

FENIX OUTDOOR INTERNATIONAL AG

Interim condensed consolidated financial statement for the period ended 31 December 2019

Fourth quarter 2019-10-01 – 2019-12-31

- The total income of the Group was TEUR 150 277 (141 148), an increase of 6,5%.
- The EBITDA of the Group was TEUR 19 551 (17 456), where TEUR 6 541 of the increase is related to depreciation for adopted IFRS 16.
- The operating profit of the Group was TEUR 8 526 (12 642), an decrease of 32,6%.
- The profit before tax of the Group was TEUR 6 095 (12 122).
- The profit after tax of the Group was TEUR 1 822 (9 054).
- Earnings per share amounted to EUR 0,13 (0,67).

Period 2019-01-01 – 2019-12-31

- The total income of the Group was TEUR 616 448 (582 780), an increase of 5,8%.
- The EBITDA of the Group was TEUR 128 037 (102 593), where TEUR 26 288 of the increase is related to depreciation for adopted IFRS 16.
- The operating profit of the Group was TEUR 84 905 (88 431), an decrease of 4,0%.
- The profit before tax of the Group was TEUR 84 370 (88 521).
- The profit after tax of the Group was TEUR 61 314 (67 429).
- The adoption of IFRS 16 has resulted in an increase of assets (“**Right-of-use assets**, of MEUR 129 087) and liabilities. This growth in total assets is explaining the lower solvency rate 57,1% (70,9%).
- Earnings per share amounted to EUR 4,57 (5,01).

Dividend proposal and events after period closing

The Board proposes a dividend of 12,00 (12,00) Swedish Kronor, ”SEK”, per B-share and 1,2 (1,2) SEK per A-share. No significant events after period closing are noted.

Repurchase of own shares

As per 2019-12-31 the company holds 119 598 B-shares representing 0,89% of capital.

This report contains information which Fenix Outdoor International AG is obliged to publish under the EU Market Abuse Regulation rules. The information was provided by the contact person stated below, for publication February 10 at 16 00, 2020.

CONTACTPERSON Martin Nordin, Executive Chairman +41 797 99 27 58

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Financial information

Actual financial information is available at www.fenixoutdoor.se under “Finansiellt”

CALENDARIUM FINANCIAL INFORMATION

Annual report, distr week 15 2020
Q1 report and Annual General Meeting, May 7th 2020

COMMENTS BY THE CEO

A disappointing end to the year

A disappointing end to the year

The year has been challenging from a number of perspectives. The weather, not ideal year from a trading perspective combined with product recalls and challenges in IT and logistics means that we have not been able to live up to our own expectations.. The direct extra IT, consultancy and logistics cost were 1,5 MEUR in the fourth quarter and 3,0 MEUR for the year. On the positive side we are at least closing up having the system problems solved and getting control of both the internal and external delivery problems for the Globetrotter operation shown a.o. through a healthy growth in the web sales.

The initiation of restructuring the distribution channels in some European countries has negatively affected sales growth in the 4th quarter. A more “normal” negative effect was the decrease in gross margin for the European Brands operations, which is caused by the stronger US dollar.. When the US dollar appreciates heavily and fast we cannot forward both this effect and production cost increases immediately, but over time it has historically been possible. We have also taken some negative onetime costs for organizational changes to the tune of 0,8 MEUR in the 4th quartet, caused by our changed strategies in channels. There have also been more permanent cost increases that have come in earlier than expected and beyond plan to beefing up our digital departments and to build a better internal skillset.

We did still grow in Q4

Our topline growth in Q4 had two main reasons, our US operation did grow although the exceptional growth from Q1-Q3 was not maintained. The growth is combined with a profitability level in line with the group in general. Annual sales in North America increased to MEUR 100,1 (74,3) and is increasing its impact on the group’s overall financials. Also the German Globetrotter retail operation, establishing four new stores showed higher figures. The new stores are smaller and more centrally located and even though they also contributes to higher sales, but also to higher cost and are therefore not immediately profitable. They do however, contribute to our brands sales and higher web sales in the connected regions,. The connected web sales also shows a lower average return rate, so at this stage I would like to define the new shops as a success.

When looking at Global sales and Brands the order books for 2020 are showing a healthy increase for 2020.

So where does that leave us going forward?

