

12 May 2023

Q1 2023 Results

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Introduction

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2. Financial Review
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Cyrille Ragoucy
Chief Executive Officer
Chairman of the Board

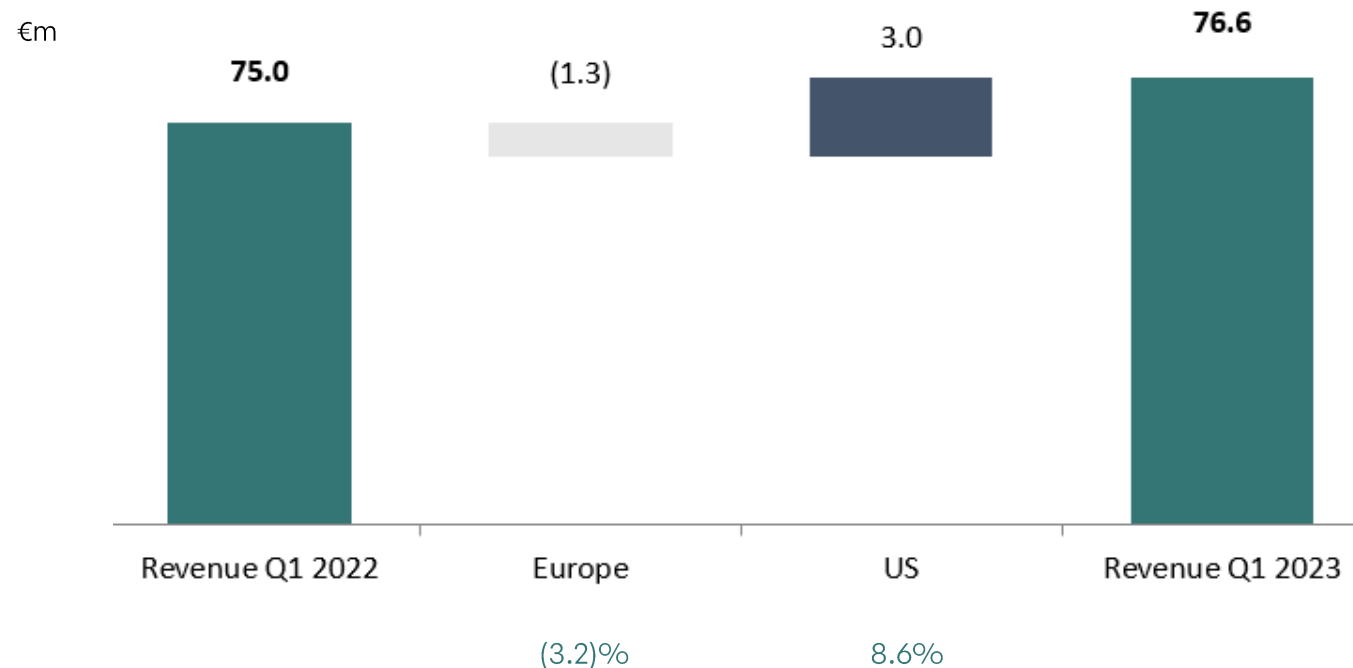


Andy Rogiest
Chief Financial Officer

Q1 2023 Financial Summary

2.2% YoY Revenue growth (consolidated)	0.0% organic 2.2% FX impact	<ul style="list-style-type: none">• Q1 2023 Consolidated Revenue of €76.6m• Revenue growth by division:<ul style="list-style-type: none">• US 8.6%• Europe (3.2)%
(17.5)% YoY Adj. EBITDA growth	(21.0)% organic 3.6% FX impact	<ul style="list-style-type: none">• Q1 2023 Consolidated Adjusted EBITDA of €5.0m<ul style="list-style-type: none">• US €4.9m• Europe €0.0m
4,6x Leverage Excluding IFRS16	Q1 Net Debt €156.3m	<ul style="list-style-type: none">• Leverage stands at 4,6x at the end of Q1 2023• Net Debt includes €30.6m impact from IFRS 16 Leases

