Langeais, December 14, 2021

2020-2021 yearly results:
EBITDA margin: 10.0%
Strong increase in free cash flow: €61m
Net debt sharply down by nearly €50m

In € million *Unaudited figures*	2019-2020 published	2020-2021 published	Change
Revenue	**629.2**	**677.2**	**+7.6%**
Gross margin	296.7	330.2	+11.3%
EBITDA*	**46.4**	**68.0**	**+46.6%**
EBITDA margin	*7.4%*	*10.0%*	+35.1%
Recurring operating income	**0.1**	**21.6**	-
Operating income (loss)	(4.7)	21.2	-
Net income (loss)	**(13.7)**	**11.6**	-
Net income (loss) attributable to equity holders of the parent	(16.1)	8.8	-

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

Plastivaloire Group delivered a very strong performance for 2020-2021, generating revenue of €677 million – its second highest ever – and returning to an EBITDA margin of 10%, despite a still challenging environment. Conditions were particularly unfavorable in the second half of the year, with the global shortage of electronic components slowing down industrial production in many sectors since March 2021, especially for clients in the automotive industry.

To achieve this level of performance, the Group capitalized on a very strong start to the year – providing insight into what it could achieve under normal conditions – and on its positioning on high-potential programs (12 new vehicle launches during the year).

With excellent free cash flow generation of €61.3 million, the Group has significantly reduced its net debt, which was one of its main short-term objectives.

Full-year revenue up 7.6%

Revenue in 2020-2021 came in at €677.2 million, up 7.6% (up 9.4% at constant exchange rates). Growth was evenly distributed across all geographical areas, with 88% of revenue generated in Europe (€595.5 million, up 7.7%) and 12% in the Americas (€81.7 million, up 6.7%). The Motor Vehicle division (parts and tooling) posted revenue of €549.2 million, or 81.1% of Group revenue (compared with 81.7% in 2019-2020). The Industries division (parts and tooling) contributed €128.0 million, or 18.9% of annual revenue (compared with 18.3% in 2019-2020).

Yearly EBITDA margin: 10.0% , driven by the first-half performance.

The EBITDA margin was 10.0% , in line with the Group's announced target and close to the 2018-2019 level of 10.4% prior to the health crisis. The 2.6 point increase over 2019-2020 is underpinned by a high gross margin (€330.2 million or 48.8% gross margin rate) and good control of operating costs. The EBITDA margin was also kept at this level thanks to the use of government aid schemes in the second half of the year (short-time working in France and subsidies in the United States) to adapt costs to the slowdown in production linked to the "stop & go" measures taken by automakers.

Depreciation, amortization and provisions remained stable at €46.3 million. This somewhat high level reflects the sharp increase in investments in 2017-2020 to support the Group's growth. Recurring operating income and operating income improved significantly, at €21.6 million (€0.1 million in 2019-2020) and €21.2 million (a negative €4.7 million in 2019-2020), respectively.

Net financial expense came to €6.0 million, while the tax expense for the year was €3.5 million. This brought net income to €11.6 million, of which €8.8 million in net income attributable to equity holders of the parent.

Strong increase in free cash flow and reduction in net debt of nearly €50 million

Cash flow from operating activities reached a record €90.2 million, the result of a high level of cash flow after tax (€63.6 million) and a €26.6 million reduction in working capital linked to the significant reduction in trade receivables following measures taken in this area. These cash flows more than offset the net investments of €28.9 million (including finance leases), which were significantly lower than in previous years. As a result, the Group generated free cash flow of €61.3 million.

This strong free cash flow meant that the Group's net debt fell €48.7 million in a year to €213.4 million (€180.4 million excluding lease liabilities – IFRS 16) with shareholders' equity of €278.0 million at September 30, 2021, representing a net gearing ratio of 76.7% (64.9% restated for lease liabilities). The Group plans to continue with this debt reduction strategy over the coming years.

Available cash amounted to €73.5 million at September 30, 2021 (versus €55.4 million one year ago).

Proposed dividend: €0.14 per share

In light of these good results, the Board of Directors will propose the payment of a dividend of €0.14 per share at the next Annual General Meeting (compared with €0.05 per share for the previous year).

Outlook: targets in line with current market expectations

As the 2021-2022 financial year begins, the Plastivaloire Group is still facing an unfavorable market environment. The disruption caused by the shortage of electronic components is expected to continue for a few more months, before gradually easing off in 2022, according to market forecasts.

With this in mind, and drawing on its diversified positioning, the Group's target revenue is around €700 million in 2021-2022, with business improving quarter on quarter (reversed seasonal trends compared to 2020-2021). The Group is again targeting an EBITDA margin of around 10% .

Free cash flow generation remains a priority and the Group will focus on careful management of working capital, costs and investments to continue to reduce its debt.

The Group is also pressing ahead with its organizational, industrial and commercial initiatives to capture new markets and fully reap the economic rewards as automobile production returns to pre-crisis levels, expected in 2023.

Governance

The Board of Directors has co-opted Laurence Danon (previously a non-voting director) as an independent director for the remainder of the term of office of Christian Chollet, who has resigned, i.e., until the Annual General Meeting called to approve the financial statements for the year ending September 30, 2025.

The Board of Directors, chaired by Patrick Findeling, is composed of seven directors: four members of the Findeling family, two independent directors and one employee representative.

If you would like to receive financial information about Plastivaloire Group by e-mail, go to:
www.actusnews.com

About Plastivaloire Group:
Plastivaloire Group ranks amongst the very top European manufacturers of complex plastic parts used in retail consumer products.
Using innovative solutions, it designs and manufactures these high-tech plastic parts and handles their mass production for the motor vehicle and industries sectors.
Plastivaloire Group has more than 6,000 employees and 31 production sites in France, Germany, the United States, Poland, Spain, Romania, Turkey, Tunisia, England, Portugal, the Czech Republic, Slovakia and Mexico.

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

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