



Rioz, 22 May 2018 – 7.30 am

ABEO: Q4 revenue up sharply by 24% and 2017/18 revenue up 12.4% to €187.9m On course to achieve revenue target of €300m¹ by March 2020

ABEO, a world leader in sports and leisure equipment, today announces its revenue for the fourth quarter of 2017/18.

> FY 2017/18 revenue

€m unaudited		2017/18	2016/17	Change	Change (LFL)*
Revenue for year ended 31/03		187.9	167.1	+12.4%	+2.8%
	Sports	100.3	89.3	+12.3%	+2.5%
	Climbing	35.6	29.1	+22.6%	+17.7%
	Changing rooms	52.0	48.7	+6.6%	-5.7%
Q4 revenue		52.9	42.7	+24.0%	+8.5%
	Sports	30.8	23.5	+31.2%	+16.9%
	Climbing	8.6	8.0	+7.6%	+11.8%
	Changing rooms	13.6	11.2	+20.6%	-11.6%

^{*} Change in revenue over a comparable period and at constant consolidation scope, excluding the impact of currency movements.

ABEO recorded a robust fourth quarter 2017/18 marked by sustained business momentum and revenue of €52.9m, up 24% including 8.5% organic growth, a 17.3% consolidation gain (acquisitions including Meta GmbH in November 2017, Cannice (Shandong Kangnas Sports Co) in January 2018 and Bosan BV in March 2018) and a 1.7% currency loss.

The **Sports** division posted strong organic growth of 16.9%, confirming the buoyancy of this business line and partly reflecting the postponement of some deliveries from Q3. The **Climbing** division continues to benefit from the worldwide boom in sports climbing and the deployment of Clip'n Climb's innovative equipment. The division posted organic growth of 11.8%. The **Changing Rooms** division posted 20.6% growth, mainly driven by the 3-month consolidation of Meta and despite the postponement of projects in the French and UK markets largely reflected in the negative organic growth of 11.6%.

As a result, ABEO posted total revenue of €187.9m for the 2017/18 financial year, up 12.4% from the previous year. Organic growth for the year came to 2.8%, thus consolidating the exceptional 13.1% growth achieved in the previous year, coupled with an 11.1% consolidation gain related to recent acquisitions.



Allowing for full-year consolidation of the acquisitions made during the year, revenue would have come close to €215m², confirming that the Group is well on course to achieve the 2020 plan.

Lastly, due in large part to the depreciation of the British pound, the currency effect is unfavourable (-1.4%).

Positive outlook

Order intake during the 2017/18 financial year amounted to €195.4m, up 14% (4.4% organic growth, 11% external growth, 1.4% currency loss) over FY 2016/17, demonstrating a solid influx of new business.

Encouraged by sustained growth in 2017/18, ABEO expects to see a further rise in its operating profit margins.

Confident in its development, ABEO is increasingly sure of achieving its target of generating revenue of €300m¹ by March 2020 driven by combined organic growth and targeted acquisitions.

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Next release

7 June 2018 before market close Full-year 2017/18 results

Find out more at www.abeo-bourse.com

ABOUT ABEO

ABEO is a major player in the sports and leisure ("sportainment") market. The Group posted revenue of €187.9 million for the year ended 31 March 2018, 71% of which was generated outside France. At year-end it had 1,600 employees.

ABEO is a designer, manufacturer and distributor of sports and leisure equipment. It also provides assistance in implementing projects to professional customers in the following sectors: specialised sports halls and clubs, leisure centres, education, local authorities, construction professionals, etc.

ABEO has a unique global offering, and operates in a wide variety of market segments, including gymnastics apparatus and landing mats, team sports equipment, physical education, climbing walls, leisure equipment and changing room fittings. The Group has a portfolio of strong brands which partner sports federations and are featured at major sporting events, including the Olympic Games.

ABEO (ISIN code: FR0013185857, ABEO) is listed on Euronext Paris – Compartment C.

Contacts

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¹ This target, which was set at the time of the 2016 IPO, aims at annual organic growth of 7% and external growth of 12% between 1 April 2016 and 31 March 2020, without accounting for potential future currency effects.

² unaudited