We are cautious going into 2020, as we are still facing challenges. We have not seen any major negative impact from the weather, regarding the development of the order books' growth for 2020. We are looking forward to launch new digital platforms and we are working with revitalizing of the organization to support the new ways of doing business. We are hoping to finally gain the effects and make the saving from our new logistical structure and we are expecting our new digital organization to start delivering results. We have, however, to slow down the establishment of new shops in both Germany and in North America. In Germany to get a full year evaluation of the new stores to enable us to make better decisions. In the US to optimize the operating model and be prepared for election insecurities. We can of course not ignore the effects of the Corona virus and the effects it will have on world trade. If it drags on we believe it will have an overall negative effect on our industry in at least in two ways. Firstly, the decrease in tourism and willingness of people gathering in groups could have some serious effects on retail sales overall. Secondly, there is a risk that if it drags to long it will have a negative effect on many parts of the Asian supply chain for Europe and the North America and even though we are fairly independent on China per se there is a risk it could spread to other parts of Asia. We are monitoring the situation permanently and I am confident we are as prepared we can be. Due to this we have to be cautious in all our operations and be prepared for almost anything

So even I am positive for our long term prospects, all the uncertainties for 2020 makes me very cautious.

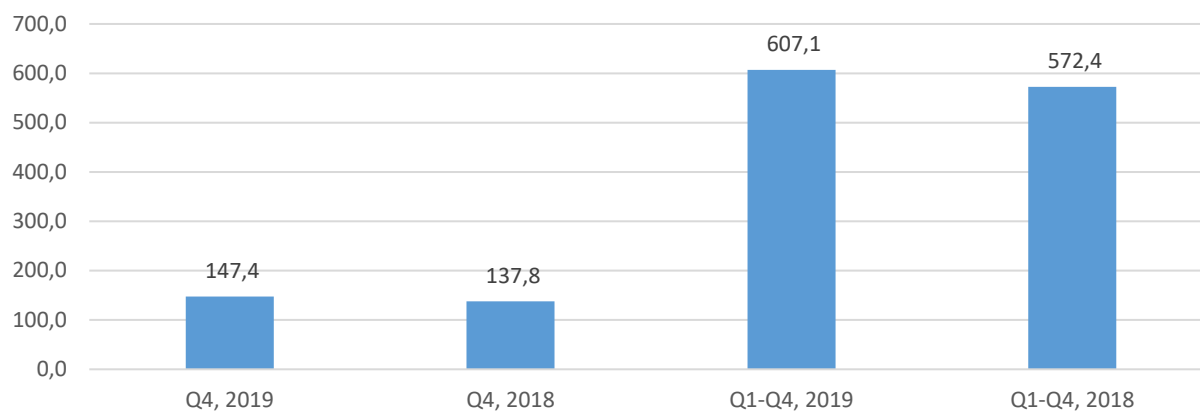
OPERATIONAL DILIGENCE will be key.

Martin Nordin

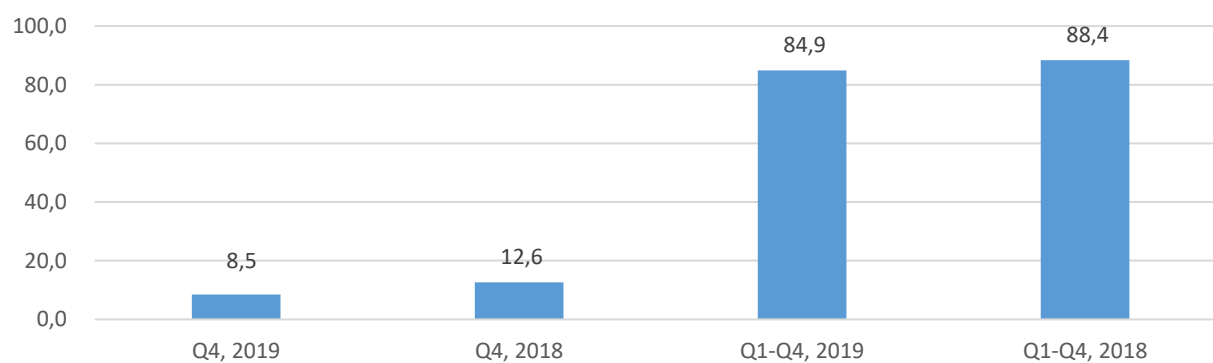
MEUR	Oct-Dec 2019	Oct-Dec 2018	Jan-Dec 2019	Jan - Dec 2018
Net sales	147,4	137,8	607,1	572,4
EBITDA	19,5	17,5	128,0	102,7
Operating profit	8,5	12,6	84,9	88,4
Profit margin, %	5,8%	9,1%	14,0%	15,4%
Profit before tax	6,1	12,1	84,4	88,5
Net profit for the period	1,8	9,0	61,3	67,4
Earnings per share, EUR *)	0,13	0,67	4,57	5,01
Solvency rate, %			57,1%	70,9%

*)Earnings per share are calculated on outstanding shares.

