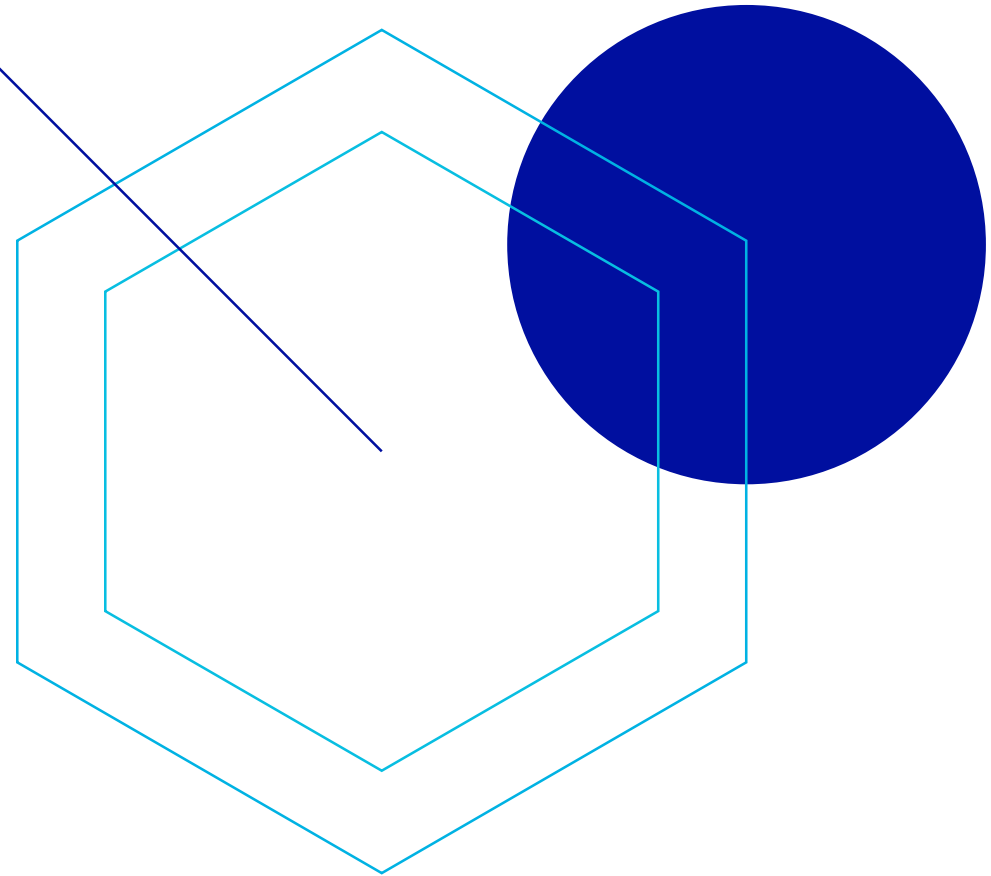


Sfpi Group

2020 : Half year results

Henri Morel, Chief Executive Officer
Damien Chauveinc, General Director
Nicolas Loyau, Chief Financial Officer



