



## 2015 results : Frank improvement of the margin & EBITDA restated

- Frank improvement of the margin rate
- Increase of the launch from the boost plan access of profitability
- Return objective for the maintained Ebitda's equilibrium
- A net result, Group's share increased by 5 MEUR

CYBERGUN, leader in the leisure shooting area, released its results for the year 2015 (ended March 31<sup>st</sup> 2016), stopped on June 29<sup>th</sup> 2016 by the Administrative Council.

The annual financial report was made public and can be read on the company's website at the following address: [www.cybergun.com](http://www.cybergun.com) (Company's info/ Investors/ Regulated Information).

IFRS norms Non audit data	In MEUR	
	2014	2015
<b>Annual turnover</b>	<b>45,9</b>	<b>41,3</b>
<b>Margin</b>	<b>12,5</b>	<b>12,4</b>
% of turnover	27,1%	30,1%
<b>EBITDA restated <sup>1</sup></b>	<b>-2,4</b>	<b>-1,4</b>
Current operational results	-10,2	-5,2
Operational results	-13,3	-6,9
Cost of the financial indebtedness	-1,2	-0,7
<b>Gross result of the time period</b>	<b>-13,0</b>	<b>-8,1</b>

### RESULTS ANALYSIS

During the 2015 fiscal year, CYBERGUN consolidated its turnover, which is now 41,3 MEUR, versus 45,9 MEUR in 2014 with a significant increase of the gross margin. Indeed, even with a decrease of the turnover, the sales performances allows a stabilization of the gross margin at 12,5 MEUR at the end of the 2015 fiscal year, versus 12,4 MEUR the previous year.

Hugo BRUGIERE, Vice-President & CEO of the group comments: « The turnover's race as a unique aim almost killed the CYBERGUN group, which is the reason why we have switched tactics for a profitability one. Today we have crossed a first bearing, the one where we want to attain our objective to increase our gross margin. As was previously announced, we are focusing our efforts towards speeding up our investment with our customers and distribution channels, a more reliable and rewarding route. We are thrilled that our first indicators show that the efforts we have lead on the field are already showcasing a lot of success. »

Thanks to a renewed control of the external cost (-18,8% for the fiscal year, meaning -2 MEUR) and the decrease of the labor cost (-10%, meaning -0,7 MEUR), which will be showing its full effect during the upcoming fiscal year, the EBITDA restated was improved by about de 1 MEUR during the 2015 fiscal year, to be -1,4 MEUR and this with the impact from the loss of a very big USA customer.

<sup>1</sup> Current operational results before restructuration fees, depreciation & provisions

The current operational result (except the goodwill depreciation) is -5,2 MEUR, versus - 10,2 MEUR for the previous fiscal year, meaning a 5 MEUR increase.

After taking into account other products and operational charges as well as goodwill depreciation, the operational result shows an increase of 6,3 MEUR, to -6,9 MEUR, versus -13,3 MEUR in 2014.

On March 31<sup>st</sup> 2016, the net share of the group is -8,1 MEUR for the 2015 fiscal year versus 3,0 MEUR for the 2014 fiscal year, meaning an improvement of 5 MEUR.

### **EUROPE : FIRST TO BENEFIT FROM THE ECONOMIC DOWNTURN PLAN**

The turnover that was done in France, first country to have benefited from the economic downturn plan measures, shows an improvement of +19,7% to attain 14,6 MEUR, versus 12,2 MEUR for the previous fiscal year.

On a global scale, Europe is showing a slight withdrawal for this fiscal year of -3,3%, mainly due to the Russian activity ceasing as well as halt of shipments to risky clients and a deep reorganization with the shutdown of warehouses in Aarhus (Denmark), Milan (Italy) et Ljubljana (Slovenia). The results when you look at executed margins are good and the trend is showing an increase.

### **USA : A LATE PLAN BUT STILL A LIVELY MARKET**

The USA's activity, last area to have seen the launch of the economic downturn plan (last January), is still being penalized by the decreasing orders from one of their main customer, important chain store that represents a 5,2 MUSD annual turnover as well as the 9-month long delay in the launch of the 22 LR caliber.

