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## ABEO: Strong growth of 18.5% in Q1 2018/19 Record order intake level for the quarter: +36.1%

ABEO, a world leader in the sports and leisure equipment design market, is announcing its revenue and order intake for the first quarter of its 2018/19 financial year (from 1 April to 30 June 2018).

€m Unaudited	2018/2019	2017/2018	Change	Change (LFL <sup>1</sup> )
Sports	26.1	22.5	+15.7%	-3.5%
Climbing	10.4	9.3	+12.4%	+14.7%
Changing rooms	16.1	12.5	+28.1%	-4.1%
<b>Q1 revenue</b>	<b>52.6</b>	<b>44.4</b>	<b>+18.5%</b>	<b>+0.1%</b>
<b>Q1<sup>2</sup> order intake</b>	<b>64.2</b>	<b>47.2</b>	<b>+36.1%</b>	<b>+19.7%</b>

<sup>1</sup>: refers to the change in revenue over a comparable period and at constant consolidation scope, excluding the impact of currency fluctuations.

<sup>2</sup>: non-financial data – to measure the sales momentum of its business activities, the Group uses the quantified amount of its order intake over a given period, *inter alia*. The sales momentum indicator represents the aggregate value of all of the orders booked over the period referred to, as compared to the same period for the previous financial year.

### Business volumes were driven by external growth and a record order intake

During Q1 2018/19, the **Sports** Division and the **Changing Rooms** Division reaped the full benefit of recent acquisitions (Meta GmbH in November 2017, Cannice in January 2018, and Bosan BV in March 2018), and report respective growth rates of 15.7% and 28.1%.

The **Climbing** Division continues its positive trend with like-for-like growth of 14.7%, still benefiting from the worldwide boom in sports climbing.

Accordingly, ABEO's revenue for Q1 2018/19 amounted to €52.6 million, up 18.5%, driven by the 19.5% contribution made by the change in consolidation scope (consolidation of the three companies listed above). The like-for-like change in revenue at 30 June 2018 is 0.1%, while the adverse currency effect is 1.1%.

At the same time, sales volumes during the beginning of the year were particularly strong at the three divisions, and included an order intake amounting to €64.2 million, a sharp increase of 36.1% for Q1 2018/19. In particular, the order intake's like-for-like growth rate reached a record level of 19.7% (currency effect of -1.4%), compared with Q1 2017/18.

ABEO has observed that projects are taking more time to reach maturity, as is the process for launching projects and supplying equipment. This factor explains the time lag between the like-for-like increase in revenue and the like-for-like increase in the order intake.

During the quarter, just as with Entre-Prises, which was selected for climbing walls, Spieth Gymnastics and Schelde Sport were selected to supply the Youth Olympic Games, to be held in Buenos Aires from 6-8 October 2018. Furthermore, Spieth Gymnastics will supply the competition floors for the World Rhythmic Gymnastics Championships in Sofia (Bulgaria) from 10-16 September 2018.

