

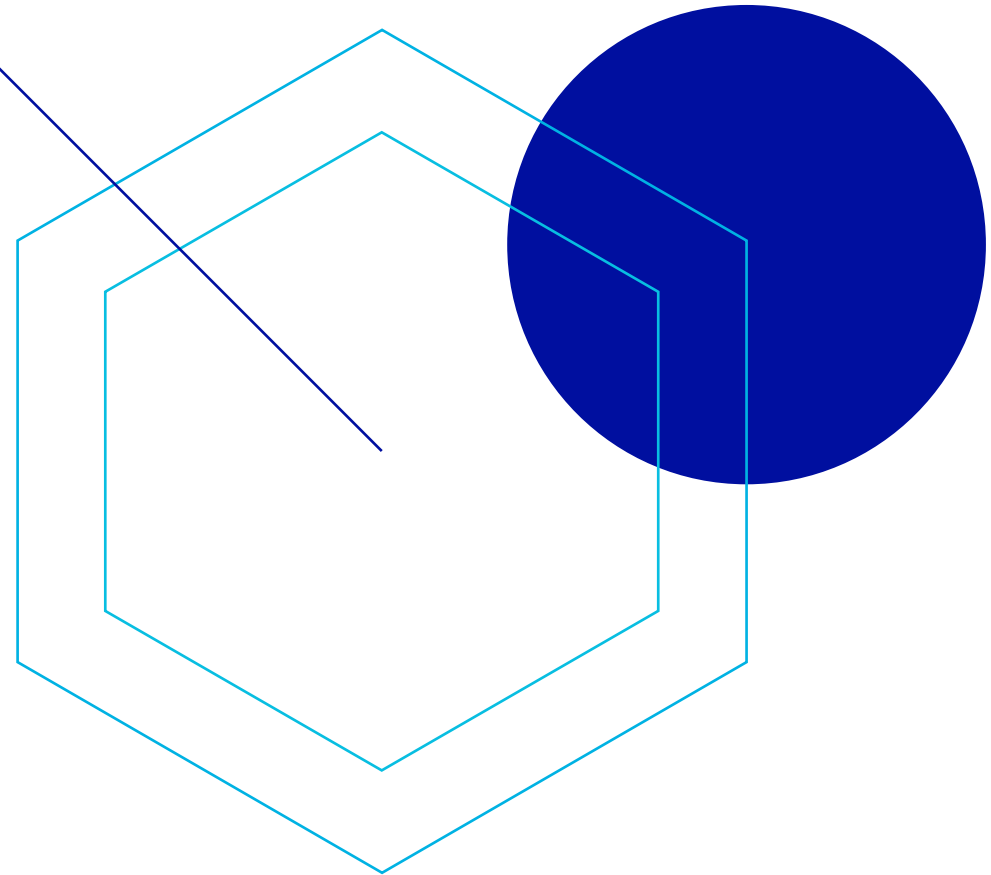
Sfpi Group

Annual Results 2019

Henri Morel, CEO

Damien Chauveinc, Deputy CEO

Nicolas Loyau, CFO



23rd April 2020

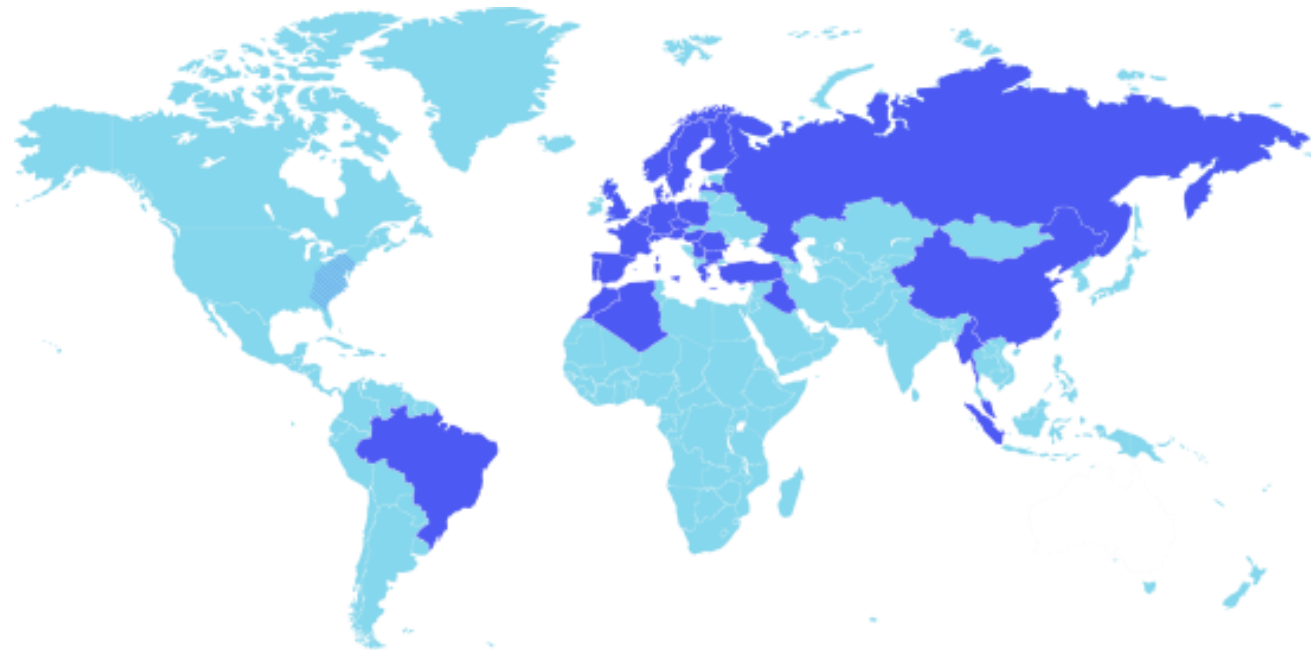
Independent, industrial, international

SFPI Group was created in France in 1985 by entrepreneurs led by Henri Morel, who wanted to engage in the recovery and development of industrial companies.

In 2019, SFPI Group generated a turnover of about 562 million Euros, in the safety industry.

40% of revenues are generated outside of France.

SFPI Group has 3 908 employees, 40% of whom are based outside of France.



Specialized in the safety industry for people, goods and environment

