# Strong increase in results in H1 2016-2017

## EBITDA margin: 13.0% - Recurring operating income: +36%

| **In € million**<br>*Pre-audit figures* | **H1 15-16** | **H1 16-17** | **Change** |
|---|---|---|---|
| **Revenue** | **285.3** | **311.2** | **+9.1%** |
| Gross margin | 136.2 | 153.5 | |
| EBITDA* | **30.7** | **40.4** | **+31.6%** |
| **Recurring operating income** | **19.7** | **26.8** | **+36.0%** |
| **Net income** | **15.8** | **22.1** | |
| **Net income attributable to equity holders of the parent** | **14.2** | **20.2** | **+42.2%** |

*(*) Recurring operating income before net allocations to depreciation and provisions.*

Plastivaloire Group reported a very strong increase in results over the first half of 2016-2017, as it reaped the fruits of virtuous growth over several financial years and the success of its strategic sector and geographic diversification to segments with a higher value added.

Half-yearly revenues amounted to €311.2 million, up 9.1% in purely organic terms. All geographic regions performed well, both in France and overseas, with a special mention going to Germany, Portugal, Spain and Tunisia. The Motor Vehicle division (parts and tooling) and Industry and Wholesale goods division (parts and tooling) accounted for 82% and 18% of revenues respectively, which is consistent with the figures for the previous financial year.

### Record results in 2016-2017

The increase in capacity utilization rates, combined with the careful management of raw material costs and overheads, resulted in a record EBITDA of 13.0% for Plastivaloire in the first half of 2016-2017.

Recurring operating income increased 36% to €26.8 million, resulting in a current operating margin of 8.6%. After €0.4 million in net non-recurring income, €1.5 million in lower financial expenses and €3.7 million in tax, Group net income shot up 42% to €20.2 million.

### A very healthy financial structure: acceleration in deleveraging of debt

Boosted by the Group's strong results, Plastivaloire's equity increased by nearly €35 million year-on-year to stand at €230.5 million.

This improvement in profitability was also reflected in cash flow generation. Cash flow linked to operations increased sharply to €30.4 million (versus €15.1 million for the first half of 2015-2016), benefiting from the sound management of the Group's WCR and more than covering the €13.4 million in net investment made over the period to enable the Group to accelerate the reduction in its debt.

Net debt was reduced to €87.7 million on 31 March 2017, resulting in net gearing of 38% (44% on 30 September 2016). Cash assets increased to €55.4 million on 31 March 2017, giving the Group the financial arsenal it needs, notably for potential acquisitions

### Outlook confirmed and upward revision in target EBITDA margin

Plastivaloire Group continues to implement its strategic roadmap, benefiting from a strong degree of visibility thanks to a robust order book which includes an increasingly large proportion of premium clients. New acquisitions, which will generate revenues in the years to come, are also set to fare well over the year, thus confirming the Group's strong business momentum.

Production began on schedule in Mexico, with a progressive ramp-up expected over the course of 2017-2018.

Against this favorable backdrop Plastivaloire has confirmed the upward revision in February of its 2016-2017 turnover target to over €615 million. Furthermore, in light of its very strong performance over the first half, it has also increased its EBITDA margin target to around 13% (from 12% previously). The Group has confirmed its target for moderate net gearing of around 30% at the end of the year, and will continue to regularly assess potential new acquisitions that would enhance or complete its offer, particularly for premium clients.

*Plastivaloire Group ranks amongst the very top European manufacturers of complex plastic parts used in retail consumer products. It designs and manufactures these plastic parts as well as handling their mass production. Present within the multimedia, motor vehicle and electric and electrical appliance sectors, the Group has 27 production sites in France, Germany, Poland, Spain, Romania, Turkey, Tunisia, England, Portugal, Slovakia and Mexico.*

Number of shares: 22,125,600 - Euronext Paris, Segment B - ISIN: FR0000051377 - PVL - Reuters: PLVP.PA - Bloomberg: PVL.FP