September 23, 2020

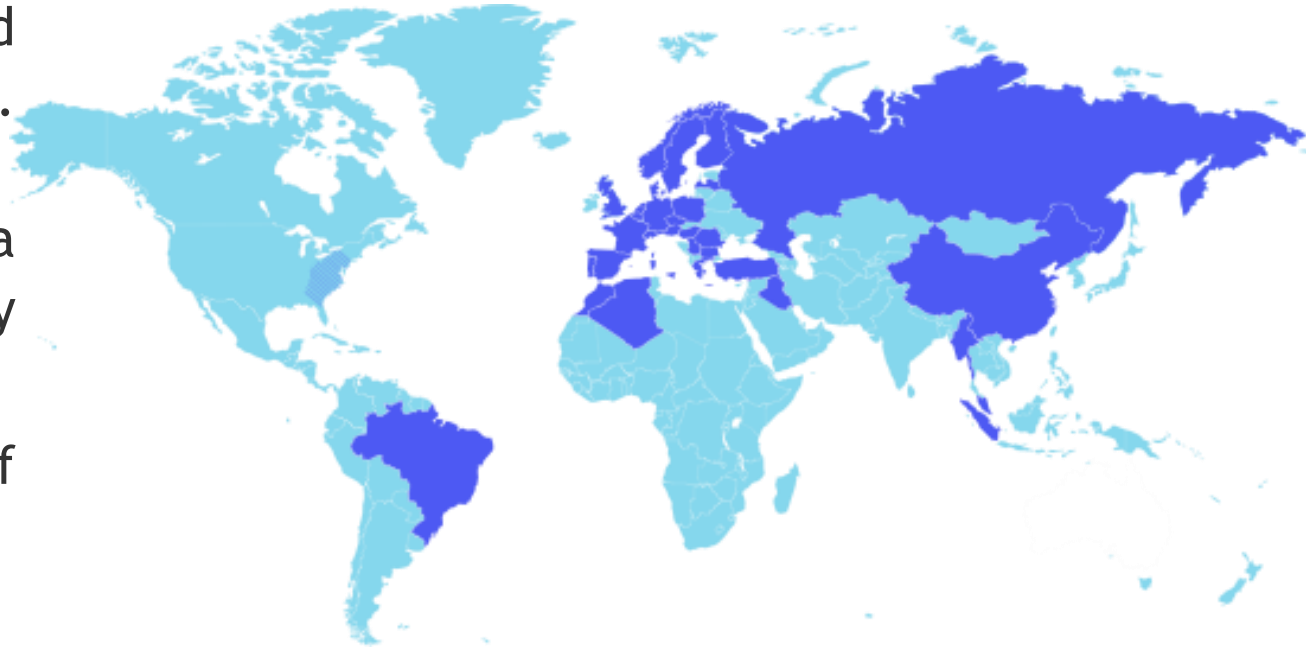
Independent, industrial, international

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.

As at June 2020, SFPI Group generated a turnover of 227 million Euros, in the safety industry.

44 % of revenues are generated outside of France.

SFPI Group has 3 908 employees, at December 31st, 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

156 M€
69 % of June 2020 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

71M€
31 % of June 2019 Group revenues

MMD

Heat exchanger and sterilization equipment and systems

NEU-JKF

Air treatment solutions for the industry

Foster our principles of Industrial Responsibility to create value for its customers, employees and shareholders

Commercial Responsibility

To deliver its customers with products and services that meet the highest standards

