

FENIX OUTDOOR INTERNATIONAL AG

Interim condensed consolidated financial statement for the period ended 31 March 2017

First quarter 2017-01-01 – 2017-03-31

- The total income of the Group was TEUR 127 153 (112 756), an increase of 12,8 %.
- The operating profit of the Group was TEUR 18 297 (12 674), an increase of 44%.
- The profit before tax of the Group was TEUR 17 747 (10 470).
- Earnings per share after tax amounted to EUR 1,03 (0,55).

Events after period closing

- Fenix Outdoor International AG has signed an agreement where Fenix will take a 75% ownership in its South Korean distributor, Alpen International Co. Ltd, through a new issue of shares by Alpen.

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 May 9, 2017 at 13:00.

CONTACTPERSON

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FINANCIAL INFORMATION

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

CALENDARIUM FINANCIAL INFORMATION

Q2 report Jan-June, July 20 2017
Q3 report Jan-Sept,



COMMENTS BY THE CEO

A strong first quarter for our major brands

Brands and Global Sales show a significant sales increase, + 28% compared to the first quarter of the previous year. One part of the increase is attributable to the fact that our Spring and summer products, to a greater extent, have been delivered in March instead of April this year. One part is also attributable to shift in deliveries in Asia, from December to January.

These periodization effects create some uncertainty about the effects in quarter two. The North American market shows a slight decline in the first quarter, which is due to measures we have taken to updating the distribution structure, a work started last year. However, for comparable customers, a healthy growth is shown. I expect a sales increase in North America during the second quarter which should, to some extent, compensate for the uncertainty in the other markets for the quarter.

Of tradition, the first quarter is the weakest of the year for Frilufts. The period is characterized by the final sales of winter products and the Spring and summer products are not released until late in the period. The first quarter is therefore strongly influenced by sale campaigns in various forms, where most retailers try to sell unsold winter products. The sales for the period remained at last year's level with the Nordic countries slightly weaker, while Germany, driven by a strong January, showed a certain increase. In the end of March, Frilufts opened two new shops, in Düsseldorf and Hamburg.

Shortly after the end of the quarter, we were able to make an acquisition in Asia. Fenix Outdoor will take a 75% ownership in its South Korean distributor, Alpen International Co. Ltd, through a new issue of shares by Alpen. The company is active as both a distributor and a retailer in the South Korean market, one of the major outdoor markets in globally. The acquisition is a part of Fenix's stated strategy to own and control the Group's distributors in the key markets

