EDIFY
Investment Partner

Press release
26 September 2019

FIRST HALF OF 2019

GROWTH IN SALES AND CURRENT OPERATING PROFIT

Consolidated data (unaudited, € millions)	H1 2018	H1 2019	Change
Sales	252.6	269.2	+6.6%
EBITDA	18.2	18.8	+3.2%
Current Operating Profit	6.7	7.1	+5.6%
Net profit/(loss)	(0.5)	(0.1)	NS
Operating cash flow	13.2	11.8	-11.0%
Net Financial Debt	101.7	97.9	-€3.8 m

REMINDER
The consolidation scope includes the parent company Edify and the subsidiaries de Buyer, Pellenc, Sirem, Thermo-Technologies, Usines Métallurgiques de Vallorbe and Zurflüh-Feller, which are fully consolidated, Gaviota-Simbac, which is proportionally consolidated, and Ligier, which is equity accounted.

SALES

Edify's consolidated sales totalled €269.2 million for the first six months of the financial year, an increase of 6.6% on a constant portfolio basis.

The growth reflects a significant acceleration in relation to previous half years. It was due to the excellent performance of Pellenc – resulting from the success of new products and the momentum of various markets – and, to a lesser extent, to an upturn in sales at Sirem and de Buyer.

In contrast, the trend remained virtually stable for the other equity interests as a result of the current economic climate.

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RESULTS

Edify's consolidated EBITDA grew from €18.2 million to €18.8 million, representing an increase of 3.2%.

This growth was impacted by an increase in development costs (marketing, research, etc.) in certain equity interests, notably de Buyer, Pellenc and Thermo-Technologies, which is consistent with the investment strategy.

Net loss went from €0.5 million to €0.1 million, taking into account goodwill amortisation of €4.6 million (under Luxembourg accounting standards) and capital gains of €2.2 million. As is the case every year, net profit/(loss) is of little significance at the end of the first half year due to the highly seasonal nature of sales, in particular at Pellenc, the leading contributor to the portfolio.

FINANCIAL POSITION

Over the first six months, net consolidated financial debt fell from €101.7 to €97.9 million. This slight improvement should be considered in the light of the ramp-up in investments and higher working capital requirements related to both the seasonality and anticipated growth of activities.

OUTLOOK

An increase in profits is expected over the second half-year given the seasonality of activities.

The strategic priorities include supporting the existing portfolio companies with their transformation and development, and improving the portfolio through strategic arbitrages and active search for long investment opportunities.

CORPORATE PROFILE

Edify is an industrial holding company listed on the Euro-MTF market of the Luxembourg Stock Exchange.

Its portfolio is comprised of majority and minority shareholdings in French, Spanish and Swiss industrial medium-sized businesses and SMEs, namely ***Zurflüh-Feller*** *(accessories and systems for roller shutters and industrial closing mechanisms),* ***Sirem*** *(motorised solutions for swimming pool covers, milk tank agitators and aqua fitness equipment),* ***Pellenc*** *(portable power tools and machinery for winegrowing, olive growing and green spaces),* ***Usines Métallurgiques de Vallorbe*** *(filing tools for the jewellery, watchmaking, forestry,* *car and aeronautical industries),* ***de Buyer*** *(items and utensils for cookery and patisserie),* ***Thermo-Technologies*** *(surface coating with precious metals using chemical or electrolytic processes and high-tech wires),* ***Gaviota-Simbac*** *(components and motors for awnings and roller shutters),* ***Ligier Group*** *(microcars for unlicensed drivers), and* ***Lacroix Emballages*** *(packaging for solid dairy products).*

SHAREHOLDERS' AGENDA

Publication of third quarter sales: 28 November 2019

CONTACTS

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