

## EOS Group impresses with outstanding result and clearly defined strategy

- Sales and EBT up once again on previous year
- Germany the most important market with a 46 per cent share of revenue
- Company makes its biggest ever investment in IT systems

**Hamburg, 17 July 2017** – For the financial year 2016/17, Hamburg-based EOS Consolidated is reporting an exceptionally good result: At 195.4 million euros, its EBT (earnings before tax) is well above the previous year's total. The debt collection specialist has also significantly increased its sales to 663.8 million euros.

This success is all the more remarkable given that the competitive pressures are growing: 'Due to expansionary monetary policy, numerous competitors with a lot of capital are swamping the market. Nevertheless we have held our ground very well, particularly in the receivables purchasing segment', says Klaus Engberding, Chairman of the EOS Group's Board of Directors. EOS Consolidated has substantially increased its investment in this sector. 'Our expertise in analysing, acquiring and processing non-performing debt portfolios is acknowledged and valued in the industry', he continues.

However, EOS was not going to be resting on its laurels. 'Our focus is on the future. For example, we want to further increase our efficiency and therefore are putting even more emphasis than before on data-driven management of debt collection processes.' At 90 million euros, EOS Consolidated is making its largest investment ever in IT systems.

'We are not just investing in bits and bytes but also in people. To make the best possible use of the opportunities afforded by digitalisation, we need the right mindset', says Mr Engberding. This is why the Group has initiated a comprehensive change process: 'With our Cultural Journey@EOS we are defining how we are going to be working together in the future and to what end. It is a process that will involve our entire workforce of around 7,000 people worldwide'.

### Overview of key performance indicators:

	2016/17	2015/16
<b>Sales revenue (MEUR)</b>	663.8	596.1
<b>EBITDA (MEUR)</b>	222.6	173.8
<b>EBT (MEUR)</b>	195.4	181.4



With a 46 per cent share of revenue, Germany remains the company's most important regional market. Compared with the previous year, it grew by 11.1 per cent to 305.5 million euros. Developments in Western Europe were very gratifying, with sales revenue up 33.5 per cent to 164.2 million euros. One reason for this is the strong increase in investments in receivables purchases, for example in France and Belgium.

In Eastern Europe, sales revenue rose by 21.5 per cent to 131.4 million euros. This is the highest level in the region in the history of the EOS Group to date. The much higher revenue from receivables purchases in Croatia and Hungary made a significant contribution to this pleasing result. In North America, sales revenue fell to 59.5 million euros. This is attributable above all to the downturn in receivables management for government-issued student loans.

Further details are provided in the latest issue of our annual publication "Insights" at [www.eos-solutions.com/insights](http://www.eos-solutions.com/insights)

#### **The EOS Group**

The EOS Group is one of the leading international providers of customised financial services. Its main focus is on receivables management covering three key business segments: fiduciary collection, debt purchase and business process outsourcing. With around 7,000 employees and more than 55 subsidiaries, EOS offers some 20,000 clients in 26 countries around the world financial security with tailored services in the B2C and B2B segments. Being connected to an international network of partner companies, the EOS Group has access to resources in more than 180 countries. Its key target sectors are banking, utilities and telecommunications, along with the public sector, real estate, mail order and e-commerce. For more information please visit: [www.eos-solutions.com](http://www.eos-solutions.com).

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