EDIFY
Investment Partner

Press release
25 March 2021

2020 ANNUAL RESULTS

SLIGHT INCREASE IN EBITDA AND NAV AGAINST THE BACKDROP OF AN UNPRECEDENTED CRISIS

Consolidated data (€ millions)	FY 2019	FY 2020	Change 2020/19
Sales	583.6	558.4	-4.3%
EBITDA	60.0	60.6	+1.0%
Current operating profit	35.8	35.0	-2.2%
Consolidated net profit	12.1	9.6	-20.7%
Net financial debt*	89.6	79.6	-12.7%
Net asset value	438.7	444.5	+1.3%

* The figure includes earn-out liability and deferred settlements

REMINDER

The consolidation scope includes the parent company Edify and the equity interests in 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

Following a first half of 2020 impacted by the pandemic, most of the companies returned to growth during the second semester (up 3.2%) : Gaviota-Simbac, de Buyer, Usines Métallurgiques de Vallorbe, Sirem and Zurflüh-Feller all recorded strong growth in sales over this semester (between 8% and 20% growth).

Edify's cumulative consolidated sales to the end of December totalled €558.4 million, a decline of 4.3% in real terms and 4.0% on a like-for-like basis. This was mainly due to Thermo-Technologies, which saw its sales decrease by approximately 11% as a result of its exposure to the aeronautical and automotive sectors that remain impacted by the health situation. Pellenc recorded stable sales.

RESULTS

Consolidated EBITDA grew slightly and totalled €60.6 million for the financial year.

This performance was primarily related to the measures taken by the various companies within the context of the pandemic (adjustment of overhead costs) and measures introduced by the public authorities (furlough schemes). The savings made enabled the companies in the portfolio to offset some or all of the costs and shortfalls caused by production stoppages. Some of them (de Buyer, Gaviota and Pellenc) achieved better results than in 2019.

Consolidated net profit stood at €9.6 million, down 20.7%. It was particularly impacted by a net financial expense of €6.6 million, due to the cost of debt and unfavourable exchange rate movements.

FINANCIAL POSITION

Consolidated net financial debt was reduced from €89.6 to €79.6 million over the financial year although the buyback by the Group of its own shares completed during the fourth quarter led to a cash outflow of €9.5 million[1].

Cash flow and working capital requirements holding up well, coupled with a moderation in investment programmes, led to significant debt reduction for the entities.

NET ASSETS

The net asset value[2] rose from €438.7 to €444.5 million year-on-year. Its slight growth reflects the shareholdings' resilience in the face of the pandemic and, in the same way, the strength of the portfolio.

POST-BALANCE SHEET EVENT

On 17 February 2021, Edify finalised the takeover of Ligier Group alongside its CEO François Ligier in accordance with the agreement signed on 6 January with the former shareholders, a consortium led by Siparex and of which Edify was also a stakeholder.

Edify has been a minority shareholder in Ligier since the summer of 2016 and is therefore fully aware of the quality of its business model, management and teams.

[1] In October 2020 Edify launched a share buyback offer for the purchase of 309,357 of its shares at the unit price of €70.

[2] Equity interests are valued based on the multiples of comparable listed companies and future discounted cash flow

Ligier is a medium-sized company with sales of approximately €160 million, actively engaged in the transformation of its markets, namely licence-free mobility and local delivery services. The electrification of vehicle fleets, the upcoming regulatory changes relating to internal combustion engines, as well as changing mobility behaviour all combine to open a new phase rich in opportunities and transformative for the company.

Thanks to its solid financial position and its available cash amounting to approximatively €130 million, Edify continues to actively seek out other companies with strong development ambitions.

CORPORATE PROFILE

Edify *is an industrial holding company. 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

Annual General Meeting: 18 May 2021

CONTACTS

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