Business Group « Construction » Security and comfort for buildings

389 M€
69% of 2019 Group revenues

MAC

Windows, blinds,
awnings, shutters,
garage doors for
residential and non
residential buildings

DOM Security

Locking and access
control equipment and
systems

Business Group « Industry » Air treatment and energy control

173 M€
31% of 2018 Group revenues

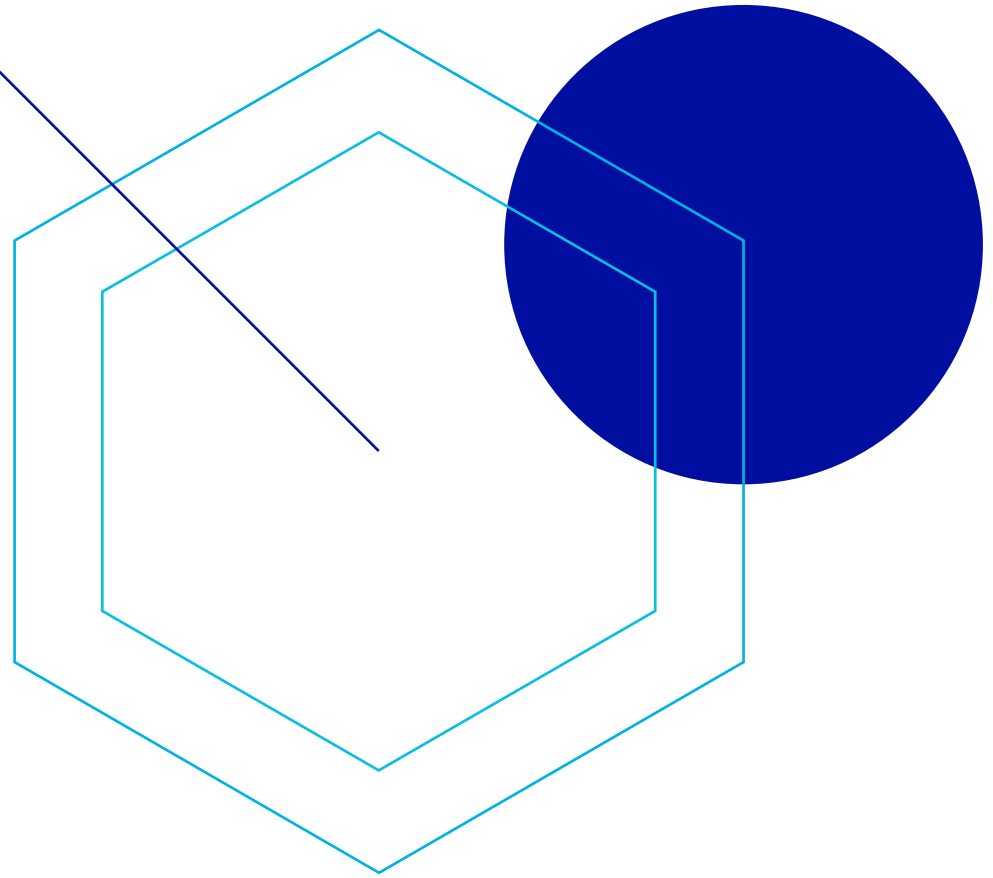
MMD

Heat exchanger and
sterilization equipment
and systems

NEU-JKF

Air treatment solutions for
the industry

Key figures 2019



Key figures 2019

Sales	562,5 M€
Recurring operating income	30,6 M€
EBITDA	52,7 M€
Self-financing capacity	39,2 M€
Net Financial excess (*)	29,0 M€