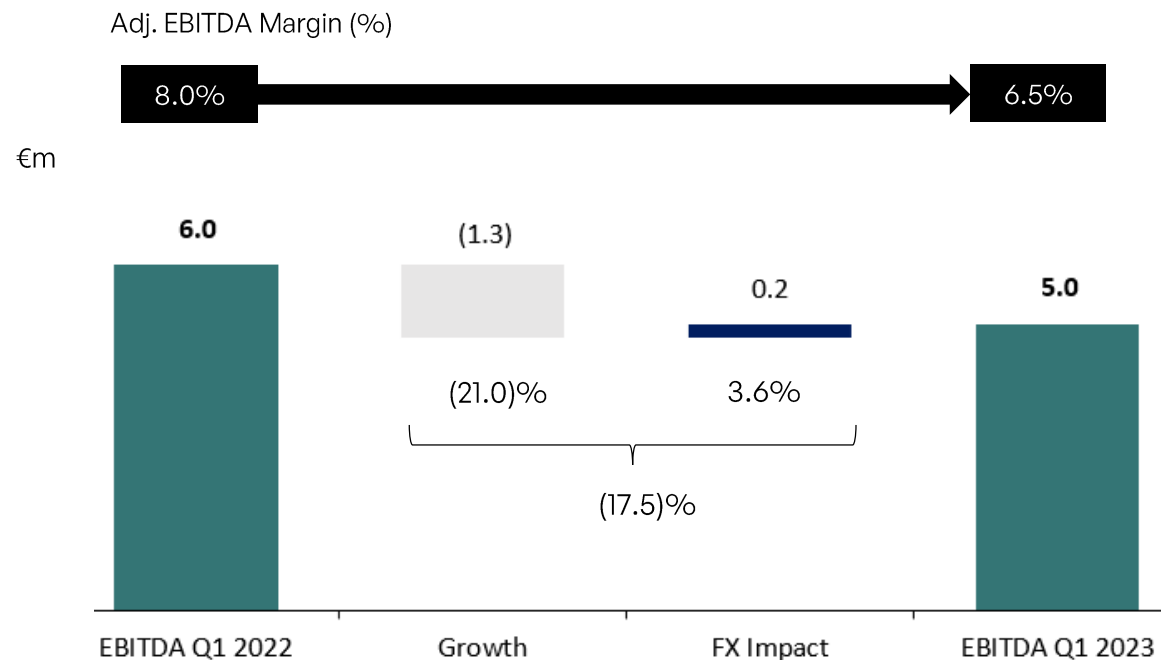
Q1 2023 Group Revenue



- Q1 2023 consolidated revenue was €76.6m (+2.2% YoY).
- While our US business saw a slow start, after an acceleration of shipments at the end of last year, volumes recovered in the second part of the quarter and Q1 revenue ended 8.6% above Q1 last year.
- In Europe, revenue decreased by (3.2)% versus last year. The macro-economic environment remains challenging, with weak demand across the market, particularly in residential renovation.

	Q1 Growth (€m)	Q1 Growth (%)
Organic	0.0	0.0%
FX Impact	1.6	2.2%
Reported	1.6	2.2%

