	2,0	2,0	2,0
Share price at the granting date	17,62	17,62	19,19	19,19
Exercise price (€)	-	-	-	-
Weighted average fair value at grant date	16,77	15,57	13,70	13,70

It is stipulated that plan n°1 is intended for senior executives, while plan n°2 is intended for employees or senior executives.

Depending on the calculation parameters used in determining the fair value, and on the basis of an updated assumption of the turnover rate of beneficiary employees, the expense recognised as "Cost of share based payments" amounts to €10,735k for 2016.

The total amount to be amortised between 2017 and 2018 in respect of this plan is €2,998k.

## 4.17. Earnings per share

### Basic earnings per share

<i>in K€</i>	2016	2015	2 014
Total comprehensive net income for the period - part attributable to owners of the consolidating entity	- 250	5 143	5 870
Average number of ordinary shares	33 649 675	30 677 558	120 960 000
Basic earnings per share (in €)	- 0,007	0,168	0,049

### Diluted earnings per share

<i>in K€</i>	2016	2015	2 014
Total comprehensive net income for the period - part attributable to owners of the consolidating entity	- 250	5 143	5 870
Average number of ordinary shares	33 649 675	30 677 558	120 960 000
Impact of dilutive instruments:	650 658	921 657	1 667 292
Average number of diluted ordinary shares	34 300 333	31 599 215	122 627 292
Diluted earnings per share (in €)	- 0,007	0,163	0,048

## 4.18. Analysis of changes in operating working capital items

<i>in K€</i>	31/12/2015	Variations	Changes in the scope of consolidation and others	31/12/2016
Inventory	57 639	16 284	10 704	84 627
Accounts receivable (gross value)	24 568	11 775	1 183	37 526
Prepaid expenses	16 203	4 540	143	20 886
Other current assets (gross value)	11 749	1 402	2 878	16 029
<b>Subtotals Assets (1)</b>	<b>110 159</b>	<b>34 001</b>	<b>14 908</b>	<b>159 068</b>
Accounts payable	100 108	36 528	11 868	148 504
Deferred revenues	23 565	5 289	1 809	30 663
Other current liabilities	14 965	5 792	2 086	22 843
<b>Subtotals Liabilities (2)</b>	<b>138 638</b>	<b>47 609</b>	<b>15 763</b>	<b>202 010</b>
<b>Working capital requirement (1)-(2)</b>	<b>- 28 479</b>	<b>- 13 608</b>	<b>- 855</b>	<b>- 42 942</b>

<i>in K€</i>	31/12/2014	Items with cash impact	Other variations	Changes in the scope of consolidation	Translation difference	31/12/2015
Inventory	42 082	15 557				57 639
Accounts receivable (gross value)	15 456	5 229	3 883			24 568
Prepaid expenses	11 332		4 871			16 203
Other current assets (gross value)	8 056	3 693				11 749
<b>Subtotals Assets (1)</b>	<b>76 926</b>	<b>24 479</b>	<b>8 754</b>	-	-	<b>110 159</b>
Accounts payable	75 362	4 400	20 346			100 108
Deferred revenues	17 941		5 624			23 565
Other current liabilities	12 405	2 087	473			14 965
<b>Subtotals Liabilities (2)</b>	<b>105 708</b>	<b>6 487</b>	<b>26 443</b>	-	-	<b>138 638</b>
<b>Working capital requirement (1)-(2)</b>	<b>- 28 782</b>	<b>17 992</b>	<b>- 17 689</b>	-	-	<b>- 28 479</b>

<b>Change in Working Capital</b>	<b>303</b>
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<i>in K€</i>	31/12/2013	Items with cash impact	Other variations	Changes in the scope of consolidation	Translation difference	31/12/2014
Inventory	28 307	13 775				42 082
Accounts receivable (gross value)	12 323	1 090	2 043			15 456
Prepaid expenses	7 808		3 524			11 332
Other current assets (gross value)	6 071	1 985	- 75			7 981
<b>Subtotals Assets (1)</b>	<b>54 509</b>	<b>16 850</b>	<b>5 492</b>	-	-	<b>76 851</b>
Accounts payable	47 370	18 613	9 379			75 362
Deferred revenues	12 516		5 425			17 941
Other current liabilities	10 389	2 016				12 405
<b>Subtotals Liabilities (2)</b>	<b>70 275</b>	<b>20 629</b>	<b>14 804</b>	-	-	<b>105 708</b>
<b>Working capital requirement (1)-(2)</b>	<b>- 15 766</b>	<b>- 3 779</b>	<b>- 9 312</b>	-	-	<b>- 28 857</b>
<b>Change in Working Capital</b>	<b>- 13 091</b>					

## 5. THE GROUP'S EXPOSURE TO FINANCIAL RISKS

### 5.1. Market risk

#### Foreign exchange risk

The Group is not highly exposed to foreign-exchange risk in respect of its operations. The bulk of (internet) transactions undertaken by its customers are invoiced or paid in Euros. Most purchases made from suppliers are invoiced or paid in Euros.