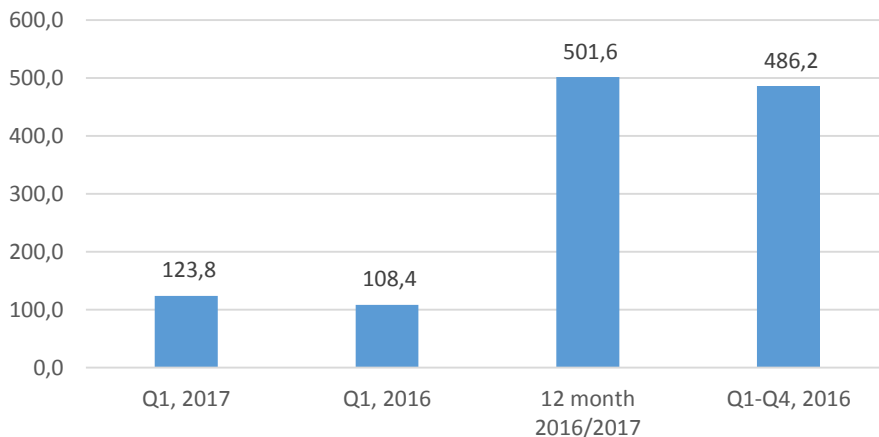
Zug, May 2017

Martin Nordin, CEO

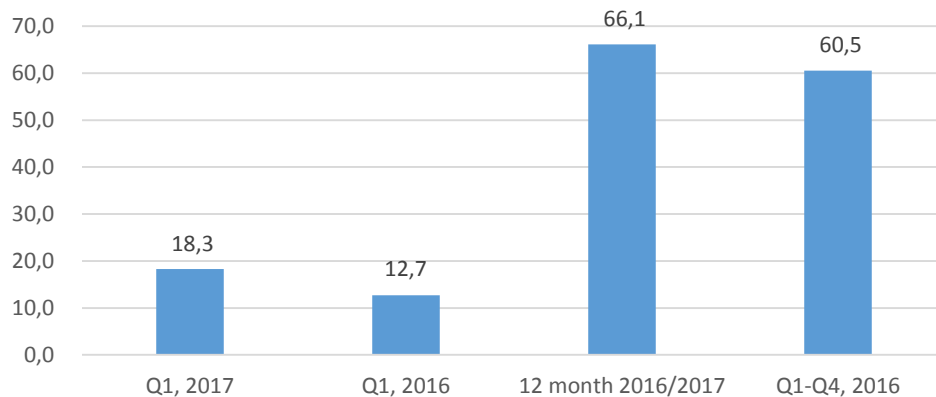
MEUR	Jan-Mars 2017	Jan-Mars 2016	April - Mars 2016/2017	Jan-Dec 2016
Net sales	123,8	108,4	501,6	486,2
Operating profit	18,3	12,7	66,1	60,5
Profit margin, %	14,8%	11,7%	13,2%	12,0%
Profit after financial items	17,7	10,5	65,8	58,6
Net profit for the period	13,8	7,4	54,6	48,2
Earnings per share, EUR	1,03	0,55	4,05	3,58
Equity/assets ratio, %	59,7%	51,9%		58,0%

THE OPERATION

Net sales, MEUR



Operating profit, MEUR



THE OPERATION

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

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

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

	Brands		Friluftts		Global sales		Common		Group	
	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
External sales, MEUR	31,4	25,9	51,4	51,5	40,8	30,6	0,2	0,4	123,8	108,4
Operating profit, MEUR	15,5	14,2	-1,9	-2,1	6,5	3,9	-1,8	-3,3	18,3	12,7
Number of Stores	23	18	60	58					83	76
of which are franchise			4	3					4	3
Fixed assets	22,6	21,3	34,8	34,7	12,8	9,4	10,9	8,9	81,1	74,3
Cap. Expenditures 3 months	0,4	1,0	2,1	0,3	0,1	0,2	1,0	0,3	3,6	1,8

External sales per market	Brands		Friluftts		Global sales		Common		Total	
	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Switzerland					2,8	2,2			2,3%	2,0%
Sweden	5,3	4,1	10,4	10,6				0,1	12,7%	13,7%
Other Nordic countries	0,8	0,5	4,8	5,1	11,8	8,3			14,1%	12,8%
Germany	17,1	14,1	36,2	35,8			0,2	0,3	43,2%	46,3%
Benelux	2,5	2,9			4,1	3,6			5,3%	6,0%
Other Europe	0,4	0,1			10,1	7,0			8,5%	6,5%
North America	4,7	3,6			5,8	6,5			8,5%	9,3%
Other World	0,6	0,6			6,2	3,0			5,5%	3,3%
Total	31,4	25,9	51,4	51,5	40,8	30,6	0,2	0,4	100%	100%

THE OPERATION, three months

Brands

- The external net sales increased to MEUR 31,4 (25,9), an increase of 21 %.
- The operating profit increased to MEUR 15,5 (14,2), an increase of 9 %.

One part the increase in sales is attributable to an early delivery of Spring and summer goods. The increase is strongest for our major brands.

Global sales

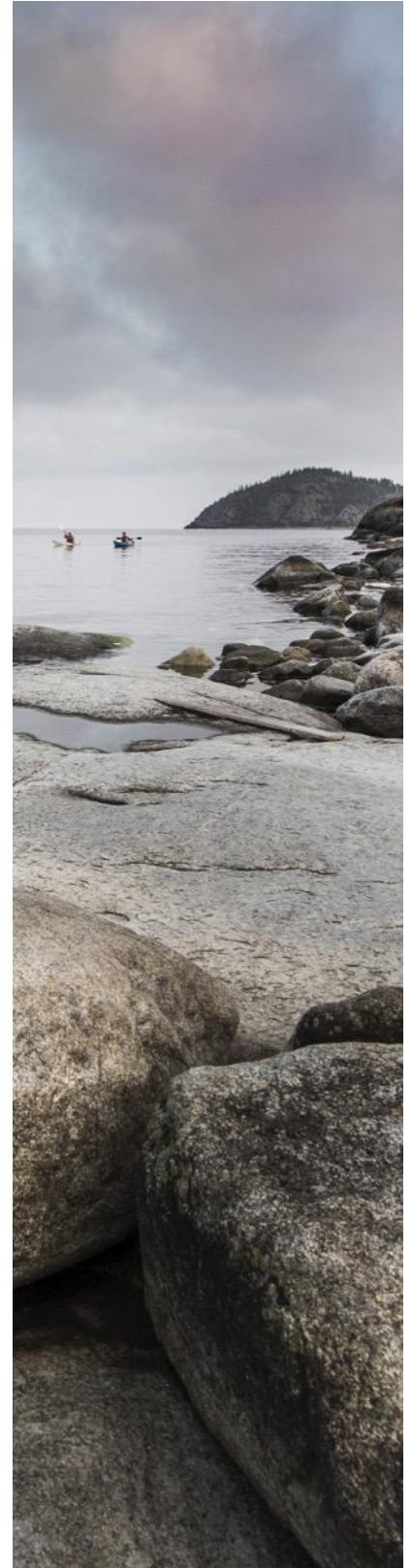
- The external net sales increased to MEUR 40,8 (30,6), an increase of 33 %.
- The operating profit increased to MEUR 6,5 (3,9). The development in our Chinese joint venture adds to the strong improvement of the result.