Net sales, MEUR



Operating profit, MEUR



THE OPERATION

Brands

		2019 (2018)		2019 (2018)
External net sales	Q4	37,8 (37,9) - 0,3%	Q1-Q4	164,6 (155,9) + 5,6%
Operating profit	Q4	5,0 (10,4)	Q1-Q4	62,7 (65,3)

Sales equal to Q4 last year. The ongoing restructuring of distribution channels in Germany has affected sales there negatively, but this loss of sales is balanced by higher ditto in North America and “Other Europe”. The operating profit is lower due to lower gross margin, from a stronger USD, higher personnel costs and costs related to the restructuring of distribution.

Frilufts

		2019 (2018)		2019 (2018)
External net sales	Q4	76,6 (71,1) + 7,7%	Q1-Q4	282,1 (273,4) + 3,2%
Operating profit	Q4	1,9 (1,4)	Q1-Q4	2,8 (9,9)

Higher sales, mainly from more shops in Germany, even though all markets is positive compared to last year. The operating profit is negatively affected by higher costs for marketing and personnel.

Global sales

		2019 (2018)		2019 (2018)
External net sales	Q4	33,1 (28,5) + 16,1%	Q1-Q4	159,8 (141,5) + 12,9%
Operating profit	Q4	3,0 (1,9)	Q1-Q4	26,4 (22,5)

Continued strong sales, mainly supported by markets outside Europe. Stable profits.

Common, Liquidity and financial standing

		2019 (2018)		2019 (2018)
Operating profit	Q4	-1,4 (-1,0)	Q1-Q4	-7,0 (-9,2)

The Group's financial position remains strong. Consolidated cash and cash equivalents amounted to MEUR 88,9 (101,9). The Group's interest-bearing liabilities amounted to MEUR 22,2 (24,9). Lease liabilities amounted to MEUR 130,6 (0,0), adapting IFRS 16 accounting principle from 1 January 2019. This increase in total assets has lowered the equity ratio. Consolidated equity attributable to shareholders was MEUR 319,1 (285,6), corresponding to an solvency rate of 57,1% (70,9%).

THE OPERATION

The Group is organized in three business segments: Brands, Global sales and Friluftts.

- Brands includes the brands Fjällräven, Tierra, Primus, Hanwag, Royal Robbins and Brunton. It also includes Brandretail (The E-com and monobrand operations of the Brands) and distribution companies concentrated on sales of one brand.
- In Friluftts the retailers Naturkompaniet AB, Partioaitta Oy, Globetrotter Ausrüstung GmbH and Frilufttsland A/S are included.
- Global sales includes distribution companies selling more than one Fenix brand.

The three business segments are supported by common functions for management, CSR/CSO, finance, HR, legal, IT and logistics.

	Brands		Friluftts		Global sales		Common		Group	
	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
External sales, MEUR	37,8	37,9	76,6	71,1	33,1	28,5	-0,1	0,3	147,4	137,8
EBITDA, MEUR *)	7,9	11,4	7,3	3,8	3,6	2,3	0,7	0,0	19,5	17,5
Operating profit, MEUR	5,0	10,4	1,9	1,4	3,0	1,9	-1,4	-1,0	8,5	12,6

	Brands		Friluftts		Global sales		Common		Group	
	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
External sales, MEUR	164,6	155,9	282,1	273,4	159,8	141,5	0,6	1,6	607,1	572,4
EBITDA, MEUR *)	72,8	69,0	26,7	16,4	29,0	23,8	-0,4	-6,5	128,0	102,6
Operating profit, MEUR	62,7	65,3	2,8	9,9	26,4	22,5	-7,0	-9,2	84,9	88,4
Number of Stores	35	28	80	74	28	16			143	118
of which are franchise			3	3	4				7	3
Fixed assets *)	56,1	25,8	131,3	34,6	15,0	12,3	52,6	46,5	255,0	119,2
Cap. Expenditures, net	5,0	3,3	9,2	4,8	1,7	1,9	10,5	22,1	26,4	32,1

*) Fixed assets 2019 includes Right-of-use assets from adopting IFRS 16 and EBITDA in 2019 are affected by adopting IFRS 16. The Group defines earnings before interest, tax, depreciation and amortization (EBITDA) as operating profit, excluding depreciation and write-downs of tangible, intangible assets and Right-of-use assets.