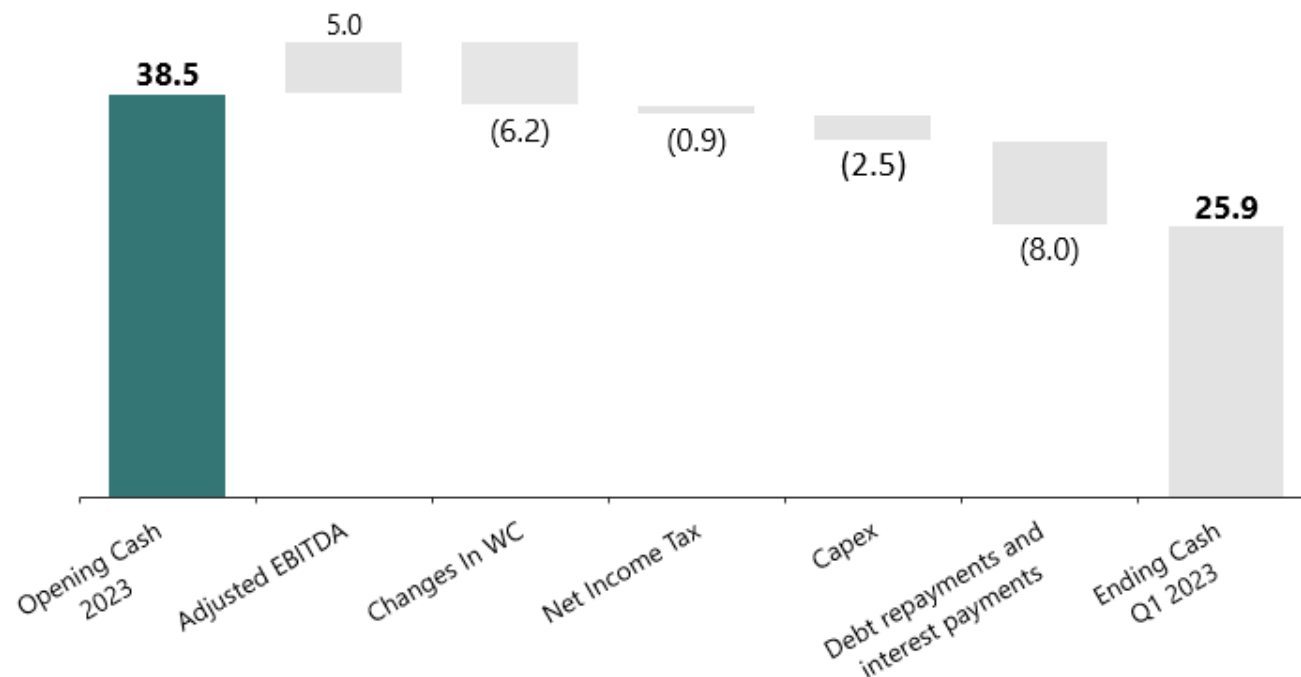
Q1 2023 Group Adjusted EBITDA



€m	Q1 2023	Q1 2022	% Change
Europe	0.0	-0.0	N/A
US	4.9	6.0	(18.1)%
Consolidated Adjusted EBITDA	5.0	6.0	(17.5)%