Managerial Responsibility

Entrepreneurial agility of our managers

Develop and rely on skills of our employees

Financial Responsibility

Thorough and rigorous financial controlling of the Business Units

Industrial Capital Expenditure and innovation for a long term growth of revenues

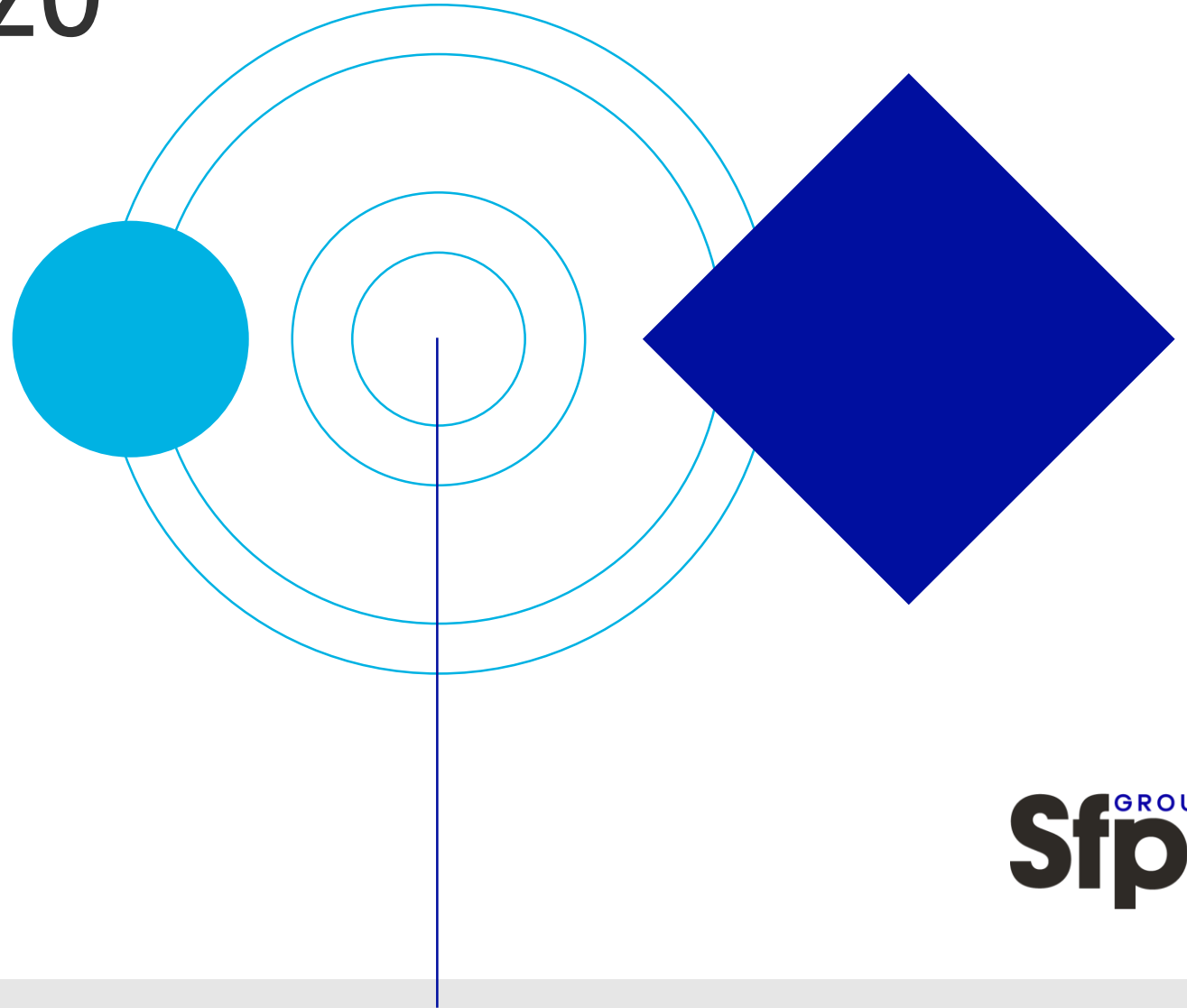
Corporate and Social Responsibility

Improve energy efficiency and reduce the environmental footprint of our products, services and premises

