


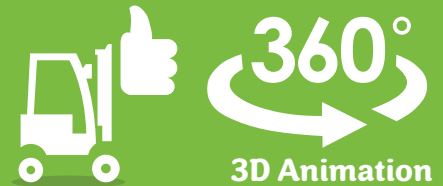
Full year results

for the 12 months ended 31st March 2016

Group Website Revenue
 up **36.2%**
18.6% ↑
 Overall UK Revenue

Total Group Revenue
 up **25.7%**
£40.7m
 ao.de Total Revenue

UK operational highlights



customer service & proposition



The UK's joint number 1 Online Shop
 *Which? annual Survey July 2015

International expansion

Germany




 New European regional office and distribution centre of 35,000 sq metres to be operational by the autumn



Netherlands



Launched Spring
2016

MDA** market of £1.1bn pa
 SDA** market of £0.3bn pa
 AV** market of £0.8bn pa

** Source GfK data for the 12 months ended 31st March 2016