

## TURNAROUND IN BUSINESS FOR THE 1<sup>ST</sup> QUARTER OF 2017/2018

- **+19%: Revenue growth compared to Q1 of 2016/2017**
- **Successful portfolio diversification towards higher-margin products**
- **Upswing in international sales, particularly in the United States, Canada and the Middle East**
- **New partnership with Disney in Russia**
- **Confirmation of announced trends: return to growth and profitability in 2017/2018**

Lexibook (ISIN FR0000033599) today announces its revenue (unaudited) for the quarter ended June 30, 2017 (Period from April 1 to June 30, 2017).

(In M€)	Q1 2017/2018	Q1 2016/2017	Growth
<b>Consolidated turnover</b>	<b>5.0</b>	<b>4.2</b>	<b>+19%</b>
<i>Including FOB</i>	1.9	1.4	
<i>Including Non-FOB</i>	3.1	2.8	

Aymeric Le Cottier, Lexibook's CEO commented: "We are delighted by the strong start of the year and the first tangible results of the reorganisation of the company's commercial operations started in 2016/2017.

This quarter, we are reaping the benefits of the diversification of our portfolio in own-brand products beyond tablets that, as expected, represents barely 10% of sales this quarter, towards higher-margin products such as new calculators with exam mode. We are also taking full advantage of the upswing in international sales and the signing of a new licensing agreement with Disney in Russia, which has already allowed us to receive and deliver our first orders there.

License sales are relatively stable with faster than expected destocking for old ranges of certain licenses (for example: Dory, Soy Luna, Star Wars and The Avengers). This was offset by strong licenses in the portfolio such as Cars and the first sales related to the recent signing of new major licenses such as Scrabble, Paw Patrol, Minions and Spiderman, whose current scheduled release looks promising.

With a rebound in sales during the first quarter and substantial movie releases expected for the remainder of the year, we can confirm our outlook of returning to growth and profitability for the 2017/2018 year."

## **Outlook**

During the traditionally weak first quarter, the Group achieved good commercial results, notably in higher-margin own-brand products.

Throughout the year, the Group intends to continue its development strategy of licensing activities which offer higher visibility through multi-year contracts and should benefit from substantial movie releases related to its licenses with the release of multiple blockbusters such as: Despicable Me and Spiderman in July, Cars 3 in August 2017 and Star Wars Episode 8 in December 2017.

In this context, the Group confirms its outlook of returning to growth and profitability in 2017/2018.

## **2017/2018 Financial Calendar**

- Annual General Meeting: September 14, 2017
- 2<sup>nd</sup> quarter sales revenue 2017-2018: October 30, 2017
- Results of the first half of 2017-2018: November 30, 2017
- 3<sup>rd</sup> quarter sales revenue 2017-2018: January 15, 2018
- Annual sales revenue 2017/2018: April 30, 2018
- Income for year 2017/2018: June 30, 2018

## **About Lexibook**

The company LEXIBOOK designs and commercialises a complete range of consumer electronic goods: owner of 43 trademarks, LEXIBOOK is the European leader in licensed consumer electronic goods. The share of capital of Lexibook' is composed of 6,249,849 shares listed on the Alternext market in Paris (Euronext). ISIN: FR0000033599 – ALLEX; ICB: 3743 – Consumer electronics. For additional information: [www.lexibook.com](http://www.lexibook.com).

## **Contacts**

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