Be part of the Community

Key figures

1st semester 2020



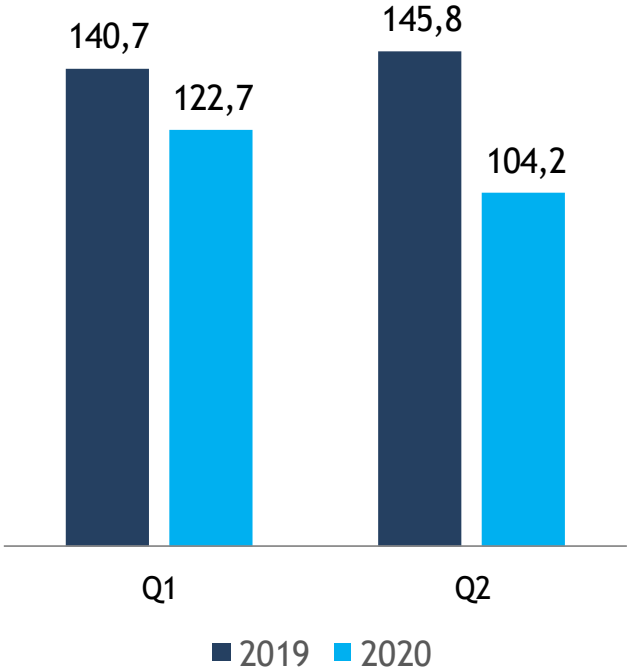
Key figures H1 2020

Sales	226,9 M€
Recurring Operating Income	(2,0) M€
EBITDA	8,4 M€
Self-financing capacity	7,6 M€
Net Financial excess	36,5 M€

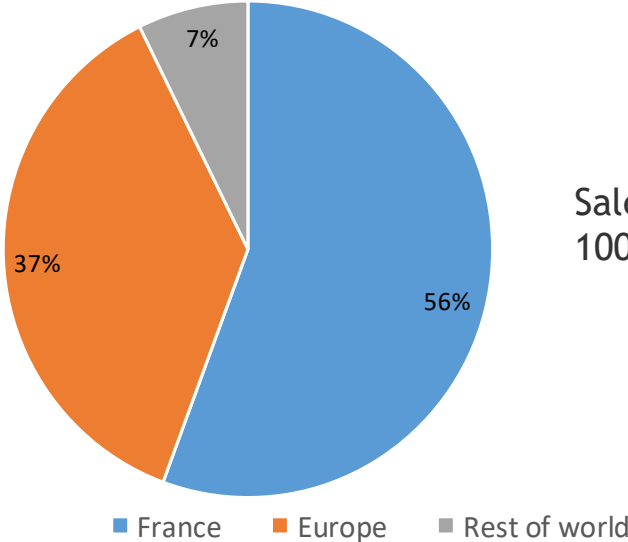
Consolidated H1 2020 revenues : 227 M€

Sales decrease of 59,6 M€ i.e - 21%

sales per quarter



Sales split per geographies



Sales out of France:
100,7 M€

Impact of Covid-19 crise on first half 2020

	Sales H1 2019 In M€	Sales H1 2020 In M€	Variation	Nb of days lost*	Costs of PPE in K€	Employees
DOM	102,3	84,1	-17,8%	18 426	130 K€	1 676
MAC	101,0	71,7	-29,0%	30 316	400 K€	1 212
NEU JKF	54,4	46,0	-15,3%	6 820	130 K€	730
MMD	28,9	25,2	-12,8%	1 190	30 K€	275
Total	286,5	226,9	-20,8%	56 752	690 K€	3 908