Frilufts

- The net sales are unchanged MEUR 51,4 (51,5).
 - The operating profit has improved to MEUR -1,9 (-2,1).
- The Nordic countries lost same sales compared to last year. The main reason for the decrease was a very mild January. In Germany the situation was the opposite, a strong January was followed by a weaker end of the quarter. The result of last year was slightly influenced by some on off effects, despite this the segment shows a result in line with same period previous year.

Liquidity and financial standing

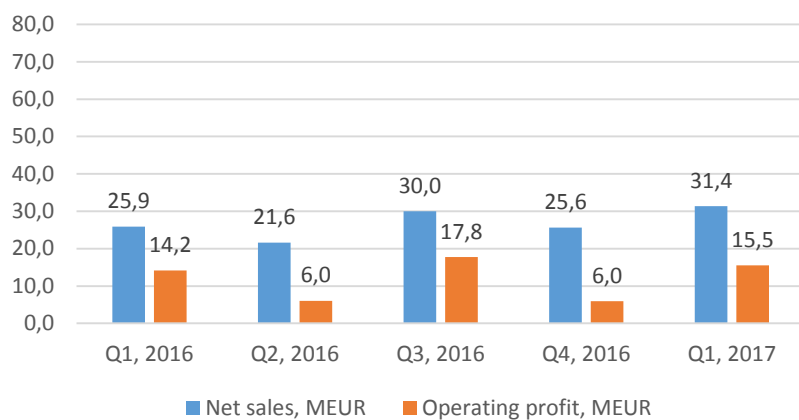
The Group's financial position remains strong. Consolidated cash and cash equivalents amounted to MEUR 69,8 (53,9). The Group's interest-bearing liabilities amounted to MEUR 54,0 (61,4). Consolidated equity attributable to shareholders was MEUR 199,8 (154,1), corresponding to an equity ratio of 59,7 (51,9)%



