

NR21

Results of the 1st half of 2013

	1st half of 2013	1st half of 2012	Change in %	2012 recall
Consolidated revenues	€5,664,000	€6,696,000	-15.42%	€13,566,000
<i>of which</i>				
Chain-store network (2)	€3,167,000	€3,671,000	-13.73%	€7,978,000
Export	€325,000	€535,000	-39.25%	€743,000
France (Department stores and multi-brand retailers)	€2,172,000	€2,490,000	-12.78%	€4,845,000
Operating income	(-) €593,000	(-) €588,000	-0.97%	(-) €3,579,000
Net financial income/(expense)	(-) €1000	(-) €134,000	+99.28%	(-) €668,000
Income before tax	(-) €620,000	(-) €773,000	+19.74%	(-) €4,247,000
Corporate income tax	€0	€0		(-) €1,183,000
Net income before tax - Group share (1)	(-) €620,000	(-) €773,000	+19.74%	(-) €4,247,000
Net income after tax - Group share (1)	(-) €620,000	(-) €773,000	+19.74%	(-) €3,064,000
Number of shares	1,341,304	1,341,304		1,341,304
Net earnings per share - Group share	(-) €0.462	(-) €0.576	+19.74%	(-) €2.284

The financial statements have not been audited by the statutory auditors

- (1) The consolidated income - group share represents the consolidated income of the company in the absence of third parties
- (2) all our directly-operated ARTHUR stores, our commissions-based affiliates and our factory outlets

The impact of the November 2012 Judicial Reorganisation of our subsidiaries LTJ Diffusion and AMS can be seen chiefly in our revenue decline: -15.42%.

Nevertheless, consumption continues to be abysmal with the poor winter sales in the direct network and there is a consistent decline in exports.

In France, the departmental stores are also facing the crisis and have reduced their order volumes, even though flows are good for our brand (effect of singularity in a dull world)

Savings in structural costs realised over the last five years paid off and the pre-tax income improved by 20%, mainly due to the almost zero financial result, because of our cash position replenished by the financial adjustment proceedings. End of June, it was at €800,000.

The year will be down in terms of revenues with a target of €13 million, but we are also aiming at an EBIT of €700,000, which will be equal to the current result (no financial charges).

We remain concerned about the declining performances of the directly-owned network and await the end of the year attentively.

On our website, we have started investing in advertising and referrals and are convinced of its upward potential. Currently, it represents 4% of our total revenues and the international forecasts suggest 15% in the near future (already the case in the USA).

For NR21, it would mean an increase from €500,000 to €2 million and would make a spectacular contribution to the group's EBIT. Therefore, we remain confident and particularly guarantee a positive cash position up until the end of the year.