



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 €300m<sup>1</sup> 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)*
<b>Revenue for year ended 31/03</b>	<b>187.9</b>	<b>167.1</b>	<b>+12.4%</b>	<b>+2.8%</b>
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%
<b>Q4 revenue</b>	<b>52.9</b>	<b>42.7</b>	<b>+24.0%</b>	<b>+8.5%</b>
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.