* Number of « man » days lost : i.e 12,5% theoritical days of work on H1

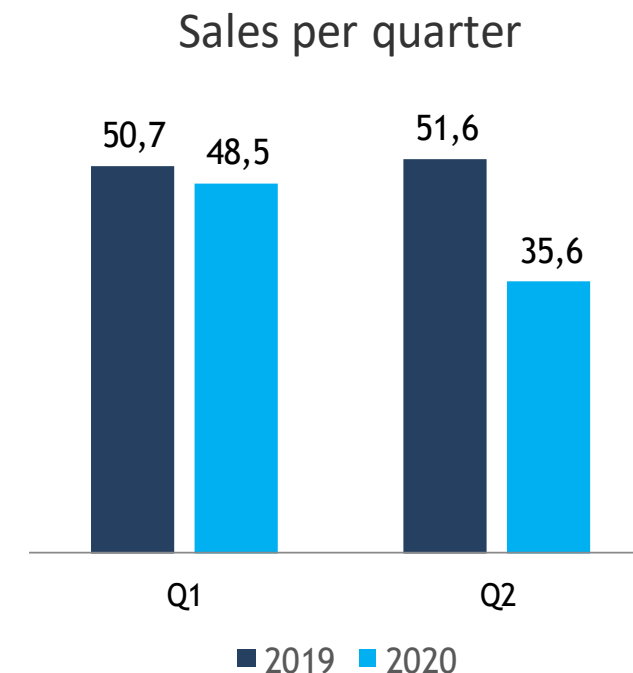
Financials and Highlights S1 2020

DOM SECURITY

M€	S1 2019	S1 2020	
Sales	102,3	84,1	← Main decrease in France, Italy and Spain
Growth margin, as % of revenue	69,1%	68,8%	
Recurring operating income	7,4	1,4	← Decrease of expenses (5,6M€)
Operating income	7,3	(1,1)	← Depreciation of goodwill and tangible asset (2,4M€)

1 676 employees

CAPEX: 2,2 M€

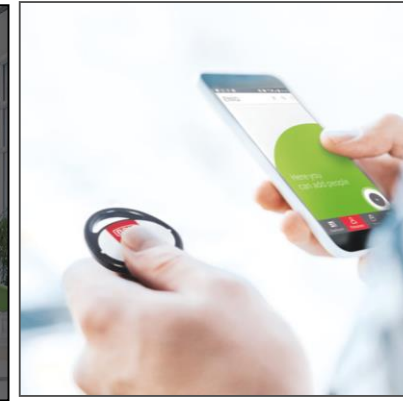
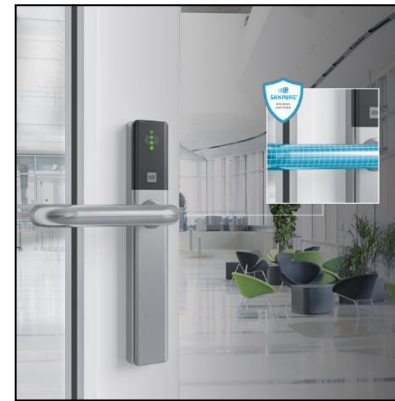


Highlights

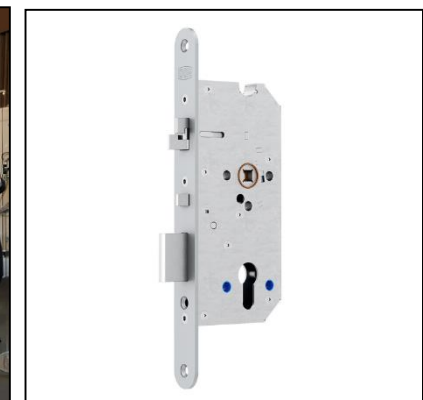
- Closure of our plants in France, Italy and Spain for 4 to 6 weeks during lock down periods in March and April 2020.
- Significant reduction in the first half of 2020 of payroll and marketing expenses..
- Full integration of our **DOM-Hoberg** entity in Belgium in the first half of 2020.
- Appointment of **Mr. DENIS Jerome** as **Deputy General Manager** in charge of strategy and development for the DOM Security division.

Locking and access control equipment and systems

- Extension of our access control offer with a reinforcement of our Offline and Online solutions.
- Launch of a range of lever handles, cylinders and panic bars with antibacterial protection.
- Picard Serrures recognized by the French government at the "Made in France" exhibition in January 2020.
- Training program for our partners and distributors via online "Webinars" sessions.
- New range of DOM EML electromechanical mortise locks dedicated to panic exit solutions.



Multipoint locks



Financials and Highlights S1 2020

MAC

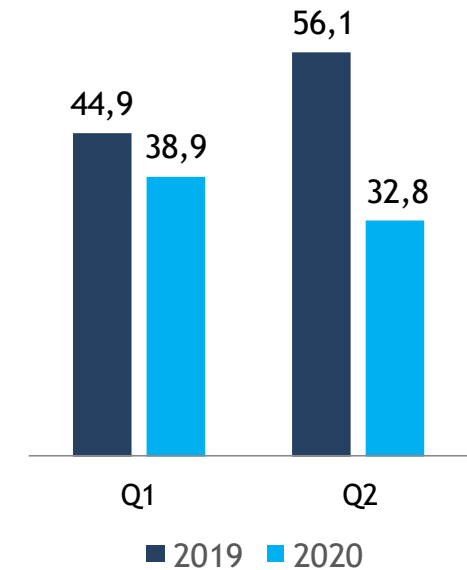
M€	S1 2019	S1 2020
Sales	101,0	71,7
Growth margin, as % of revenue	53,3%	54,6%
Recurring operating income	0,6	(3,5)
Operating income	0,7	(3,7)