External sales per market	Brands		Friluftts		Global sales		Common		Total	
	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
Switzerland					11,2	10,4			1,8%	1,8%
Sweden	11,9	13,6	60,1	56,4					11,9%	12,2%
Other Nordic countries	1,3	5,1	48,9	42,9	33,1	37,5			13,7%	14,9%
Germany	58,3	64,3	172,3	174,1	0,0	0,0	0,6	1,6	38,1%	41,9%
Benelux	14,9	14,5	0,2		7,2	6,7			3,7%	3,7%
Other Europe	18,3	13,0	0,6		40,6	38,0			9,8%	8,9%
Americas	57,4	43,0			43,1	31,3			16,6%	13,0%
Other World	2,5	2,4			24,6	17,6			4,5%	3,5%
Total	164,6	155,9	282,1	273,4	159,8	141,5	0,6	1,6	100%	100%

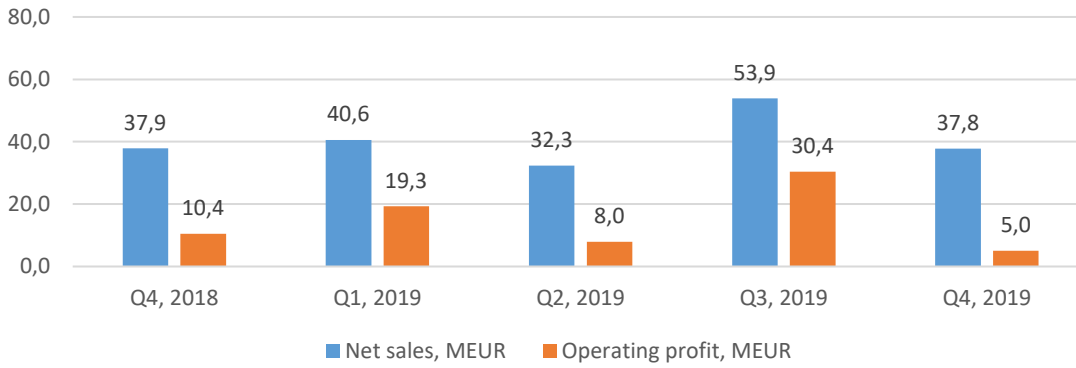
Fenix Outdoor's use of alternative key figures:

Fenix Outdoor provides a number of key figures in the summary on the front page of the interim report. The Group defines earnings before interest, tax, depreciation and amortization (EBITDA) as operating profit excluding depreciation and write-downs of tangible, intangible assets and Right-of-use assets. As EBITDA is affected by adopting IFRS16 the Group have decided to include it as an alternative key figure.