(*) excluding additional lease liabilities deriving from IFRS 16

Consolidated 2019 revenues: 562,5 M€

Consolidated sales increase

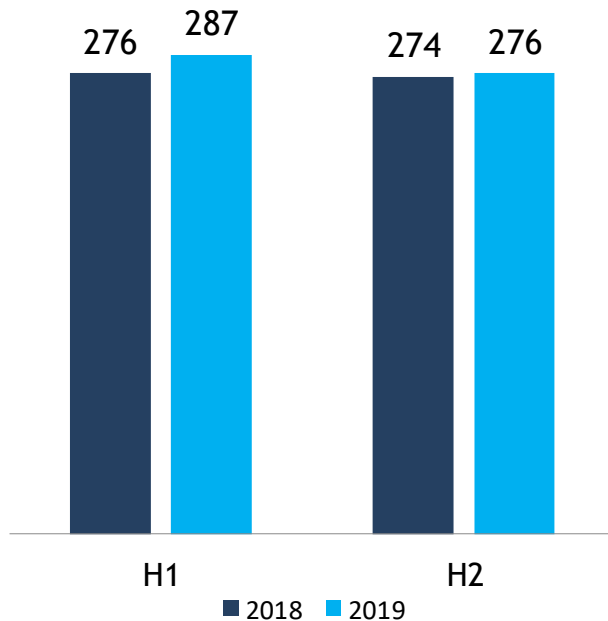
- ▶ Due to change of scope of consolidation 2019
- ▶ Due to change of scope of consolidation 2018

12,6 M€ ie + 2,3 %

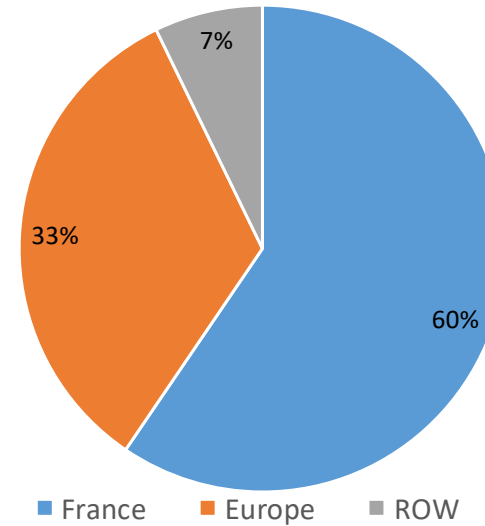
3,2 M€

10,6 M€

Sales H1 & H2



Sales split per areas



Sales outside of
France : 228 M€

Financials & Highlights 2019

DOM SECURITY

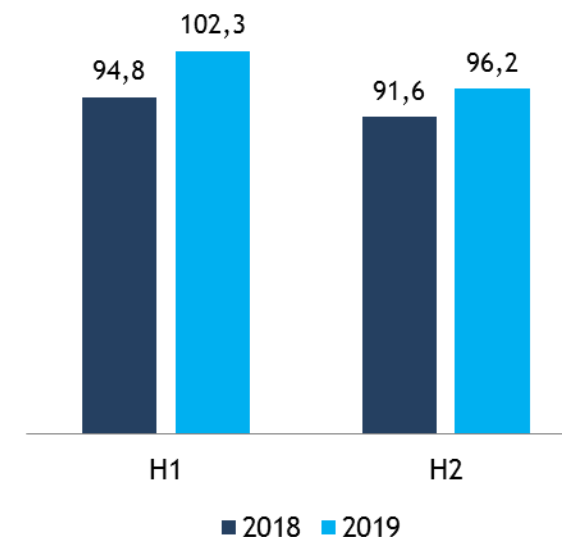
M€	2018	2019
Sales	186,4	198,5
Gross margin, as % of revenues	69,7%	69,3%
Recurring operating income	17,0	17,1
Operating income	15,6	13,3

9,3 M€ related to acquisition & 2,9 M€ of organic growth ie +1,6%

1,2M€ « one-off » costs

Assets impairment (2,5 M€) and Picard restructuring (0,8 M€)

Sales H1 & H2



1 676 employees

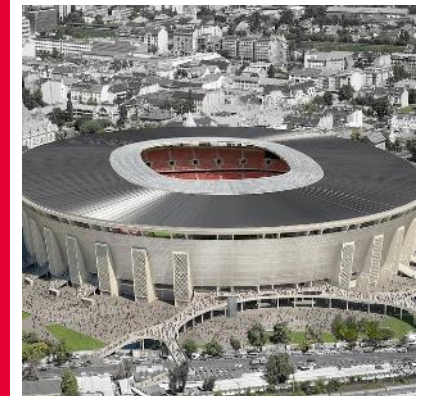
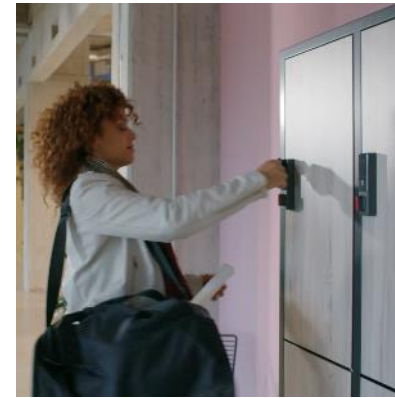
CAPEX: 10,5 M€