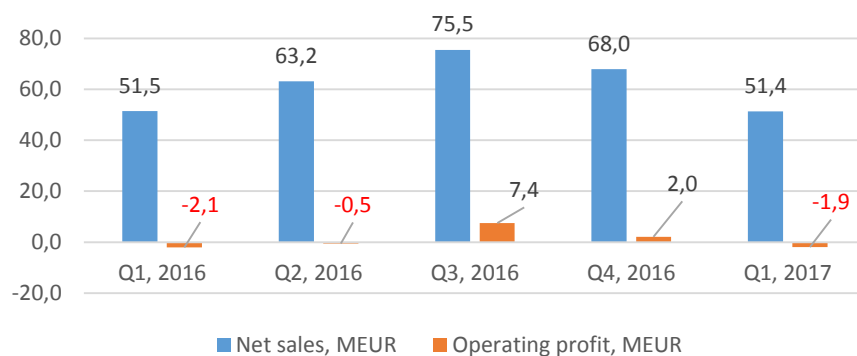
THE OPERATION

Net sales and operating result per segment

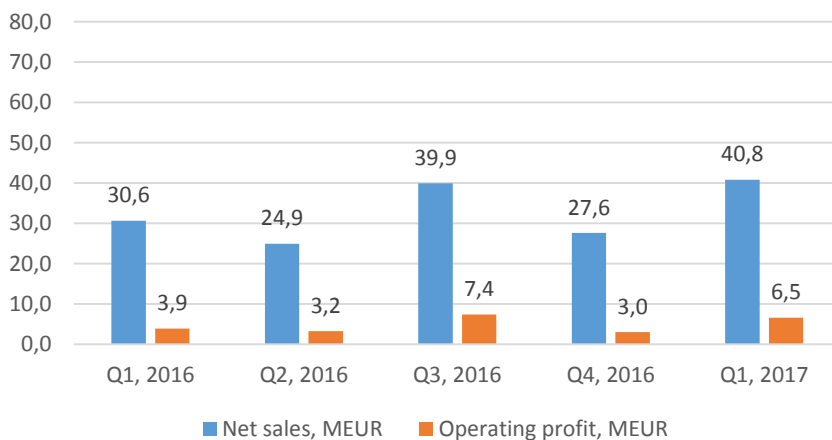
Brands



Frilufts



Global sales



FINANCIAL REPORT

CONSOLIDATED INCOME STATEMENT MEUR	3 months		12 months	
	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
	2017	2016	2016/2017	2016
Net sales	123,8	108,4	501,6	486,2
Other operating income	3,4	4,3	9,1	10,0
Total income	127,2	112,7	510,7	496,2
Cost of goods sold	-55,9	-50,4	-228,9	-223,4
Other external expenses	-27,5	-24,5	-109,9	-106,9
Personnel expenses	-23,0	-21,8	-93,1	-91,9
Depreciation/amortisation	-3,1	-2,9	-13,2	-13,0
Result from participations in associated companies	0,6	0,1	1,7	1,2
Other operating expenses		-0,5	-1,2	-1,7
Operating expenses	-108,9	-100,0	-444,6	-435,7
Operating profit	18,3	12,7	66,1	60,5
Financial income		0,2	-0,1	0,1
Financial expenses	-0,6	-2,4	-0,2	-2,0
Profit before tax	17,7	10,5	65,8	58,6
Income tax	-3,9	-3,1	-11,2	-10,4
Net profit	13,8	7,4	54,6	48,2
Net profit for the year attributable to:				
Parent Company's shareholders	13,7	7,4	54,3	47,9
Non-controlling interests	0,1	0,1	0,3	0,3
Earnings per share after tax	1,03	0,55	4,05	3,58
Number of outstanding shares, B, thousands	11 060	11 060	11 060	11 060
Number 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	
	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
	2017	2016	2016/2017	2016
Net profit	13,8	7,4	54,6	48,2
Not to be reclassified in the income statement in the future				
Remeasurements of post employment benefit obligations				
To be reclassified in the income statement in the future				
Change in translation reserve during the period	0,1	-0,5	-1,2	-1,8
Hedge accounting	-0,9	-0,6	0,8	1,1
Taxes	0,2			-0,2
Total other comprehensive income for the period:	-0,6	-1,1	-0,4	-0,9
Total comprehensive income for the year	13,2	6,3	54,2	47,3
Total comprehensive income attributable to:				
Parent Company's shareholders	13,1	6,2	53,9	47,0
Non-controlling interests	0,1	0,1	0,3	0,3

FINANCIAL REPORT

CONSOLIDATED STATEMENT OF FINANCIAL POSITION, MEUR	31 March 2017	31 March 2016	31 Dec 2016
Assets			
Fixed assets			
Intangible fixed assets	18,3	19,0	18,1
Tangible fixed assets	41,9	42,3	41,7
Financial assets	20,9	13,0	19,6
Total fixed assets	81,1	74,3	79,4
Current assets			
Inventories	118,9	117,4	121,1
Accounts receivable trade and other receivables	61,3	47,0	39,9
Prepaid expenses and accrued income	3,7	4,3	4,8
Cash and cash equivalents	69,8	54,0	76,8
Total current assets	253,7	222,7	242,6
Total assets	334,8	297,0	322,0
Equity and liabilities			
Equity and reserves attributable to the Parent Company's shareholders	199,8	154,1	186,7
Non-controlling interest	2,7	2,3	2,6
Total equity	202,5	156,4	189,3
Liabilities			
Non-current liabilities			
Other non-current liabilities	10,0	6,8	9,5
Interest bearing liabilities	-	-	-
Total non-current liabilities	10,0	6,8	9,5
Current liabilities			
Other current liabilities	48,4	54,7	48,5
Interest bearing liabilities	54,0	61,4	52,2
Accrued expenses and deferred income	19,9	17,7	22,5
Total current liabilities	122,3	133,8	123,2
Total equity and liabilities	334,8	297,0	322,0