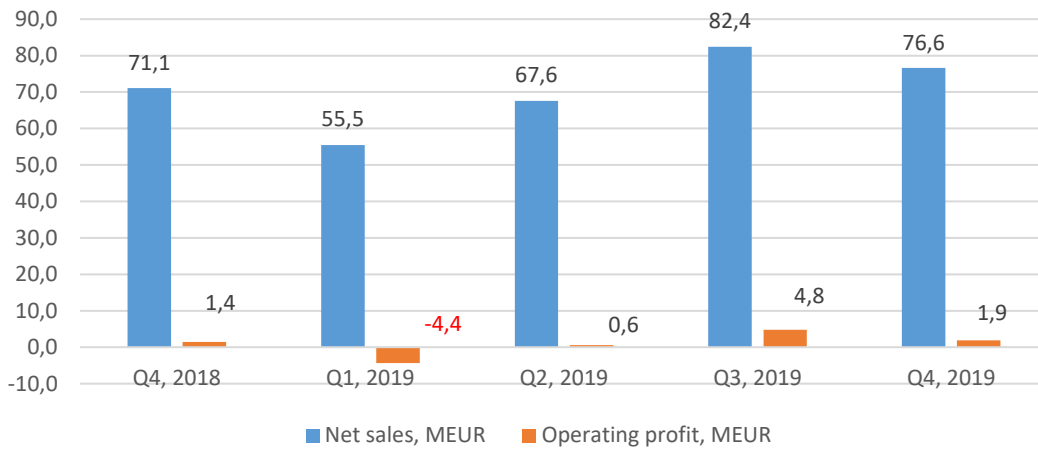
THE OPERATION

Net sales and operating result per segment

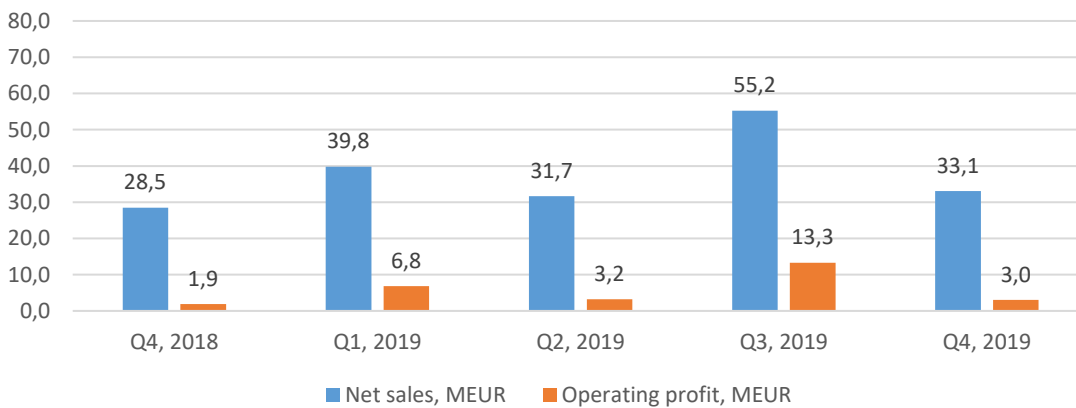
Brands



Frilufts



Global sales



FINANCIAL REPORT

CONSOLIDATED INCOME STATEMENT MEUR	3 months		12 months	
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
	2019	2018	2019	2018
Net sales	147,4	137,8	607,1	572,4
Other operating income	2,8	3,4	9,3	10,4
Total income	150,2	141,2	616,4	582,8
Cost of goods	-59,6	-53,6	-251,4	-241,5
Other external expenses	-37,2	-39,4	-120,8	-131,3
Personnel expenses	-34,0	-31,1	-116,3	-108,3
Depreciation/amortisation	-11,0	-4,9	-43,1	-14,2
Result from participations in associated companies	0,3	0,6	1,4	2,1
Other operating expenses	-0,2	-0,2	-1,3	-1,2
Operating expenses	-141,7	-128,6	-531,5	-494,4
Operating profit	8,5	12,6	84,9	88,4
Financial income	0,1	0,4	2,7	2,4
Financial expenses	-2,6	-0,9	-3,3	-2,3
Profit before tax	6,1	12,1	84,4	88,5
Income tax	-4,3	-3,1	-23,1	-21,1
Net profit	1,8	9,0	61,3	67,4
Net profit for the period attributable to:				
Parent Company's shareholders	1,8	9,0	61,2	67,4
Non-controlling interests	0,0	0,0	0,1	0,0
Earnings per share, EUR	0,13	0,67	4,57	5,01
Weighted average of outstanding shares, B, thousands	10 940	11 060	10 977	11 060
Weighted average of outstanding shares, A, thousands	24 000	24 000	24 000	24 000

Earnings per share calculated as, number of B-shares + 2 400 000 A-shares, as A-shares only qualify to a tenth of the dividend compared to B-shares. There are no outstanding options or convertibles which would result in a dilution.

FINANCIAL REPORT

Consolidated Statement of Comprehensive Income MEUR	3 months		12 months	
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
	2019	2018	2019	2018
Net profit	1,8	9,0	61,3	67,4
Not to be reclassified in the income statement in the future				
Remeasurements of post employment benefit obligations	-0,2	0,0	-0,2	0,0
Taxes	0,1	0,0	0,1	0,0
To be reclassified to the income statement in the future				
Change in translation reserve during the period	1,0	0,0	-1,0	-2,4
Hedge accounting	-0,1	0,0	-0,2	0,1
Taxes	0,0	0,0	0,0	0,0
Total other comprehensive income for the period	0,8	0,0	-1,3	-2,3
Total comprehensive income for the period	2,6	9,0	60,0	65,0
Total comprehensive income attributable to:				
Parent Company's shareholders	2,6	9,0	59,9	65,0
Non-controlling interests	0,0	0,0	0,1	0,0

FINANCIAL REPORT

CONSOLIDATED STATEMENT OF	31 Dec	31 Dec
FINANCIAL POSITION, MEUR	2019	2018
Assets		
Non-current assets		
Intangible fixed assets	41,0	36,9
Tangible fixed assets	67,8	63,3
Right-of-use assets	129,1	-
Other non-current assets	17,1	19,0
Total non-current assets	255,0	119,2
Current assets		
Inventories	159,7	133,3
Accounts receivable trade and other receivables	46,6	42,9
Prepaid expenses and accrued income	8,8	5,4
Cash and cash equivalents	88,9	101,9
Total current assets	304,0	283,5
Total assets	559,0	402,7
Equity and liabilities		
Equity and reserves attributable to the Parent Company's shareholders	319,1	285,6
Non-controlling interest	0,1	-
Total equity	319,3	285,6
Liabilities		
Non-current liabilities		
Other non-current liabilities	17,4	13,9
Lease liabilities	104,1	-
Interest bearing liabilities	-	12,0
Total non-current liabilities	121,5	25,9
Current liabilities		
Other current liabilities	47,7	49,7
Lease liabilities	26,5	-
Interest bearing liabilities	22,2	12,9
Accrued expenses and deferred income	21,9	28,6
Total current liabilities	118,3	91,2
Total equity and liabilities	559,0	402,7

