

Press release
23 March 2023

FINANCIAL YEAR 2022

SLIGHT DECLINE IN EBITDA WITHIN A DISRUPTED ENVIRONMENT

Consolidated data (€ millions)	2021	2022	22/21 change Real terms	22/21 change Like-for-like*
Sales	819.3	920.1	+100.8	+98.5
EBITDA	103.4	100.2	-3.2	-4.3
Current Operating Profit	74.0	67.4	-6.6	-6.3
Net profit	59.9	66.0	+6.1	NS
Operating cash flow	77.5	80.6	+3.1	NS
Net financial debt**	119.5	295.6	+176.1	NS
Net asset value	625.0	505.1	-119.9	NS

**Changes on a constant portfolio basis, i.e. restated for changes in the consolidation scope (the recently sold Sirem and Zurflüh Feller were excluded in 2021 and 2022, and the recently acquired Agromillora was excluded in 2022) and adjustments related to changes in accounting methods*

*** Figures include earn-out liability and deferred settlements related to acquisitions and disposals of equity interests.*

NOTE

The consolidation scope includes the parent company Edify and equity interests in De Buyer, Usines Métallurgiques de Vallorbe, Ligier Group (consolidated since March 2021), Pellenc, Sirem (consolidated until September 2021), Thermo-Technologies and Zurflüh-Feller (consolidated until June 2022), which are fully consolidated, as well as Agromillora (consolidated since May 2022) and Gaviota, which are proportionally consolidated.

SALES

Edify's consolidated sales totalled €920.1 million for the financial year just ended, an increase of 12.3% compared with 2021 and of 13.2% on a constant portfolio basis. This increase is all the more noteworthy given that it followed strong growth the previous year and, for several of the companies in the portfolio, took place within a volatile environment.

Business was robust at Ligier Group, Pellenc and Thermo-Technologies, which all recorded healthy growth despite supply problems for the first two companies and, as a knock-on effect, production and delivery challenges.

The trend was also positive at Gaviota – due in particular to the contributions of the newly acquired subsidiaries – and at Agromillora.

Conversely De Buyer and Usines Métallurgiques de Vallorbe both recorded declines for primarily contextual reasons. They were impacted by unfavourable base effects as a result of the high levels of sales the previous year, and specifically in relation to De Buyer, by the downturn in consumer spending.

RESULTS

Consolidated EBITDA was €100.2 million for the financial year, a decline of 3.0% compared with 2021 and of 4.2% on a constant portfolio basis. This dip was due to both higher procurement costs – which were partially offset by the adjustment in sales prices – and the upturn in overhead costs as a result of organisations adapting to business growth.

Gaviota and Thermo-Technologies' profits grew year on year, thanks in particular to healthy levels of sales.

Conversely, Ligier Group and Pellenc made lower contributions, notably impacted by supply difficulties that added to existing inflation.

Profits also declined at De Buyer and Usines Métallurgiques de Vallorbe following a slowdown in business.

Consolidated net profit stood at €66.0 million including recognition of the capital gain generated by the sale of the shareholding in Zurflüh-Feller¹ and the impairment of Agromillora and Pellenc assets due to results that fell short of expectations and a less promising outlook than anticipated.

FINANCIAL POSITION

Consolidated net financial debt was €295.6 million at 31 December 2022, an increase of €176.1 million. This rise was due to three major elements – the balance of €94 million from acquisitions net of disposals; significant investments (approximately €60 million);

¹ The shareholding in Zurflüh-Feller was sold to a group of investors led by Geneo Capital Entrepreneur and connected to the Company's leadership team.

and an increase in working capital requirements related to sales growth and a drive to safeguard inventories following stockouts.

Consolidated equity increased from €395.4 million to €462.6 million and represented 1.6 times the net financial debt at the end 2022.

NET ASSETS

Net Asset Value² declined from €625.0 million to €505.1 million. This decrease was primarily due to a significant increase in Net Financial Debt and by a less favourable outlook in light of an uncertain economic environment.

Edify's portfolio was enhanced by a number of build-up transactions by the companies and the equity investment in Agromillora, a specialist in plant propagation and distribution for agriculture. This transaction, financed in part by the sale of Zurflüh-Feller, underlines Edify's commitment to investing in the farming of the future.

OUTLOOK

Edify is reaffirming its desire to pursue its investment policy as well as supporting portfolio companies in their transformation and development.

Edify's available cash at the end of 2022 was approximately €180 million.

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 **Gaviota** (components and motors for awnings and roller shutters), **Pellenc** (portable power tools and machinery for winegrowing, olive growing and green spaces), **Usines Métallurgiques de Vallorbe** (precision files and tools for the jewellery, watchmaking, forestry, car and aeronautical industries), **De Buyer** (cooking and baking/patisserie utensils), **Ligier** (licence-free microcars), **Thermo-Technologies** (surface coating with precious metals using chemical or electrolytic processes and high-tech wires), **K-Ryole** (smart electric trailers for bicycles) and **Agromillora** (plant propagation services for agriculture).*

²Equity interests are valued based on the multiples of comparable listed companies and future discounted cash flows.

SHAREHOLDERS' AGENDA

Annual General Meeting: 23 May 2023

Publication of first quarter sales: 25 May 2023

CONTACTS

Edify: Valérie Marqués, Chief Financial Officer (+352 24 83 16 20)

Shan: François-Xavier Dupont (+33 1 44 50 58 74)

www.edify-investmentpartner.com