FINANCIAL REPORT

Statement of changes in Equity TMEUR	Share capital	Other contributed capital	Retained earnings	Total	Non-controlling interest	Total Equity
01-01-2016	12,4	39,8	95,6	147,8	2,3	150,0
Net Profit for the year			7,4	7,4	0,1	7,4
Other comprehensive income for the year			-1,1	-1,1	-	-1,1
Total comprehensive income for the year	-	-	6,3	6,3	0,1	6,4
31-03-2016	12,4	39,8	101,9	154,1	2,3	156,4
01-01-2017	12,4	39,8	134,6	186,7	2,6	189,3
Changes during 2017						
Net Profit for the year			13,7	13,7	0,1	13,8
Other comprehensive income for the year			-0,6	-0,6	-	-0,6
Total comprehensive income for the year	-	-	13,1	13,1	0,1	13,2
31-03-2017	12,4	39,8	147,6	199,8	2,7	202,5

FINANCIAL REPORT

Consolidated statement of cash flows	3 month		12 month
	Jan - Mar	Jan - Mar	Jan - Dec
	2017	2016	2016
MEUR			
OPERATING ACTIVITIES			
Net profit for the year	13,8	7,4	48,2
Tax expense in income statement	3,9	3,1	10,4
Financial result net in income statement	0,6	2,2	2,0
Depreciation/amortisation	3,1	2,9	13,1
Adjustment for non cash items	0,4	-1,3	0,4
Interest and dividends realised		0,1	0,1
Interest paid	-0,5	-0,8	-1,8
Income tax paid	-8,5	-5,3	-10,5
	12,8	8,3	61,8
Change in inventories	2,3	-1,1	-4,8
Change in operating receivables	-20,3	-12,6	-5,3
Change in operating liabilities	1,5	7,6	-0,1
Cash flow from operating activities	-3,7	2,2	51,6
INVESTING ACTIVITIES			
Purchase of intangible assets	-0,7	-0,2	-0,8
Purchase of tangible fixed assets	-2,9	-1,6	-11,0
Sale of tangible fixed assets		0,1	0,2
Acquisition of subsidiaries, net of cash acquired		-0,2	-0,2
Change in financial assets	0,3	0,1	
Cash flow from investing activities	-3,3	-1,8	-11,8
FINANCING ACTIVITIES			
Borrowings		-2,9	-12,8
Purchase of own shares			-0,8
Dividends paid			-7,3
Cash flow from financing activities		-2,9	-20,8
Change in cash and cash equivalents	-7,0	-2,5	19,0
Cash and cash equivalents at beginning of year	76,8	58,0	58,0
Effect of exchange rate differences on cash and cash equivalents		-1,5	-0,2
Cash and cash equivalents at period-end	69,8	54,0	76,8

Notes to the financial report

Note 1 Accounting principles

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

The Group applies the International Financial Reporting Standards (IFRS) as they are adopted by EU and are in compliance with IFRS and issued by the IASB. This quarterly report is prepared in accordance with IAS 34, Interim Financial Reporting. The new additions and clarifications regarding IFRS, which became effective January 1, 2017 have not had any significant impact on the financial report. The accounting policies adopted are consistent with those applied in the Annual Report for the year ended 31 December 2016 and should be read in conjunction with these.

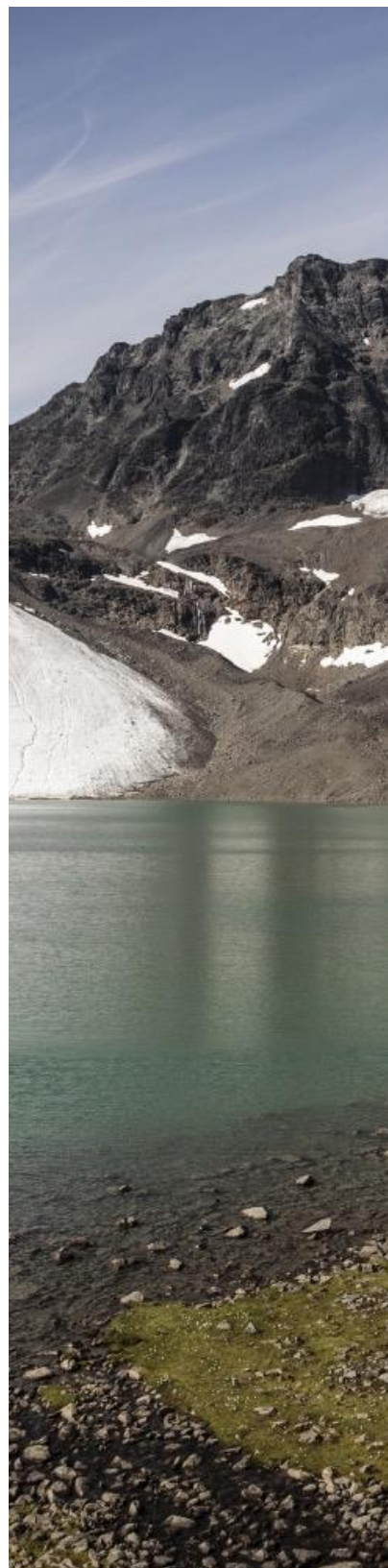
The Group presents consolidated financial data in EUR (conversion rates in accordance with Note 3).