FINANCIAL REPORT

Statement of changes in Equity MEUR	Share capital	Other contributed capital	Cash flow hedge reserve	Foreign currency translation reserve	Treasury shares	Retained earnings	Total	Non-controlling interest	Total Equity
01-01-2018	12,4	39,8	-0,9	-2,1	-0,4	182,1	230,8	0,0	230,8
Net Profit for the period						67,4	67,4		67,4
Other comprehensive income for the period			0,1	-2,4			-2,3		-2,3
Total comprehensive income for the period	-	-	0,1	-2,4	-	67,4	65,1	-	65,1
Dividends						-12,8	-12,8		-12,8
Transfer of cash flow hedge reserve to inventories			2,5				2,5	-	2,5
31-12-2018	12,4	39,8	1,6	-4,4	-0,4	236,7	285,6	0,1	285,7
01-01-2019	12,4	39,8	1,6	-4,4	-0,4	236,7	285,6	0,1	285,7
Net Profit for the period						61,2	61,2	0,1	61,3
Other comprehensive income for the period			-0,1	-1,0		-0,2	-1,3		-1,3
Total comprehensive income for the period	-	-	-0,1	-1,0	-	61,1	59,9	0,1	60,0
Change of presentation currency **)	-0,4					0,4	0,0	-	0,0
Acquisition of subsidiaries							0,0	0,5	0,5
Transactions with non-controlling interests							0,0	-0,5	-0,5
Purchase of own shares *)					-9,8		-9,8	-	-9,8
Dividends						-15,2	-15,2	-	-15,2
Transfer of cash flow hedge reserve to inventories			-1,4				-1,4	-	-1,4
31-12-2019	11,9	39,8	0,1	-5,5	-10,2	283,0	319,1	0,1	319,3

*) Fenix Outdoor International AG announcement by press releases dated 7 and 14 February 2019 that the company, in one or more occasions would, if possible, repurchase up to 700 000 own B-shares during the current calendar year. As per 2018-12-31 the company owned 6 700 of own B-shares. As per 2019-12-31 the company owned 119 598 of own B-shares.

**) Fenix Outdoor International AG changed the presentation currency from CHF to EUR.

FINANCIAL REPORT

Consolidated statement of cash flows	Jan-Dec	Jan - Dec
MEUR	2019	2018
OPERATING ACTIVITIES		
Net profit for the period	61,3	67,4
Tax expense in income statement	23,1	21,1
Financial result net in income statement	0,5	-0,1
Depreciation for Right-of-use assets	26,3	-
Depreciation/amortisation tangible and intangible assets	16,8	14,2
Adjustment for non cash items	-2,4	-4,0
Interest received	0,3	0,8
Interest paid	-1,1	-1,7
Income tax paid	-21,5	-23,0
	103,3	74,7
Change in inventories	-25,1	2,4
Change in operating receivables	-7,1	-2,2
Change in operating liabilities	-7,5	4,2
Cash flow from operating activities	63,6	79,1
INVESTING ACTIVITIES		
Purchase of intangible assets	-10,2	-10,1
Purchase of tangible fixed assets	-16,2	-22,0
Sale of tangible fixed assets	1,1	-
Sale of associated companies	-	0,6
Dividend from associated companies	1,7	2,3
Acquisition of subsidiaries, net of cash acquired	0,5	-1,5
Settlement of loans	-	-0,9
Cash flow from investing activities	-23,1	-31,6
FINANCING ACTIVITIES		
Borrowings	0,8	5,4
Repaid borrowings	-3,8	-33,0
Payment of finance lease liabilities	-26,2	-
Purchase of own shares	-9,8	-
Dividends paid	-15,2	-12,8
Cash flow from financing activities	-54,2	-40,3
Change in cash and cash equivalents	-13,7	7,2
Cash and cash equivalents at beginning of year	101,9	93,7
Effect of exchange rate differences on cash and cash equivalents	0,7	1,0
Cash and cash equivalents at period-end	88,9	101,9

Notes to the financial report

Note 1 Accounting principles

Fenix Outdoor International AG is a listed company with its registered office in Zug, Switzerland.

