

2021-2022 yearly results:
Solid sales momentum
Pressured margins
Net income affected by non-recurring expenses
Rebound trajectory confirmed in 2022-2023

In € million ¹	2020-2021 published	2021-2022
Revenue	677.2	704.2
Gross margin	330.2	317.1
EBITDA*	68.0	52.3
<i>EBITDA margin</i>	10.0%	7.4%
Recurring operating income	21.6	4.3
Operating income (loss)	21.2	(7.3)
Net income (loss)	11.6	(20.2)
Net income (loss) attributable to equity holders of the parent	8.8	(22.7)

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

Plastivaloire Group reported solid business levels in the 2021-2022 financial year, with the second highest full-year revenue in its history at €704.2 million (up 4.0%) despite persistent "stop & go" measures, particularly in the first half of the year.

The year was also marked by high inflation in raw materials and energy, which weighed on market players' margins. EBITDA margin for the year was 7.4%, in line with the latest target, but down 2.6 points year-on-year. However, the strong business performance and the first impacts of actions implemented, including sales price adjustments, triggered a recovery in the EBITDA margin, which rebounded from the 7.1% low seen in the first half of the year to 7.7% in the second half.

The Group continued to streamline its industrial capabilities throughout the year. After the merger of the neighboring Mamers (Sarthe) and Bellême (Orne) sites at the beginning of 2022, Plastivaloire announced its plan to close the structurally loss-making Creutzwald (Moselle) site in September. In view of the market trend towards greener vehicles, the Group also made the decision to sell its 40% interest in the joint-venture with BIA in Slovakia, which specializes in chrome plating of parts. These operations generate one-off expenses that have a significant impact on net income for the financial year, but are expected to generate savings in the coming years.

¹ The consolidated financial statements for the year ended September 30, 2022 were approved by the Board of Directors on December 12, 2022. The audit procedures on the consolidated financial statements have been performed. The certification report will be issued after completion of the procedures required for the publication of the annual financial report.

Annual revenue: €704.2m

Plastivoire Group reported revenue of €704.2 million, up 4.0% (up 3.7% at constant exchange rates). This performance is attributable to a very strong rebound in business in the second half of the year (up 20.1%), which made up for the lag caused by "stop & go" measures in the first half.

Motor Vehicle division (parts and tooling) revenue came in at €556.2 million more or less stable compared to 2020-2021 (up 1.3%). The Industries division (parts and tooling) was less affected by shortages and grew by 15.7%, contributing €148.1 million to full-year revenue. The Motor Vehicles and Industries divisions accounted for 79.0% and 21.0% of the Group's annual revenue, respectively.

Europe posted revenue of €594.9 million for the year, in line with that of 2020-2021 (down 0.1%, up 1.3% at constant exchange rates). The Americas posted a very good 2021-2022 performance, with revenue of €109.3 million, up 33.8% (up 21.3% at constant exchange rates).

EBITDA margin: 7.4%

Operating profitability was negatively impacted by the sharp increase in the cost of raw materials, energy and transport. Following negotiations with clients, cost increases began to be passed on in sales prices during the second half of the year. Combined with effective management of payroll costs, this led to a 0.6 point increase in the EBITDA margin compared with the first half. The full-year EBITDA margin was 7.4% (down 2.6 pts year-on-year).

Net allocations to amortization, depreciation and provisions remained stable at €48.0 million. Recurring operating income amounted to €4.3 million. Non-recurring expenses rose sharply due to provisions for the closure of the Creutzwald site (€10.4 million) and for the clean-up of the Morteau site (€3.1 million). Operating loss amounted to €7.3 million.

Net financial expense came to €6.7 million. BIA, accounted for by the equity method, made a net loss of €1.6 million due to the operating loss and asset write-downs.

Taking into account the tax expense of €4.5 million, the Group reported a net loss of €20.2 million, of which €22.7 million attributable to equity holders of the parent.

Financial structure

Cash flow amounted to €50.3 million, due to the effective conversion of EBITDA. Cash flow from operating activities stood at €19.3 million, attributable to a €27.9 million increase in working capital, primarily linked to the high business levels in August and September. With cash flow used in investing activities of €25.7 million (including finance leases), free cash flow was a negative €6.4 million.

Available cash amounted to €40.7 million at September 30, 2022 (versus €73.5 million one year earlier). The Group's net debt stood at €240.4 million (including €20.7 million in lease liabilities) with shareholders' equity of €257.3 million at September 30, 2022, representing a net gearing ratio of 93.4%.

The Group is working with its banking partners to secure additional financial resources to support its development and preserve its available cash, taking into account future repayment schedules.

Outlook: confirmation of the recovery trajectory in 2022-2023

The coming financial year is expected to see continued growth in global automotive production, albeit below pre-crisis levels. While taking a prudent approach to sectoral estimations, Plastivaloire Group anticipates growth to continue in Europe and Americas, thanks to its portfolio of programs and has set a revenue target of around €730 million for the 2022-2023 financial year.

Continuing to adapt to inflation will be the key challenge in 2022-2023. The Group intends to compensate for the expected increase in energy prices and production costs by improving its gross margin through price negotiations with clients and by keeping a tight rein on costs. Plastivaloire is targeting a slightly improved full-year EBITDA margin compared to 2021-2022. The Group is also committed to preserving its cash position as far as possible by controlling its investments and working capital.

Plastivaloire Group has good visibility over its business beyond 2022-2023, thanks to its very high order intake of €884 million recorded in the 2021-2022 financial year (up 45.4% year-on-year and close to the record level of 2018-2019). These commercial successes confirm Plastivaloire's relevance in its markets and its policy of product development and innovation to adapt to its clients' new expectations, particularly for more environmentally friendly products. The Group is therefore confident that its financial performance will gradually return to the pre-crisis level once the situation is back to normal.

**Next financial publication: Tuesday, February 14, 2023:
First-quarter 2022-2023 revenue**

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 6,200 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



Contacts

Plastivaloire Group:

Antoine Doutriaux and Vanessa Findeling on +33 (0)2 47 96 15 15

ACTUS finance & communication:

Investor Relations: Guillaume Le Floch on +33 (0)1 53 67 36 70

Margaux Rouillard on +33 (0)1 53 67 36 32

Press Relations: Amaury Dugast on +33 (0)1 53 67 36 74