Q1|2016



Investment in Sleep

QUARTERLY STATEMENT JANUARY TO MARCH 2016

bmp Holding

Key Figures

		Q1/2016	Q1/2015
Sales revenue	in million €	4.2	0.0
Total operating performance	in million €	4.7	0.2
Material costs	in million €	-3.0	0.0
Cost-of-materials ratio	in %	69.5	N/A
Gross profit	in million €	1.3	0.0
EBITDA	in million €	-0.2	-0.1
Result from ordinary business activities	in million €	-2.3	-0.1
Net result	in million €	-2.3	1.1
Earnings per share	in €	-0.11	0.05
		31.03.2016	31.12.2015
Balance sheet total	in million €	25.2	26.0
Inventories	in million €	1.4	1.5
Cash on banks and cash on hand	in million €	2.3	1.9
Shareholders' equity	in million €	14.4	16.9
Equity ratio	in %	57.3	64.9

bmp Quarterly Statement, January – March 2016

- » Quarterly revenue of € 4.25 million
- » Consolidated earnings of minus € 2.3 million burdened through an individual value adjustment of almost € 2 million
- » Annual forecast for the operative business confirmed

Business performance in first quarter of 2016

bmp Holding AG's revenue developed in line with planning in the first quarter. Consolidated revenue amounted to ≤ 4.25 million (prior-year period: ≤ 0.0 million). Together, sleepz GmbH and the Matratzen Union Group companies thus generated growth of almost 40% in comparison to their revenue in the first quarter of 2015, when they were not yet included in the scope of consolidation of bmp Holding AG. Grafenfels Manufaktur GmbH did not yet contribute any revenue in the first quarter. The gross profit margin of slightly above 30% was also in line with expectations.

Consolidated earnings of minus \in 2.3 million (prior-year period: \in 1.05 million) were heavily burdened by a specific valuation allowance of approximately \in 2 million that was needed for one of the available-for-sale venture capital investments. The company had counted on a financing from former shareholders, which was cancelled at short notice. As a result, this former investment is highly vulnerable to default.

The operating subsidiaries sleepz GmbH, Grafenfels Manufaktur GmbH and the companies of the Matratzen Union Group developed in line with planning, with a net loss of \in 313 thousand. While Grafenfels and sleepz still reported losses, the Matratzen Union Group contributed a positive quarterly result. The holding company itself generated a loss of \in 142 thousand, which also developed in line with planning.

sleepz GmbH

sleepz GmbH posted only a slight increase

in revenue of 4.4% in the first quarter. This was partly due to the focus on higher-margin products and a reduction in deal business via Groupon. In addition, there are still some technical challenges to be solved and this will not be fully completed until the summer. These include better connections with marketplaces (Amazon etc.), which currently only contribute low revenues. bmp Holding slightly increased its share in sleepz GmbH from 60.08% to 66.2% as part of a financing round and the buyout of two smaller shareholders.

Matratzen Union Group

The Matratzen Union Group companies made a strong start to the first quarter of 2016, increasing its revenues by over 80% in comparison to the previous year quarter. This was attributable chiefly to better financial resources and the associated increase in inventories, resulting in higher product availability. Furthermore, additional well-known manufacturers were incorporated in the programme, with the effect that the product portfolio was also expanded. All of this resulted in a considerably stronger market positioning, enabling the Group to generate the highest incoming orders in its history.

Grafenfels Manufaktur GmbH

In the first quarter, the wholly owned subsidiary Grafenfels focussed on completing its product range and acquiring its first, mainly bricks-andmortar traders, which are now being equipped step by step with an innovative POS concept. The first traders have been supplied with products since April and sales of mattresses have since begun.

Remaining venture capital portfolio

As at the end of 2015, there were still 13 investments in the remaining venture capital portfolio. The investment Motor Entertainment GmbH was sold to co-shareholders in March, but no other sales of investments were implemented. Overall, sales of investments thus fell short of expectations. The carrying amount of the remaining investment portfolio came to \in 14.2 million as at 31 March 2016.

Net assets and financial position of the Group

There were no significant changes in the net assets and financial position of the Group in the first three months of 2016. Due to the quarter-ly loss equity decreased on \leq 14.4 million, the equity ratio amounts to 57% as at 31 March 2016.

