

2007 Net Sales: €1,005.6 million (+4.8%)

(financial year from 1 January to 31 December 2007)

<i>(€ millions)</i>		Q4 2007	<i>change %</i>	<i>Change lfl⁽¹⁾ %</i>	2007	2006	<i>change %</i>	<i>Change lfl⁽¹⁾ %</i>
Net sales		257.8	-3.0%	-4.8%	1,005.6	959.6	+4.8%	+2.4%
By country	France	174.4	+0.8%	-3.5%	668.3	628.7	+6.3%	+3.1%
	Other ⁽²⁾	35.2	+4.7%	-4.1%	140.3	128.4	+9.3%	+3.7%
	China	48.2	-18.5%	-16.7%	197.0	202.5	-2.7%	-5.5%
By brand	Etam Europe	159.4	+2.5%	-3.5%	616.3	567.6	+8.6%	+3.9%
	Etam China	48.2	-18.5%	-16.7%	197.0	202.5	-2.7%	-5.5%
	1.2.3	50.2	-2.0%	-4.1%	192.3	189.5	+1.5%	+0.9%

(1) lfl: like-for-like and at constant exchange rates

(2) other European countries and India

I –2007 Net Sales

In 2007, the ETAM Group achieved consolidated net sales of €1,005.6 million, up 4.8% compared with 2006, despite a negative currency impact of €8.5 million due to the rise in the euro against the Chinese renminbi over the period. On a like-for-like basis and at constant exchange rates, sales increased by 2.4%.

Sales outside China were up 6.8% (3.2% like-for-like) in a context of satisfactory margins. Sales in China were down 2.7% (-5.5% like-for-like).

The Group's unfavourable end-of-year sales performance and difficulties in China will result in a fall in operating profit for the year.

I –Q4 2007 Net Sales

Fourth quarter sales were €257.8 million, a 3% decline on the fourth quarter of 2006, including a negative currency effect of €3 million.

Excluding China, sales increased by 1.4% to €209.6 million. Like-for-like and at constant exchange rates, sales excluding those in China fell by 3.6% (down 3.5% in France and 4.1% in other countries).

- The ETAM brand grew by 2.5% in Europe, but declined by 3.5% like-for-like and at constant exchange rates in the fourth quarter. The slowdown in consumer spending over the period thwarted the positive dynamic seen since the second quarter as a result of the repositioning of the Group's ready-to-wear collections.
- 1.2.3 sustained a fall of 2% or 4.1% like-for-like and at constant exchange rates.

../..

In China, sales fell by 18.5% in the fourth quarter to €48.2 million, including an unfavourable currency impact of €3 million. On a like-for-like basis and at constant exchange rates sales were down 16.7%.

In order to step up the implementation of the guide lines decided in October, Jean-Marie Fersing was appointed as CEO of ETAM in China, replacing Rodolphe Franz whose transitional role came to an end in 2007. Jean-Marie Fersing became Chief Executive Officer of the 1.2.3 brand in 1999 and since 2002 has been in charge of coordinating sourcing - in particular the procurement office in China - and industrial strategy for the Group.

III – Development of the network

90 sales outlets were opened in the fourth quarter, including 16 in France, 35 in China and 22 international franchises. This breaks down as 36 net openings for ETAM Europe, 35 for ETAM China, 16 for 1.2.3 (including six in Germany) and three for UNDIZ.

As at 31 December, the Group had 3,616 sales outlets, an increase of 183 compared with 31 December 2006.

The Group will release its 2007 results on 15 April 2008 after the close of the Paris stock exchange.

Information for analysts and investors: www.etamdeveloppement.fr / Tel.: 01 55 90 72 79
Etam Développement: ISIN code: FR0000035743 / Reuters: TAM.PA / Bloomberg: TAM FP