



## Historic 2021 turnover: €14.8M

Year	2019	2020	2021
Turnover (M€)	9,2	5,6	14,8

BOA Concept, an e-commerce accelerator specializing in intralogistics (FR0011365907 - ALBOA) achieved sales of €14.8 million in 2021, up 162% compared to 2020. , the company had recorded in 2019, before the health crisis, a turnover of 9.2 M€. 2021 turnover is therefore up 60% compared to 2019, exceeding the company's expectations, which had announced a 2021 turnover target of €12 million when announcing its half-year results. .

The financial year was marked by very strong development across all solutions. The dynamics created by a **multi-sector and multi-customer positioning**, cutting-edge R&D and ever more agile and modular facilities have greatly contributed to this success.

**BOA Concept operates in a sector experiencing sustained growth.** French people spent 129.1 billion euros on the internet in 2021, according to the Fevad, "Fédération du E-commerce et de la Vente à Distance" (Federation of e-commerce and distance selling). Sales of products and services online increased by 15.1% compared to the previous year. A sharp increase because in 2020, the e-commerce sector had already experienced growth of 8.5%.

In this very favourable context, BOA Concept achieved, thanks to all the solutions developed, an excellent performance with in particular the signing of 18 new customers and 40 installations. In addition, one of the strong axes is international development. This strategy is already working **with two facilities outside our borders, including one outside Europe.**

With a solid financial structure and a good level of cash, BOA Concept is more than a year ahead of the roadmap communicated during its IPO on Euronext Growth in June 2021. It has the means necessary to accelerate its development both by making the strategic investments necessary to expand the offer and to operate targeted external growth.

In this context, BOA Concept approaches 2022 with confidence to continue its sustained growth trajectory and to take the opportunities of this dynamic market.

### Next meeting :

2021 annual results, April 11, 2022

## About Boa Concept

BOA Concept, founded in 2012, is an e-commerce accelerator, innovative and specialist in intralogistics. BOA Concept installations operate on the principle of smart objects (IOT) thanks to on-board intelligence and have convinced big names in logistics and e-commerce in France, Western Europe and Morocco. Thanks to the ease of reuse of its made in France solutions, the company is fully in line with a CSR policy (#reuse). Based on a modular and easy-to-implement design, the company democratizes access to automation by offering a range of intelligent Plug-and-Carry® modular conveyors for light and heavy loads as well as a robotic storage system Plug-and-Store®. Led by a team of 50 people, a third of whom are in design offices and R&D, BOA Concept is based on the values of Flexibility, Responsiveness and Innovation.  
More information on: <https://www.boa-concept.com/en/homepage/>

## Contacts

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