Highlights

- Acquisition of HOBURG for 7,8 M€, financed by bank loan of 6,8 M€. Goodwill at 5,6 M€. Sales contribution in 2019 of 3,2 M€
- Closure of Broglie site and transfer of volumes to Picard site
- Investment at Picard in a new building (7 M€ in 2018 /2019 o/w 3,6 M€ in 2019)
- Investment in several new NC machines in Germany: machining, assembly

Access and locking solutions for Buildings

- New range of Digital Handle **GUARD** and Digital Furniture lock **LoQ**.
- Successful integration of Unitecnic access control solution in France.
- Expansion in Europe for the **DOM Panic Hardware range** following Antipanic acquisition in 2018.
- Digitalisation program continues with Deny Security new web site and re-design of our e-commerce platform in Germany (4M€ turnover in 2019).
- Introduction European Program for Security Expert **DOM Keystone** (40 members - 1M€ turnover in 2019)



Financials & Highlights 2019

MAC

M€	2018	2019
Sales	189,4	190,6
Gross margin, as % of revenues	52,8%	53,9%
Recurring operating income	4,0	4,4
Operating income	0,7	(0,3)

← Sales growth for sun protection (>10%), stable or decreasing for other products

← Price increase

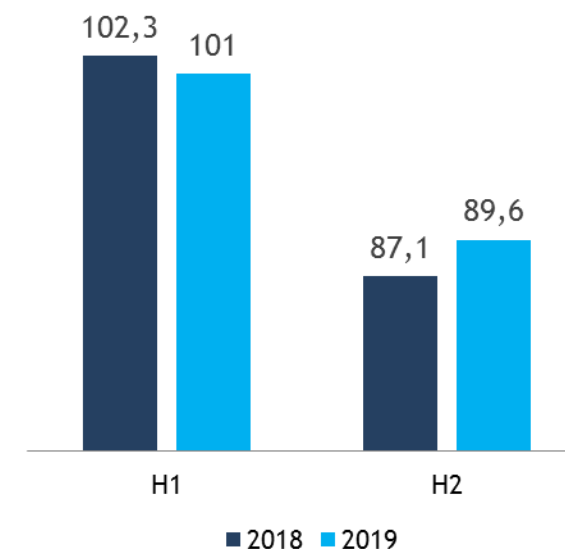
← Losses at Créal & Boflex (-2,0 M€)
Recruitments at Franciافlex
Relocation costs at Sipa

← Restructuring Costs (4,7M€)

1 212 employees

CAPEX: 3,3 M€

Sales H1 & H2



Highlights

- Closure of Boflex production workshop in Belgium & termination of loss-making “Renovation of commercial building” business (costs 0,2M€)
- Project aiming at closing our aluminum windows factory Créal (Carros) & at transferring volume to other group factories (costs 4,5M€)
- Investment & relocation at SIPA to consolidate production on 2 sites and terminate the lease agreement of the 3rd site (1,4 M€ of CAPEX in 2019 & 2020)
- Acquisition of the FABER industrial site (sun protection) for 1M€

Joinery, blinds and closures

- Launching of a more compact roller shutter to let in more daylight
- Launching of an app allowing our customers to easily configure motorized roller shutters & blinds
- Digitalization of sales:
 - France Fermetures webshop: 32% of sales vs. 28% in 2018. 95% of the offering is now available on-line;
 - Franciافlex webshop: already 30% of sales for the product range available on the webshop
 - Opening of the FABER webshop in November 2019
- Investment in the Aluminum operations at SIPA to move it from the existing leased building to one of our own buildings:
 - Relocation in August 2019 of the Roller shutter operations to the PVC site
 - Extension & renovation in progress of the Roller Shutter building
 - Relocation of the aluminum operations to the newly renovated site in summer 2020



Financials & Highlights 2019

NEU-JKF

M€	2018	2019
Sales	122,5	117,2
Gross margin, as % of revenues	49,7%	50,9%
Recurring operating income	4,0	3,2
Operating income	3,3	(7,0)

← Market drop by 5% in H2
Low 2018 carry forward for Neu Process

← Projects mix & improved margin control

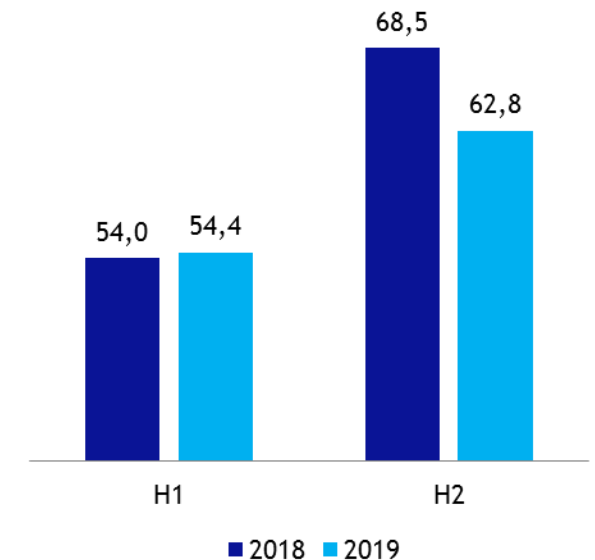
← +0,8M€ one-off additional depreciation

