



Media release

Preliminary result 2017: **Sales increase – positive net result**

Zug, 13 February 2018 - The Precious Woods Group has achieved a sales increase of 8.9%, improved earnings before interest and taxes (EBIT), and a positive net result.

in million EUR	2017	2016	Index
Net sales	45.0	41.3	108.9%
EBITDA	8.0	6.9	116.7%
margin	17.9%	16.7%	
EBIT	3.2	1.6	200.9%
margin	7.2%	3.9%	
Net result	1.5	-2.8	n/a
margin	3.2%	-6.7%	

The 2017 result was adversely affected before the end of the year by infrastructure problems in Gabon and Brazil. Extensive inspections at the Port of Manaus impeded container loading, and in Gabon the shipment of sawn timber was delayed due to partial strikes by the customs authorities. As a result, the sales growth target of >10% could not be reached. Nevertheless, a significant increase in profitability was achieved.

The equity ratio increased from 28.1% at the end of 2016 to 28.8% in the current fiscal year. Working capital increased by EUR 3.9 million from 27.9% of sales to 34.4% of sales due to the above-mentioned delivery difficulties.

All companies passed their FSC audits in 2017 with the highest marks. For the first time, they also underwent PEFC/PAFC audits, with the same result. We now hold double certification for all Group companies. With the PEFC/PAFC certificate, which has a sustainability level comparable to the FSC certificate, we are achieving better market access as we reach those customers who already have this certificate.

In 2018, our focus will be on increased processing volumes at both locations and additional investments in our value added processing capacity. Both will lead to growth in sales and profitability.

More detailed explanations will follow in the presentation of the annual report.

Upcoming events:

Presentation of the annual report: 25 April 2018
Annual general meeting in Zurich: 17 May 2018

Information:

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Precious Woods is an international company active in the sustainable management and use of tropical forests. The company's core activities include sustainable management of tropical forests, timber processing and the trading of FSC-certified timber products. The generation of emission rights and electricity from wood waste represent further integral elements of the company's business. Additional information about Precious Woods can be found at www.preciouswoods.com

This document includes forward-looking statements that reflect the Company's intentions, beliefs or current expectations and projections about the Company's future results of operations, financial condition, liquidity, performance, prospects, strategies, opportunities and the industry in which it operates. Forward-looking statements involve all matters that are not historical fact. Such statements are made on the basis of assumptions and expectations which, although the Company believes them to be reasonable at this time, may prove to be erroneous.