If the Euro appreciates (or depreciates) against another currency, the value in Euro of items of assets and liabilities, income and expenditure initially recognized in this other currency will decrease (or increase). Hence, fluctuations in the value of the Euro can have an impact on the value in Euro of items of assets and liabilities, income and expenditure not denominated in Euros, even if the value of these items have not changed in the original currency.

A 10% variation in the exchange rate parity of currencies other than the functional currencies of the subsidiaries would not have a significant impact on the Group's net income for the year 2016, as in 2015 and 2014.

#### Interest rate risk

The Group is exposed to an interest rate risk in respect of its short-term investments.

The impact of a fall in interest rate by 1 point applied to short-term rates would have had a material impact on the Group's net income for the year 2016, as in 2015 and 2014.

### 5.2. Liquidity risk

In order to manage the liquidity risk which may result from the repayment of financial liabilities, whether at their contractual maturity or in advance, the Group implements a prudent financial policy based in particular on the investment of its surplus free cash flow in risk-free financial investments.

The Group is not concerned by any bank guarantee.

### 5.3. Credit risk

The financial assets which may, by their nature, expose the Group to a credit or counterparty risk concern mainly:

- trade receivables: this risk is monitored on a daily basis through the collection and recovery processes. Furthermore, the high number of individual customers minimize credit concentration risk in respect of trade receivables;
- and financial investments: the Group's policy is to spread its investments over monetary instruments of short-term maturity, in general for a period of less than 1 month, in compliance with the rules on counterparty diversification and quality.

The book value of financial assets recognized in the financial statements, which is stated after deduction of impairment losses, represents the Group's maximum exposure to credit risk.

The Group does not hold significant financial assets past due date and not amortized.

Receivables from customers as at December 31<sup>st</sup>, 2016 are as follow by maturity:

<i>In K€</i>	< 3 months	> 3 months et < 6 months	> 6 months et < 1 year	> 1 year	Total
Accounts receivable at 31st December 2016	6 837	508	152	423	7 920

## 6. RELATED PARTIES

### 6.1. Related parties having control over the Group

At 31 December 2016 the SRP Group had not granted any loan or borrowing to members of the Group's Management.

During the years ended 31 December 2016, no significant transaction had been carried out with shareholders and members of management bodies.

The remuneration of senior executives is detailed in the table below:

<i>in K€</i>	2016	2015	2014
Fixed salaries	1 092	1 092	1 092
Variable salaries	285	450	450
Cost of share-based payments	8 535	2 894	2
<b>Total</b>	<b>9 912</b>	<b>4 436</b>	<b>1 544</b>

Subsidiaries in the Group's consolidation scope carry out transactions among them, which are eliminated for the purposes of the consolidated financial statements.

### 6.2. Other related parties

As part of its normal business, the Group carries out transactions with entities partly owned by some executives of the Group. These transactions, conducted at market prices, relate mainly to the rental of the following real property:

- Fosses warehouse (ended April 2015),
- Saint-Witz warehouse.

<i>in K€</i>	<b>31/12/2016</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Accounts receivable / payable	-	-	- 57
Purchase of goods and services	1 914	2 001	2 109

## 7. OFF-BALANCE SHEET COMMITMENTS

### 7.1. Commitments received

<i>in K€</i>	<b>31/12/2016</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Discounted notes not yet matured (received)	-	-	-
Deposits and guarantees (received)	-	-	-
Mortgages and collaterals (received)	-	-	-
Forward purchases of foreign currencies (received)	-	-	-
Better fortunes clause (received)	-	-	-
Other commitments received	-	-	-
<b>Off-balance sheet commitments received</b>	<b>-</b>	<b>-</b>	<b>-</b>

### 7.2. Commitments given

<i>in K€</i>	<b>31/12/2016</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Discounted notes not yet matured (given)	-	-	20
Deposits and guarantees (given)	-	-	-
Mortgages and collateral (given)	-	1 900	990
Forward purchases of foreign currencies (given)	-	-	-
Better fortunes clause (given)	-	-	-
Trade receivables ceded	-	-	-
Other commitments given	-	-	-
<b>Off-balance sheet commitments given</b>	<b>-</b>	<b>1 900</b>	<b>1 010</b>

Furthermore, the amount of commitments given in relation to future lease payments amount to €5,924k as at 31 December 2016.

### 7.3. Average headcount at year-end

	<u>31/12/2016</u>	<u>31/12/2015</u>
Officials	380	319
Employees	369	323
<b>Total Staff</b>	<b>749</b>	<b>811</b>

### 7.4. Evènements postérieurs à la clôture

The company has entered into exclusive negotiations for the acquisition of a minority stake in BeautéPrivé.com.

### 7.5. Statutory auditors' fees

For the financial year ended 31 December 2016, the total amount of statutory auditors' fees for the Group is 321 K€.