← - Goodwill write off (9,5 M€)
- Restructuring (0,7 M€)

730 Employees

CAPEX: 1,9 M€

Sales H1 & H2



Highlights

- Improved operational performance in H2
- Good order intake in Indonesia (2,1M€) & increase in sales in Malaysia (+28%)
- Drop in order intake (-3%) & sales (-4,3%) in Europe
- Restructuring plan at NEU completed in 12/2019
- Goodwill write off of JKF for 9,5M€

Air treatment solutions for the industry

- Digital: 2,9M€ of revenues coming from the web for NEU (vs 2,1M€ in 2018)
- Cross selling NEU-JKF: 1,1M€ + 28% vs 2018 (0,9M€)



Financials & Highlights 2019

MMD

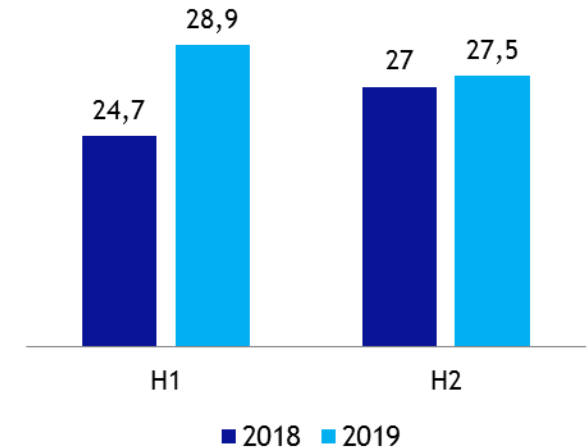
M€	2018	2019	
Sales	51,7	56,4	← Cipriani +5,6 M€
Gross margin, as % of revenues	57,9%	54,6%	← Mix Heat Exchangers (Cipriani) Gross margin drop at Stériflow
Recurring operating income	6,4	5,5	← Impact tax adjustment (0,5 M€)
Operating income	10,6 (*)	5,5	

(*) 4.4 million net profit from Spomasz divestment in 2018

275 employees

CAPEX: 2,9 M€

Sales H1 & H2



Highlights

- Great performance of Exchangers business: Barriquand improving (+1,9 M€), record year for Cipriani
- Drop in sales for Stériflow (-2,8 M€)
- The issues related to the two innovative projects to enter new markets at Steriflow have been fixed and the additional costs have been accrued for (1 M€)
- Global impact tax adjustment (1 M€)

Heat exchange and sterilization equipment and systems

- Brand New NC press brake received and commissioned (0,4 M€), step 1 of Barriquand CAPEX plan (0,8 M€)
- Acquisition of a next-door building at Cipriani to internalize logistics (1M€)



