

International retailer of women's ready-to-wear clothing and lingerie  
2,878 points of sale (at 31/3/05)

**1<sup>st</sup> Quarter net sales 2005**  
(financial year from 1 January to 31 December 2005)

				<i>€ millions</i>
<b>1<sup>st</sup> Quarter</b>	<b>2005 IFRS<sup>(1)</sup></b>	<b>2004 IFRS<sup>(1)</sup></b>	<b>Change %</b>	<b>2004 Published</b>
France	144.33	151.61	-4.8%	152.74
China	41.57	33.76	23.2%	24.96
Other	27.07	25.54	6.0%	25.55
<b>Total excl. UK</b>	<b>212.97</b>	<b>210.91</b>	<b>1.0%</b>	<b>203.25</b>
UK <sup>(2)</sup>	44.67	47.02	-5.0%	47.53
<b>Total</b>	<b>257.64</b>	<b>257.93</b>	<b>-0.1%</b>	<b>250.78</b>

(1) new accounting policy for sales in China - see Preliminary comments

(2) Etam plc (209 stores at 31 March 2005) was sold on 7 April 2005 and will no longer be consolidated as from this date

**Preliminary comments**

First application of IFRS: the impact on sales is not material (€-1.65 million) and largely relates to elimination of rental and other income from sales stated under IFRS, which only comprise textile sales.

New accounting policy for sales in China: as stated in the 2003 reference document, Group sales in China are generated by sales outlets in commercial centres. Until 2004, a sales commission, withheld by the centres, corresponding to rent of approximately 25% was deducted from reported sales. Since 1 January 2005, the Group accounts for the gross sales of sales outlets within reported sales and posts the rental commission to expenditure. This adjustment has no impact on earnings of the Chinese business.

**First quarter sales and breakdown by country**

Net sales for the first quarter 2005 came in at €257.64 million, unchanged (-0.1%) compared to 2004 first quarter sales, (down 3.3% on a like-for-like basis\*). It includes an exchange loss of € 2.9 million.

On a like-for-like basis, sales declined 5.7% in France while increasing 0.6% in China and 2.1% in UK.

The Group's overall retail margin remained stable compared to first quarter 2004 with a small improvement outside UK.

\* excluding the impact of new and closed sales outlets and excluding foreign exchange gains/ losses

**First quarter sales by brand**

				<i>€ millions</i>
<b>1<sup>st</sup> Quarter</b>	<b>2005 IFRS</b>	<b>2004 IFRS</b>	<b>Change %</b>	
Etam	167.64	167.54	0.1%	
1.2.3	45.33	43.37	4.5%	
<b>Total excl. UK</b>	<b>212.97</b>	<b>210.91</b>	<b>1.0%</b>	
UK	44.67	47.02	-5.0%	
<b>Total</b>	<b>257.64</b>	<b>257.93</b>	<b>-0.1%</b>	

*The Group will release second quarter sales on 26 July 2005 after the close of the Paris stock exchange*

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