



B&S Group completes acquisition of US leading online discount retailer FragranceNet.com

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B&S group S.A. (“B&S Group” or the “Group”), a fast-growing, global distribution partner for consumer goods, today announces that it has successfully completed the acquisition of 75% of FragranceNet.com, Inc. (“FragranceNet.com”) through JTG, a subsidiary of the HTG business segment of B&S Group. The agreement on the acquisition was announced by B&S Group in its press release of August 28, 2018.

FragranceNet.com is a leading online discount fragrance retailer, established in North America in 1997 and primarily engaged in the sale of brand name perfumes to end-consumers. Over financial year 2017 (YE at March 31, 2018) FragranceNet.com generated revenue of USD 216 million and a normalised EBITDA of USD 17.4 million and had approximately 250 employees.

FragranceNet.com is an excellent fit with B&S Group’s activities and its proprietary technology enables the Group to strengthen its sourcing network, buying power and assortment in its Health & Beauty category. The acquisition allows B&S Group to generate a substantial footprint in North America for its Health & Beauty category while the Group will support FragranceNet.com in the roll out of its business model to other geographical areas.

Market Abuse Regulation

This press release contains information within the meaning of Article 7(1) of the EU Market Abuse Regulation.

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About B&S Group

B&S Group is a global distribution partner for consumer goods in attractive channels and across specialised markets, such as Retail B2B (business-to-business), Maritime, Remote and Retail B2C (business-to-consumer). With a well-trained and experienced workforce of approximately 1,460 employees, the Group serves as a trusted and reliable partner to suppliers and customers, providing essential distribution services and solving their supply chain complexities. B&S Group operates a flexible, well invested and highly efficient distribution platform that comes with strong barriers to entry. Powered by high capacity warehouses and delivered with expertise in customs and compliance, the Group offers over 40,000 SKUs to its customers in more than 100 countries.



Forward-looking information / disclaimer

This press release includes forward-looking statements. Other than reported financial results and historical information, all statements included in this press release, including, without limitation, those regarding our financial position, business strategy and management plans and objectives for future operations, are, or may be deemed to be, forward-looking statements. These forward-looking statements may be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "plans", "projects", "anticipates", "expects", "intends", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. These forward-looking statements are based on our current expectations and projections about future events and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond B&S Group's ability to control or estimate precisely, such as future market conditions, the behaviour of other market participants and the actions of governmental regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release and are subject to change without notice. Other than as required by applicable law or the applicable rules of any exchange on which our securities may be traded, we have no intention or obligation to update forward-looking statements.