barriquand
TECHNOLOGIES
THERMIQUES



Safety for
people &
industry



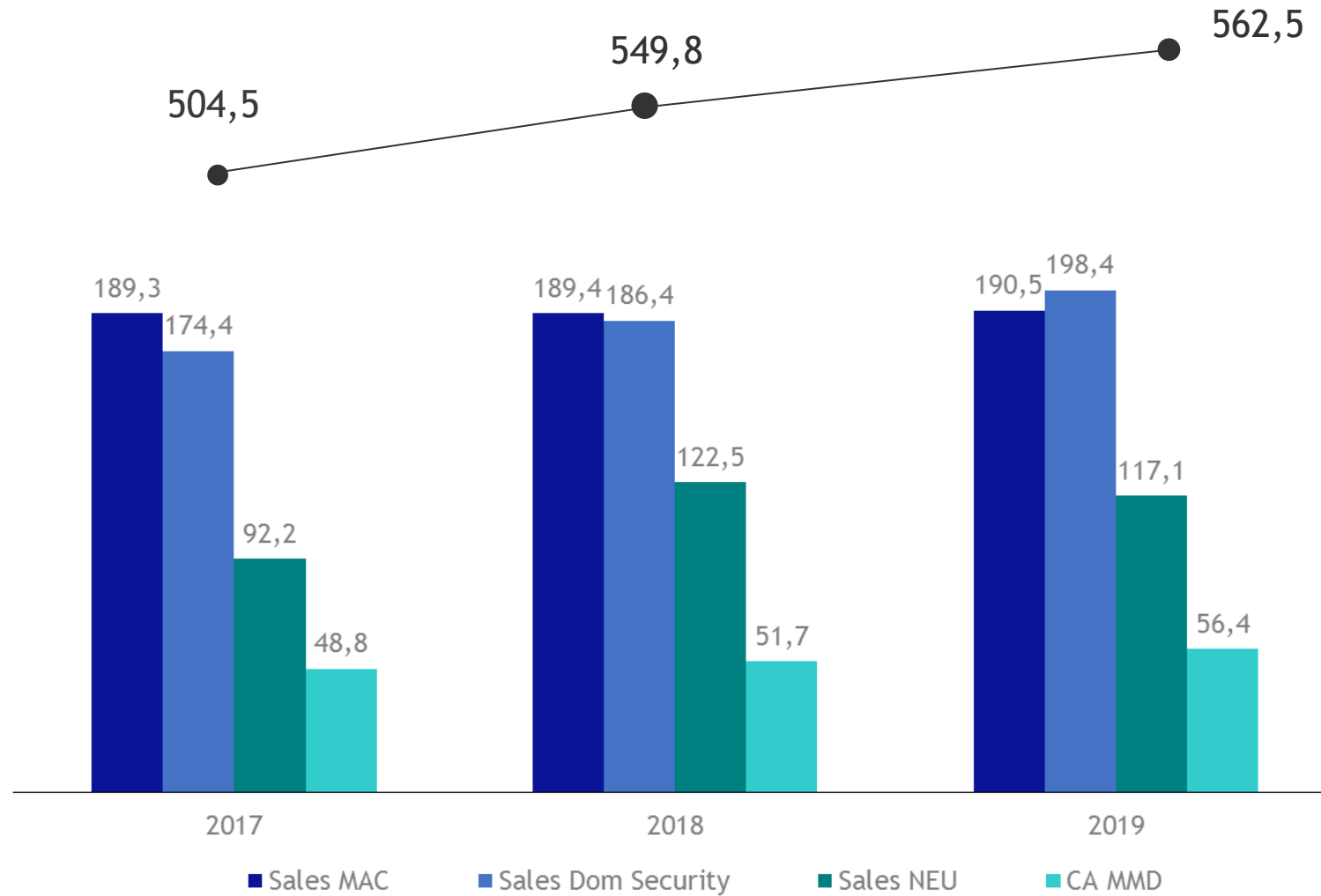
STERIFLOW®
Autoclaves - Sterilization - Pasteurization