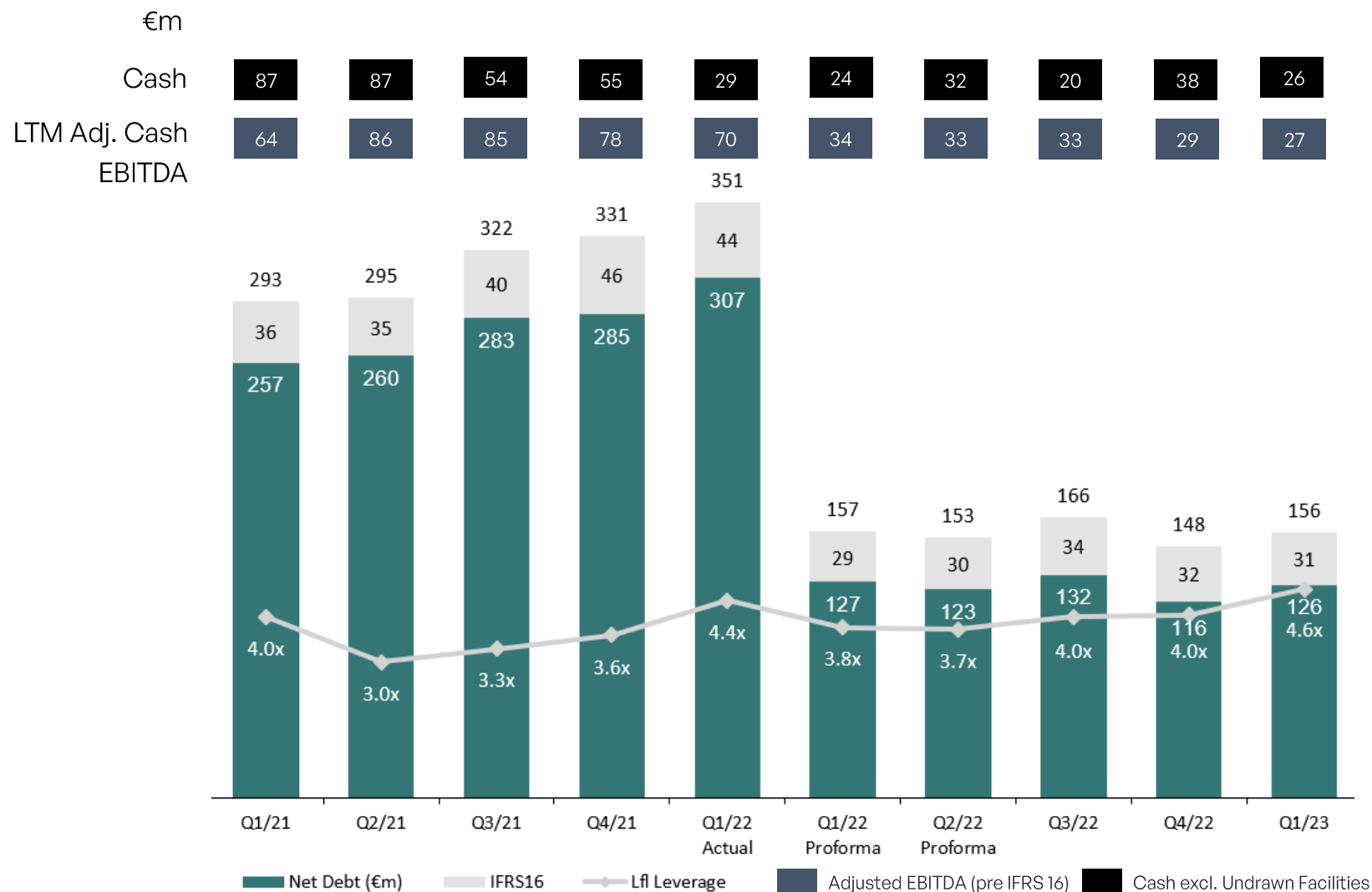
- Q1 2023 Adjusted EBITDA was €5.0m (-17.5% YoY) with an Adjusted EBITDA margin of 6.5% (versus 8.0% in Q1 2022).
- US EBITDA was €4.9m in Q1 2023 (-18.1% YoY). The EBITDA margin for the quarter saw a temporary drop due to higher raw material costs following the change of our main yarn supplier last year. This transition and the negative impact on margins is coming to an end.
- Europe EBITDA was again break-even. Countering the negative volume impact, we saw some recovery in our unitary margins from last year's low levels, despite high raw material costs still weighing on the Q1 2023 P&L due to our FIFO accounting methodology.

Q1 2023 Cash Flow



- The cash outflow of €12.6m in Q1 2023 was mainly driven by debt repayments and interest payments, which included the half-yearly interest payment of €5.1m for the Senior Secured Notes, and a seasonal increase in working capital.

Leverage¹ stands at 4,6x, excluding IFRS 16 Leases



- Q1 Net Debt was €156.3m (including €30.6m related to IFRS 16 Leases), with the increase being mainly driven by a seasonal decrease in payables. However, we were able to reduce inventory levels due to a more efficient sales and operations planning.
- Leverage stands at 4,6x versus 4,0x at the end of Q4 2022.
- Total available liquidity (including headroom under the RCF) remains strong and totaled €64m at the end of Q1.

¹As defined in the SSN facility agreements, excluding IFRS16 impact but including sale and leasebacks.

Conclusion

- Revenue was €76.6m and Adjusted EBITDA was €5.0m, resulting in an Adjusted EBITDA margin of 6.5%.
- Our US business saw a slow start, after an acceleration of shipments at the end of last year.
- Volumes, however, recovered in the second part of the quarter leading to YoY revenue growth of 8.6% in the US.
- In Europe, we faced a challenging macro-economic environment, with weak demand across the market, particularly in residential renovation.
- Countering the negative volume impact, we saw some recovery in our unitary margins, despite high raw material costs still weighing on the Q1 2023 P&L.
- Leverage increased to 4,6x, driven by a seasonal working capital increase.
- Total available liquidity (including headroom under the RCF) remains strong and totaled €64m at the end of Q1.





12 May 2023

Q&A Session

Q2 2023 Results Release on
25 August 2023