This quarterly report is prepared in accordance with IAS 34, Interim Financial Reporting. The accounting policies adopted are consistent with those applied in the Annual Report for the year ended 31 December 2018 with the exception of new and revised standards and interpretations that become effective on the period from 1 January 2019 onwards.

IFRS 16 Leases became effective for annual periods beginning on or after January 1, 2019 and the Group has applied the new standard as from January 1, 2019. At transition, the Company applied the practical expedient under IFRS 16 to not reassess whether a contract is, or contains, a lease. Therefore, the Group has applied the standard to contracts previously identified as leases, or as containing a lease under IAS 17 and IFRIC 4. The Company implemented the standard procedure using the cumulative catch-up method, with the cumulative effect being adjusted to the opening balance at transition date and no restated information presented for any period before December 31, 2018. At transition, the Group recognized lease liability for leases previously classified as operating leases. The incremental borrowing rate to be applied to lease liabilities recognized in the balance sheet at the transition date were estimated to 1,55% - 4,55% p.a., depending on market for lease. Right-of-use assets were recognized based on the amount equal to the related lease liability.

The Group applied the following practical expedients when applying IFRS 16 at transition date. As substitute for measurement of impairment for right-of-use assets onerous lease contract method is used and initial direct cost are excluded from the measurement of the right-to-use asset.

The Group applies the short-term lease recognition exemption to its short-term leases, those leases that have a total lease term of 12 months or less from the commencement date. It also applies the lease of low-value assets recognition exemption to leases that are considered of low value, below TEUR 5. Lease payments on short-term leases and leases of low-value assets are recognized as expenses over the lease term.

The right-of-use assets for lease contracts is depreciated on a straight-line method over the shorter of the asset's useful live and the length of the lease.

Overview of assets, liabilities and profit and loss positions 31.12.2019 related to IFRS 16.

31.12.2019, MEUR	Brands	Frilufts	Global sales	Common	Total
<i>Right-of use assets</i>					
Property, plant and equipment	29,7	95,2	2,5	1,6	129,1
Prepayments	0,3	0,4			0,7
Total assets	30,0	95,7	2,6	1,6	129,8
<i>Leases liabilities</i>					
Interest-bearing loans and borrowings	-30,5	-95,8	-2,5	-1,6	-130,5
Trade and other payables	-0,1	-0,1			-0,1
Total liabilities	-30,6	-95,9	-2,5	-1,6	-130,6
	Brands	Frilufts	Global sales	Common	Total
<i>Right-of use assets</i>					
Depreciation	-6,3	-17,9	-1,3	-0,7	-26,3
Interest cost	-0,8	-1,4			-2,1

Opening balances on transition date, IFRS16.

01.01.2019, MEUR	Brands	Frilufts	Global sales	Common	Total
<i>Right-of use assets</i>					
Property, plant and equipment	20,6	87,0	2,2	0,6	110,4
Total assets	20,6	87,0	2,2	0,6	110,4
<i>Liabilities</i>					
Interest-bearing loans and borrowings	-20,6	-87,0	-2,2	-0,6	-110,4
Total liabilities	-20,6	-87,0	-2,2	-0,6	-110,4

Note 2 Risks

The risk factors of the Group are presented in the last published annual report 2018 and are still valid.

Note 3 Hedge accounting

	2019-12-31	2018-12-31
Market value	-197	1 619
FX Forwards		
Purchased TUSD	35 500	43 500
Sold TEUR	31 494	36 066
Rate	1,127	1,206
Purchased TUSD	3 000	2 000
Sold TNOK	26 859	16 640
Rate	8,953	8,320
Interest swap		
Paying" long term" due 2020-03-19, TUSD	11 000	11 000
Getting short term 3 months, TUSD	11 000	11 000

Note 4 Exchange rates

	Average rate		Balance sheet closing rate	
	2019	2018	2019	2018
SEK/EUR	10,5824	10,2937	10,4468	10,2548
CHF/EUR	1,1107	1,1512	1,0854	1,1269
USD/EUR	1,1191	1,1778	1,1234	1,1450
SEK/CHF	9,5278	8,9418	9,6248	9,1000

Note 5 Segment reporting – sales and operating result

The Group is organized in three business segments: Brands, Global sales and Friluft. Fenix Outdoor International AG reports sales and operating result for the segments Brands, Global Sales, Friluft and Common. The internal monitoring of the operations takes place in this segmentation. Additionally sales are divided into geographical areas.