However, the US are still showing the vivacity of the market with a significant increase of the margins (+6,5%). The reorganization that was launch by the local team and directly overseen by Hugo BRUGIERE should allow the current subsidiaries in the USA, a saving of 0,7 MUSD in a full year, with the grouping of the Minneapolis & Dallas warehouses which will become effective over the summer of 2016.

### **END OF MARCH 2016 FINANCIAL SITUATION**

In the last few years, the group has benefited from a tighter and more rigorous management style, when it comes to its needs for working capitals, within a narrow treasury situation even with refinancing from its main shareholder (Restarted Investment). With that also came the strengthening of numerous shareholders as well as the added resources that came from the arrival of new shareholders, such as ROMANO and the GUIBOR funds.

On top of a more optimized management, which permits the decrease of the slow rotating references, the group accentuated its efforts on securing the customer's post along with launching an action plan, closely followed in order to recover the oldest debts.

CYBERGUN's ends the 2015 fiscal year with 11,4 MEUR of owed funds and a net financial debt of 15 MEUR, with 9,8 MEUR of obligatory debt with a deadline of 2020 and 5,0 MUSD on the short term. The main part of this obligatory debts represents an American financial line of 7,2 MUSD, taken out in October 2014, which aimed at re-launching the RI company.

### **PERSPECTIVES**

CYBERGUN is aiming for the EBITDA restated's equilibrium during the second semester for the 2016 fiscal year. This equilibrium will be implemented with the decrease of the structure's cost (logistic in the USA) as well as the development of the sales via traditional and online channels.

To attain the objective, the following actions have already been started:

- Finalization of the USA activity reorganization (rationalization of logistic cost, new regional 'Chain Stores' conquest, launch of the 22 caliber);
- Emphasis of the sales' efforts for South America & Eastern Europe;

- Development of the Asia area's activity (strengthening of the Hong Kong subsidiary, creation of a subsidiary in Japan in July 2016).

The 2016 fiscal year will be marked by the start of the military department with the shipment of the first orders signed in 2015. The group is aiming for the introduction of firearms replica for Law Enforcement trainings, where the personnel can simulate the real situation without using real weapons, with considerable economy in term of maintenance cost.

Hugo BRUGIERE, Vice-President and CEO of the group concludes: « The loss of an important customer during this fiscal year prevented us from attaining the positive *EBITDA* we were expecting. However, the benefit from the restructuring plan allowed us to improve by a significant margin numerous important ratios. We congratulate ourselves for the efforts and savings we did. Today, we are very confident, like our shareholders, when it comes to CYBERGUN's objectives. Our teams and myself included, are giving 100% to cross the new challenge of the current fiscal year, that we know, will be synonym with profitability. »

Receive all of the financial information from the Cybergun's company for free via email by subscribing on :

[www.cybergun.com](http://www.cybergun.com)

**About Cybergun :** [www.cybergun.com](http://www.cybergun.com)

Cybergun is a worldwide leader in the leisure shooting area, referred as an « Innovative company » by Bpifrance. During its closed exercise of March 31<sup>st</sup> 2016, the company had a turnover of 41.3 Million Euros. The Cybergun titles are eligible at FCPI, PEA as well as PEA-PME.

Cybergun shares: FR0004031839 – ALCYB - Obligation Cybergun : FR0010945725 – CYBO

Contacts :

ACTUS finance & communication

Relations Investisseurs : Jérôme Fabreguettes-Leib au +33 1 53 67 36 78

Relations Presse : Nicolas Bouchez au +33 1 53 67 36 74

ATOUT CAPITAL

Listing Sponsor: Rodolphe Ossola au +33 1 56 69 61 86

Discover the product range of Cybergun at:

[www.facebook.com/cybergun](https://www.facebook.com/cybergun)

[www.youtube.com/user/MrCybergun](https://www.youtube.com/user/MrCybergun)