

# STARK GROUP

## Summary Financials

August 1 to July 31

EUR mill	2017/18	2016/17
<b>INCOME STATEMENT</b>		
<b>Continuing operations</b>		
Net sales	2,206	2,214
Gross profit	551	531
EBITDA	173	42
EBIT	148	13
Results before tax	140	9
Results for the year	110	4
<b>BALANCE SHEET</b>		
Total assets	1,143	1,264
Equity	319	303
Investments in PPE	48	53
Total capital expenditure	54	55
<b>CASH FLOW</b>		
Cash flow from operating activities	103	62
Cash flow from investing activities	145	(53)
Free cash flow	248	9
<b>KEY RATIOS</b>		
Net sales growth (%)	-0.4%	
Gross profit growth (%)	3.8%	
Gross margin (%)	25.0%	24.0%
EBITDA margin (%)	7.8%	1.9%
<b>Net sales on-going business<sup>3</sup></b>	<b>2,206</b>	<b>2,151</b>
<b>Net sales growth on-going business (%)</b>	<b>2.6%</b>	
Adjusted gross profit <sup>4</sup>	555	532
Adjusted gross profit growth (%)	4.3%	
Adjusted gross profit margin (%)	25.2%	24.7%
<b>Adjusted EBITDA<sup>5</sup></b>	<b>101</b>	<b>93</b>
<b>Adjusted EBITDA growth (%)</b>	<b>8.6%</b>	
Adjusted EBITDA margin (%)	4.6%	4.3%
Adjusted EBIT <sup>6</sup>	76	64
Organic net sales growth (%) <sup>7</sup>	3.8%	
Organic EBITDA growth (%) <sup>8</sup>	10.3%	
<b>NET SALES ON-GOING BUSINESS BY AREA</b>		
<b>Net sales on-going business</b>	<b>2,206</b>	<b>2,151</b>
Stark DK	924	892
Stark FI	563	553
Beijer	575	554
Neumann	144	152

1. Exceptional items are items of a material and non-recurring nature which are adjusted for to provide a better understanding of the underlying performance of the Group.

2. Non-ongoing business relates to a number of branches closed during the year ended July 31, 2017.

3. Net sales on-going business is defined as net sales excluding non-ongoing business.

4. Adjusted gross profit is defined as gross profit excluding non-ongoing business and exceptional items.

5. Adjusted EBITDA is defined as EBITDA excluding non-ongoing business and exceptional items.

6. Adjusted EBIT is defined as EBIT excluding non-ongoing business and exceptional items.

7. Organic net sales growth is defined as growth in net sales on-going business excluding impact from currencies.

8. Organic EBITDA growth is defined as growth in adjusted EBITDA excluding impact from currencies.