CIPRIANI
HEAT EXCHANGERS



Sales split per Business Units



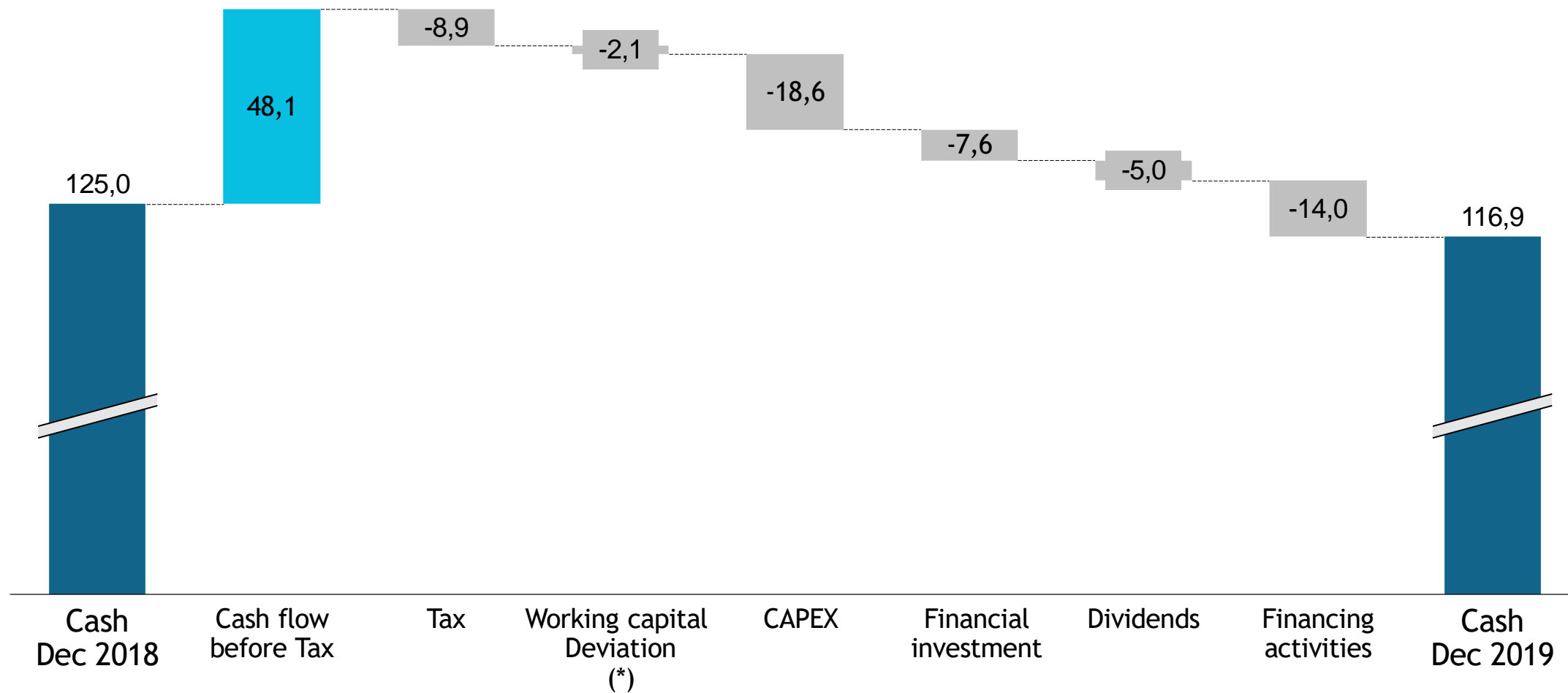
Consolidated Financials

M€	2018	% of sales	2019	% of sales
Revenues from sales	549,8		562,5	
Gross Margin	320,7	58,3%	330,4	58,7%
Payroll expenses	(182,6)	33,2%	(186,1)	33,1%
Other operating costs	(87,2)	15,9%	(86,1)	15,3%
Taxes	(5,4)		(5,5)	
Depreciation	(15,1)	2,7%	(22,1)	3,9%
Recurring operating income	30,4	5,5%	30,6	5,4%
Non-recurring cost and amortization	(3,8)		(18,6)	
Operating income	26,6	4,8%	12,0	2,1%
Financial charges	(0,5)		(0,5)	
Corporate Income Tax	(9,7)		(7,7)	
Net income from continuing operations	16,3	3,0%	3,8	0,7%
Net income from Divestment				
Consolidated Net Income	16,3	3,0%	3,8	0,7%
Group Share	13,7		3,8	
Non controlling interest	2,6		-	

Impact IFRS 16 : 5,0 M€

- Assets & goodwill write off: 12,2 M€
- Restructuring: 6,2 M€

Cash flow bridge (M€)



(*) excluding change in working capital from discontinuing operations

Simplified consolidated balance sheet

December 31 2019

2018

2019

Assets

Liabilities

Tangible and intangible 143,8	Equity Group Share 204,5
Other non-current Assets 23,1	
Working capital 87,3	Interest non controlling 1,9
Net financial excess 27,5	Non-current Liabilities and Provisions 75,3

Assets

Liabilities

Tangible and intangible 153,8	Equity Group Share 199,6
Other non-current Assets 26,8	
Working capital 90,2	Interest non controlling 1,7
Net financial excess (**) 29,0	Non-current Liabilities and Provisions (*) 98,5

(*) IFRS 16 :
+ 13 M€ right of use assets
+13 M€ lease liabilities

(**) excluding lease
liabilities IFRS 16

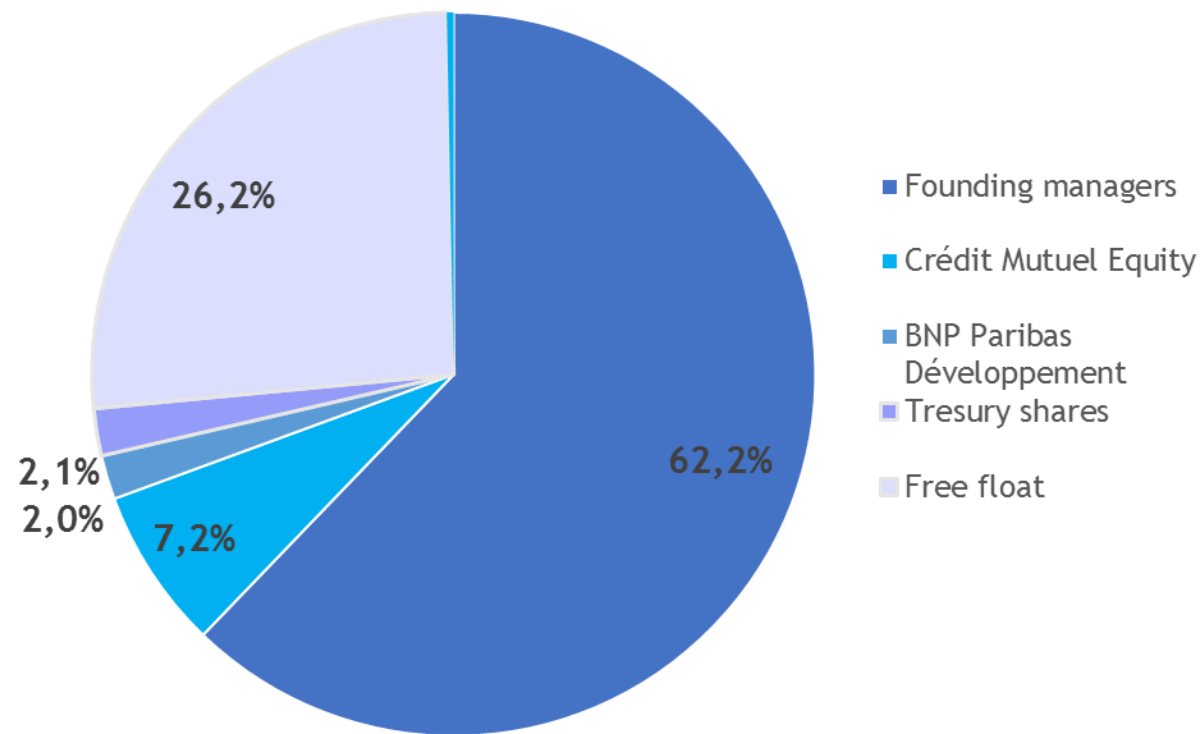
A sound financial position: Net financial excess at 29,0 M€ on December 31 2019

