

EOS Group once again increases revenue and profit

- **New highs in revenue and EBITDA**
- **Strong investment in debt purchases: another step towards becoming a global financial investor**
- **“We will greatly expand our real estate-secured business, besides unsecured debt purchasing.”**

Hamburg, Germany; July 16, 2019 – EOS Group, with headquarters in Hamburg, increased its revenue in financial 2018/19 by 2.3 percent to EUR 813.7 million. Earnings before interest, taxes, depreciation, and amortization (EBITDA) grew to EUR 283.6 million. Thus, the international provider of customized financial services, which belongs to Otto Group, chalked up a new record in both key performance indicators. One of the main reasons for the positive development was the high investment in the purchase of unsecured and secured debt portfolios: EOS invested EUR 668 million in receivables and real estate in the last financial year and is evolving more and more into a global financial investor.

Find an overview of the EOS Group’s key performance indicators in our [online annual report](#).

High investment in debt purchases continues unabated

“I am happy about the extremely satisfactory financial year,” says Klaus Engberding, Chairman of the EOS Group’s Board of Directors. “Both for revenue and for profit, we once again achieved an outstanding level. Despite the financial year harmonization in the previous year*, we were able to increase the revenue of EOS Group. This is a clear sign of our sustainable business growth,” states Engberding. “We will greatly expand our real estate-secured business, besides unsecured debt purchasing. With our data-driven technologies, we can optimally assess and process receivables – the perfect basis for continuing to invest strongly in worldwide debt purchases.”

*In the 2017–2018 reporting period around 30 EOS companies were included with 14 instead of 12 months in the consolidated year-end financial statements.



EOS Group comprises more than 60 companies in 26 countries and employs more than 7,500 people. Via a partner network, EOS offers smart services to its around 20,000 customers in 180 countries around the world.

Overview of key performance indicators:

	2018/19	2017/18
Revenue (EUR million)	813.7	795.0
<i>of which</i>		
<i>Germany</i>	<i>341.1</i>	<i>327.5</i>
<i>Western Europe</i>	<i>220.9</i>	<i>240.4</i>
<i>Eastern Europe</i>	<i>203.2</i>	<i>183.2</i>
<i>North America</i>	<i>48.5</i>	<i>44.0</i>
EBITDA (EUR million)	283.6	279.8

Differences may be shown in tables due to rounding.

Germany remains most important EOS market

With a share of around 42 percent of consolidated revenue, Germany remains the strongest market in EOS Group in terms of revenue. In financial 2018/19 sales revenue there rose to EUR 341.1 million. “Despite the aggressive price competition, we were able to not only increase our investments in debt purchases by around a quarter but also expand our fiduciary business by 18 percent,” explains Andreas Kropp, Member of the EOS Group’s Board of Directors and responsible for the German market. “We also stepped up investments in real estate-secured receivables and real estate to be restructured. Our inventory of commercial real estate nearly doubled.”

Eastern Europe with an increase in secured receivables

In Eastern Europe, EOS is enjoying all-time highs: “We are very proud of our result in Eastern Europe for the last financial year,” says Marwin Ramcke, Member of the EOS Group’s Board of Directors and responsible for this region. “At 203.2 million euros, revenue exceeds that of the previous year by more than ten percent. Earnings before tax are also much higher than in last reporting period.” For both KPIs, EOS reached the highest level ever in this region. “We were able to increase our investment volume in bad debt portfolios again. Especially in Poland and Croatia, but

also in Russia and Slovakia, the level from the previous year was clearly surpassed,” comments Ramcke. Investment in secured receivables in particular was expanded; EOS is now active in this field in nine Eastern European countries. Ramcke: “We continue to see excellent growth opportunities in this segment and plan on expanding the business segment to all our Eastern European locations in the future.”

Growth in Western Europe and North America

Adjusted for a one-time effect, the revenue of EOS for West Europe showed an increase. “One of the reasons for our positive development in this region was stronger investments in debt purchases,” comments Andreas Witzig, Member of the EOS Group’s Board of Directors and responsible for the regions of Western Europe and North America. “Thus, for example, we were able to acquire a portfolio from mortgage lender Crédit Immobilier de France with a nominal value of EUR 125 million. Also in Austria and Switzerland, we were clearly above and in Belgium slightly above the planned volume with our investments in debt portfolios.” In the region of North America, EOS was able to post an increase in revenue of a good 10 percent.

Downloads / further information:

- [Interview with CEO Klaus Engberding](#)
- [Interview with CFO Justus Hecking-Veltman](#)
- [Interview with Andreas-Kropp \(Germany\)](#)
- [Interview with Andreas Witzig \(Western Europe\)](#)
- [Interview with Marwin Ramcke \(Eastern Europe\)](#)

- [EOS Annual Report 2018/19 as PDF](#)
- [Infographic: EOS Consolidated revenue by region](#)

About EOS Group

The EOS Group is one of the leading international providers of customized financial services. As a specialist in the evaluation and processing of receivables EOS deploys new technologies to offer its some 20,000 customers in 26 countries financial security through smart services. The company’s core business is the purchase of unsecured and secured debt portfolios. Working within an international network of partner companies, the EOS Group has a workforce of around 7,500 and more than 60 subsidiaries, so it can access resources in more than 180 countries. Its key target sectors are banking, utilities, real estate and e-commerce. EOS is part of Otto Group.



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