Note 2 Risks

The risk factors of the Group are presented in the last published annual report, page 24.

Note 3 Exchange rates

	Average rate			Balance sheet closing rate		
	Jan - Mar 2017	Jan - Mar 2016	Jan - Dec 2016	2017-03-31	2016-03-31	2016-12-31
SEK/EUR	9,5167	9,2253	9,4700	9,5322	9,2985	9,5525
CHF/EUR	1,0671	1,0931	1,0905	1,0696	1,0996	1,0739
USD/EUR	1,0680	1,1385	1,1026	1,0691	1,1059	1,0541
SEK/CHF	8,9186	8,4396	8,6837	8,9119	8,4565	8,8951



Notes to the financial report

Note 4 Hedge accounting

	2017-03-31	2016-12-31	2016-03-31
Market value	1 220	2 219	-195
FX Forwards			
Purchased TUSD	44 460	27 000	26 100
Sold TEUR	39 874	23 223	22 771
Rate	1,115	1,163	1,146
Purchasded TEUR			5 673
Sold TNOK			55 000
Rate			9,695
Interest swap			
Paying long term due 2020-03-19, TUSD	15 000	15 000	
Getting short term 3 months, TUSD	15 000	15 000	
Paying long term due 2020-03-19, TEUR	10 000	10 000	
Getting short term 3 months, TEUR	10 000	10 000	

Accounting method

The market value is reported in full as a change in the hedging reserve in other comprehensive income in equity.

Notes to the financial report

Note 5 Segment reporting – sales and operating result

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

	Brands		Frilufts		Global sales		Common		Group	
	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
External sales, MEUR	31,4	25,9	51,4	51,5	40,8	30,6	0,2	0,4	123,8	108,4
Operating profit, MEUR	15,5	14,2	-1,9	-2,1	6,5	3,9	-1,8	-3,3	18,3	12,7
Number of Stores	23	18	60	58					83	76
of which are franchise			4	3					4	3
Fixed assets	22,6	21,3	34,8	34,7	12,8	9,4	10,9	8,9	81,1	74,3
Cap. Expenditures 3 months	0,4	1,0	2,1	0,3	0,1	0,2	1,0	0,3	3,6	1,8

External sales per market	Brands		Frilufts		Global sales		Common		Total	
	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar	Jan - mar
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Switzerland					2,8	2,2			2,8	2,2
Sweden	5,3	4,1	10,4	10,6				0,1	15,7	14,8
Other Nordic countries	0,8	0,5	4,8	5,1	11,8	8,3			17,4	13,9
Germany	17,1	14,1	36,2	35,8			0,2	0,3	53,5	50,2
Benelux	2,5	2,9			4,1	3,6			6,6	6,5
Other Europe	0,4	0,1			10,1	7,0			10,5	7,1
North America	4,7	3,6			5,8	6,5			10,5	10,1
Other World	0,6	0,6			6,2	3,0			6,8	3,6
Total	31,4	25,9	51,4	51,5	40,8	30,6	0,2	0,4	123,8	108,4

Notes to the financial report

Note 7 Major events during the period

No major events, besides what has been reported in this report can be noted.

Note 8 Events after period closing

Fenix Outdoor International AG has signed an agreement where Fenix will take a 75% ownership in its South Korean distributor, Alpen International Co. Ltd, through a new issue of shares by Alpen

Note 9 Transactions with related parties

There have been no major changes in relations or transactions with related parties compared to 2016.

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Zug May 9, 2017

The CEO certifies that the interim 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 face.

MARTIN NORDIN
CEO

The interim report is not reviewed by Auditors of the Group.