SFPI Group financial structure

	2018	2019
Equity Group share	204,5	199,6
Long and short-term financial debt (*)	100,4	89,8
Cash and equivalents	127,9	118,8
Net financial excess	27,5	29,0
Cash flow after tax	33,3	39,2
Recurring operating income	30,4	30,6
Depreciation	15,1	22,1

← -4,8 M€ of actuarial losses
due to the drop of discount
rate

Stock market mapping

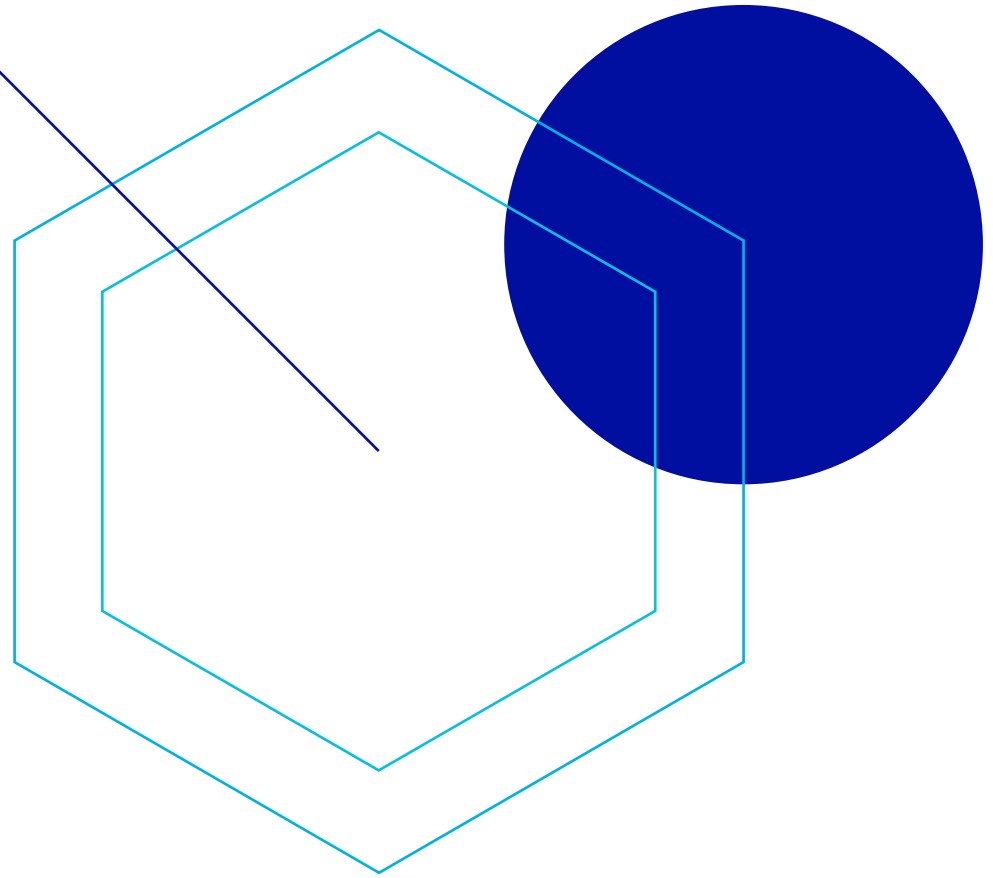


- Free Float 31/12/2018: 26,2 %
- Free Float 31/12/2019: 26,2 %

- Number of shares: 99 317 902
- ISIN Code: FR0004155000
- Listing market: Euronext compartment B

Shareholders structure on 31/12/2019

Crisis management Covid 19



Crisis management group setup

- Management of the shutdown of the activity in France, Italy and Spain...,
- Activity continued in Germany, Denmark, Nederland and Eastern Europe countries,
- Implementation of partial activity measures (short time working, days off... ,
- Drawing up the activity continuation plan,
 - All companies are expected to be in operation early may

- Strong cash position,
- Good financial relationships with our bank,
- Strong French Bank listing,
- Suppliers payment on the due date,
- Focus of customers' payment follow-up,
- Cash preservation action plan: postponement of loans and social security maturity, negotiation of loans,

- Given the uncertainty about the extent of the recovery after the upturn in business, the Group is reserving its sales projections for the 2020 financial year.
- The Group will continue to take all necessary measures to preserve its cash and results as much as possible.
- GROUPE SFPI's General Meeting on June 16, 2020
- The Board of Directors has suggested to the General Meeting of Shareholders that no dividend be paid in