	Brands		Friluft		Global sales		Common		Group	
	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec	Oct-Dec
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
External sales, MEUR	37,8	37,9	76,6	71,1	33,1	28,5	-0,1	0,3	147,4	137,8
EBITDA, MEUR *)	7,9	11,4	7,3	3,8	3,6	2,3	0,7	0,0	19,5	17,5
Operating profit, MEUR	5,0	10,4	1,9	1,4	3,0	1,9	-1,4	-1,0	8,5	12,6

	Brands		Friluft		Global sales		Common		Group	
	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
External sales, MEUR	164,6	155,9	282,1	273,4	159,8	141,5	0,6	1,6	607,1	572,4
EBITDA, MEUR *)	72,8	69,0	26,7	16,4	29,0	23,8	-0,4	-6,5	128,0	102,6
Operating profit, MEUR	62,7	65,3	2,8	9,9	26,4	22,5	-7,0	-9,2	84,9	88,4
Number of Stores	35	28	80	74	28	16			143	118
of which are franchise			3	3	4				7	3
Fixed assets *)	56,1	25,8	131,3	34,6	15,0	12,3	52,6	46,5	255,0	119,2
Cap. Expenditures, net	5,0	3,3	9,2	4,8	1,7	1,9	10,5	22,1	26,4	32,1

*) Fixed assets 2019 includes Right-of-use assets from adopting IFRS 16 and EBITDA in 2019 are affected by adopting IFRS 16. The Group defines earnings before interest, tax, depreciation and amortization (EBITDA) as operating profit, excluding depreciation and write-downs of tangible, intangible assets and Right-of-use assets.

External sales per market	Brands		Friluft		Global sales		Common		Total	
	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec	Jan-Dec
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
Switzerland					11,2	10,4			11,2	10,4
Sweden	11,9	13,6	60,1	56,4					72,0	70,0
Other Nordic countries	1,3	5,1	48,9	42,9	33,1	37,5			83,3	85,5
Germany	58,3	64,3	172,3	174,1			0,6	1,6	231,2	240,0
Benelux	14,9	14,5	0,2		7,2	6,7			22,3	21,2
Other Europe	18,3	13,0	0,6		40,6	38,0			59,5	51,0
Americas	57,4	43,0			43,1	31,3			100,5	74,3
Other World	2,5	2,4			24,6	17,6			27,1	20,0
Total	164,6	155,9	282,1	273,4	159,8	141,5	0,6	1,6	607,1	572,4

Note 6 Acquisition of Taiwanese distributor

During 2019, Fenix Outdoor International AG has acquired its Taiwanese distributor. Fenix Outdoor took a 70% ownership by acquiring shares in a new issue of shares made by the Taiwanese company. The investment was TEUR 1 000 and the acquisition resulted in a goodwill position of TEUR 38. As the cash was transferred to the new subsidiary this represents a non-cash transaction from the Group's perspective. The acquisition has a very limited effect on the financial figures of the Group.

KEUR	
Intangible Fixed assets	5
Tangible Fixed assets	549
Financial assets	43
Total Fixed assets	598
Inventories	1 339
Short term receivables	276
Cash and cash equivalents	464
Total current assets	2 079
Total assets	2 677
Liabilities	2 299
Total Liabilities	2 299
Purchased net assets	378
Non-controlling interest, derecognized	416
Goodwill arising on acquisition	38

Note 7 Outstanding options from acquisitions

From the acquisition of the Taiwanese distributor, Fenix Outdoor International AG has a right and an obligation through a put and call arrangement, where the price is based on a profit multiple, to acquire the remaining 30% of the company. The exercise period starts on 30 June 2022 and ends 30 June 2027. The present value of the redemption was recognized as a long-term liability for the amount of MEUR 0,5 and will be valued at each quarter closing, no adjustment was necessary at December 31, 2019.

Fenix Outdoor International AG acquired 2017 Alpen International. The agreement from 2017 includes put/call arrangements for the 25% non-controlling interests, exercisable in the period between 2020 and 2029. The present value of the redemption amount was recognized as a long-term liability for the amount of MEUR 0,7 and the non-controlling interests were derecognized. The position will be valued at each quarter closing, no adjustment was necessary at December 31, 2019.

Future changes in the put options liabilities will be recognized in equity.

Note 8 Events after period closing

No major events after period closing.

Note 9 Transactions with related parties

There have been no major changes in relations to transactions with related parties compared to 2018.

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Zug, February 10, 2020

The President certifies that this report gives a true and fair view of the Group's operations, position and results and describes the principal risks and uncertainties that the Company and the companies in the group are exposed to.

Alexander Koska

President