Outlook

Because the second quarter seasonally tends to be weaker than the first in our sector, we expect to see a slight decrease in quarterly revenue from sleepz as well as of the Matratzen Union Group. At the same time, Grafenfels will make its first contribution to revenue, although this is expected to be small still. Overall, we therefore anticipate revenue of \in 3.5 million in the second quarter. Acquisitions of additional companies will not take place in the second quarter.

In view of the discontinuation of its venture capital business, in May bmp Holding AG rescinded the investment consultancy contract agreed with bmp Beteiligungsmanagement AG with a term from 2011 until the end of 2021 by mutual agreement and replaced it with a "contract for the management and sale of the old VC investments" with a significantly shorter term until the end of 2017. The contract provides for quarterly remuneration of \in 100 thousand from 1 April 2016 to 31 December 2017. The previously accrued carry claim is fully offset against this remuneration totalling \in 700 thousand.

The forecast for the year with organic revenue of \in 20 million and earnings from ordinary business activities of minus \in 1 million to minus \in 2 million still applies. The guidance of revenue of \in 25 million to \in 40 million including an additional one or two company acquisitions also remains in place, with the effect on consolidated revenue largely being influenced by the timing of possible acquisitions in the second half of the year. This in turn is dependent on the implementation of successful exits in the coming months.

Our long-standing Supervisory Board Chairman, Gerd Schmitz-Morkramer, will resign from his position for personal reasons at the end of the Annual General Meeting on 6 July 2016. Sven Rittau, a proven e-commerce expert, is to be elected as a new Supervisory Board member. We would like to thank Mr Schmitz-Morkramer for his always open and constructive collaboration and wish him all the best for the future.

Berlin, 31 May 2016

Oliver Borrmann - Executive Board -

This document is a quarterly statement in accordance with section 51a of the Exchange Rules for the Frankfurt Stock Exchange.

Statement of Comprehensive Income for the Period 01.01.2016 to 31.03.2016

	1.131.03. 2016	1.131.03. 2015
Sales revenue	€	T€
Sales revenue	4,246,742.70	0
Other operating income	4,240,742.70	0
Income from revaluation	9,862.06	0
Other operating income	303,174.07	0
Income from consulting and commissions	134,822.84	180
Cost of materials	134,022.04	100
Cost of sales and services purchased	-2,950,432.13	0
Staff costs	-2,550,452.15	0
	-408,647.19	-15
Wages and salaries	-69,340.46	-15 -3
Social security contributions and costs for pensions and support Depreciations	-09,340.40	-5
on tangible and intangible fixed assets	-34,852.77	-1
Other operating expenses	-34,632.77	-1
Expenses from revaluation	-2,020,093.83	0
Other operating expenses	-1,486,205.72	-238
Operating income	-2,274,970.43	-230
Income from investments	0.00	-//
Interest and similiar income	21,831.50	0
Interest and similar expenses	-90,404.46	-1
Income taxes	-14.00	-1
Result from ordinary business activities	-2,343,557.39	-78
Result from formerly discontinued operations Net result	0.00	1,133
	-2,343,557.39	1,054
Share of result of non-controlling interests	73,130.70	0 1 05 4
result attributable to shareholders of the company	-2,270,426.69	1,054
Earnings per share from ordinary business activities in \in	-0.11	-0,00
Earnings per share from discontinued operation in €	0.00	0,05
Earnings per share in €	-0.11	0,05
Consolidated net result	-2,343,557.39	1,054
Other comprehensive income	0.00	0
Comprehensive income	-2,343,557.39	1,054

About bmp Holding AG

bmp Holding AG (www.bmp-holding.de) is a corporate group focussing on the segment of sleep products (bedroom furniture, mattresses, bedding goods).

Its subsidiaries sleepz GmbH, Matratzen Union GmbH, Ecom Union GmbH and Markenschlaf GmbH operate online shops specialized in the segment of sleep products, among others www.perfekt-schlafen.de, www.markenschlaf.de, www.schlafnett.de, www.matratzenunion.de, www.schlafhan-del.de, www.onletto.de, www.schoene-traeume.de or www.matratzendiscount.de. Furthermore sleepz maintains a showroom in Berlin and Matratzen Union a factory outlet in Wolfhagen.

The bmp Group is one of the rapidly growing online retailers in the segment of sleep products in Germany. Via Grafenfels Manufaktur GmbH (www.grafenfels.de) bmp has also developed a highquality mattress-private label.

The group currently employs 50 people at its locations in Berlin, Ludwigsfelde, Wolfhagen and Kassel.

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