BeterBed
holding

Annual Report 2016

Other information

Historical summary

at 31 December	2016	2015	2014	2013	2012	2011
Result (in thousand €)						
Revenue	**410,457**	385,440	363,953	357,363	397,288	397,035
Gross profit	**237,107**	222,215	208,653	203,185	223,843	224,410
EBITDA[1]	**37,203**	41,115	31,284	22,272	38,143	46,798
Operating profit (EBIT)	**26,035**	30,699	23,042	12,284	23,719	38,288
Net profit	**19,015**	22,559	16,860	8,198	14,418	28,025
Depreciation, amortisation and impairment	**11,168**	9,825	8,242	9,988	14,424	8,510
Cash flow[2]	**30,183**	32,975	25,102	18,186	28,842	36,535
Net investment	**16,209**	15,372	12,207	4,633	10,262	13,082
Capital (in thousand €)						
Total assets	**143,617**	131,677	117,123	102,485	110,855	114,571
Equity	**76,878**	75,750	68,635	57,963	55,832	62,015
Figures per share						
Net profit in €	**0.87**	1.03	0.77	0.38	0.67	1.29
Cash flow in €	**1.37**	1.50	1.15	0.84	1.33	1.69
Dividend paid in €	**0.74**	0.87	0.65	0.27	0.47	1.10
Average number of outstanding shares (in 1,000 of shares)	**21,956**	21,947	21,855	21,734	21,681	21,660
Share price in € at year-end	**16.90**	22.48	17.20	17.61	13.20	13.99
Ratios						
Revenue growth	**6.5%**	5.9%	1.8%	-10.0%	0.1%	6.0%
Gross profit/revenue	**57.8%**	57.7%	57.3%	56.9%	56.3%	56.5%
EBITDA/revenue	**9.1%**	10.7%	8.6%	6.2%	9.6%	11.8%
Operating profit/revenue	**6.3%**	8.0%	6.3%	3.4%	6.0%	9.6%
Net profit/revenue	**4.6%**	5.9%	4.6%	2.3%	3.6%	7.1%
Solvency	**53.5%**	57.5%	58.6%	56.6%	50.4%	54.1%
Other information						
Number of stores at year-end	**1,206**	1,161	1,127	1,175	1,219	1,187
Number of FTE at year-end	**2,765**	2,513	2,369	2,420	2,495	2,451
Revenue per FTE (in € 1,000)	**148**	153	154	148	159	165

1 *Operating profit plus depreciation, amortisation, impairments and carrying amount of disposals. Before 2015, the operating profit was not adjusted for the carrying amount of disposals.*

2 *Net profit plus depreciation, amortisation, impairments and carrying amount of disposals. Before 2015, net profit was not adjusted for the carrying amounts of disposals.*

Financial calendar

12 May 2017	Q1 2017 trading update
18 May 2017	Annual General Meeting
19 May 2017	Declaration of dividend
22 May 2017	Listing ex-dividend (final) 2016
23 May 2017	Record date of final dividend 2016
8 June 2017	Payment of final dividend 2016
14 July 2017	Q2 2017 trading update
30 August 2017	Half-year figures 2017
30 August 2017	Analysts' meeting half-year figures 2017
3 November 2017	Q3 2017 trading update
7 November 2017	Listing ex-dividend (interim) 2017
8 November 2017	Record date of interim dividend 2017
22 November 2017	Payment of interim dividend 2017
19 January 2018	Q4 2017 trading update

The current financial calendar is available on www.beterbedholding.com.

This annual report is published by

Beter Bed Holding N.V.
Linie 27
5405 AR Uden
The Netherlands

P.O. Box 716
5400 AS Uden
The Netherlands

T: +31 413 338 819
E: bbholding@beterbed.nl
W: www.beterbedholding.com

Copy

Beter Bed Holding N.V., Uden, The Netherlands

Design and layout

Monter, Amsterdam, The Netherlands

Production and coordination

Tangelo Software BV, Zeist, The Netherlands

Report

Period: 2016 calendar year
Annual report publication date: 29 March 2017
Publication date of previous annual report: 21 March 2016