1,5 months of complete shut down/
strong recovery from June onwards

Price increases and control of purchases
Control of discounts and promotions

Partial activity and additional savings
on payroll and other expenses

Sales per quarter



1 212 employees

CAPEX: 1,5 M€

Highlights

- Total shut down of our plants march 17th due to customers' shutdown, restart beginning of May (30 days off)
- 1 'state guaranteed loan' at Franciaflex for 9m€
- Drastic savings measures in addition to government measures (hiring and salary freeze, reduction of expenses): -11M€
- Closure of the Carros aluminum joinery plant finalized and approved by French administration in July 2020

Joinery, blinds and closures

- Ongoing investments in painting capacities in Massay (garage doors) and Boussac (roller shutters and other shutters) at France Fermetures (€1.0M)
- Finalization of the investment and the move at SIPA to concentrate the activity on 2 sites (€1.5M)
- Digitalization of sales :
 - New France Closures Web Store launched in H1: 38.4% of total sales vs. 32.7% in 2019 (45% on roller shutters and garage doors)
 - Franciافlex Web Shop: 30% of the sales of the online ranges
 - FABER Webshop: Effective start. 5% of cumulative sales, 14% in June.

This represents a total of 19.2% of MAC sales vs. 16.8% in 2019.



France Fermetures : Investment in paintings



SIPA investment



Financials and Highlights S1 2020

NEU-JKF

M€	S1 2019	S1 2020
Sales	54,4	46,0
Growth margin, as % of revenue	52,8%	51,3%
Recurring operating income	(1,2)	(0,9)
Operating income	(1,0)	(1,9)

← Strong slow down of DELTA NEU France (-30%)
Good performance of foreign subsidiaries

← Mix projects and competition
Start of new machine at Fevi and JKF

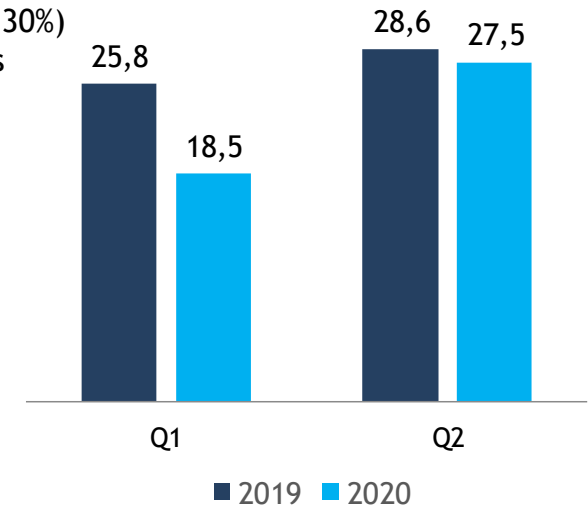
← Government measures and additional savings on employees costs and other expenses

← Impairment loss (€1.8 million) net of capital gains on disposals

730 employees

CAPEX: 0,8 M€

Sales per quarter



Highlights

- Decrease of Delta NEU sales in France offset by export and subsidiaries
- Investments in new laser cutting machines at NEU FEVI and NEU JKF Malaysia
- 1 'state guaranteed loan' at Neu Fevi for 1,5m€

- Real estate sale in Marcq en Baroeul
- Reorganization plan at NEU-JKF suite COVID and drastic savings measures (hiring and salary freeze, reduction of expenses): -4M€

Air treatment in industrial environments

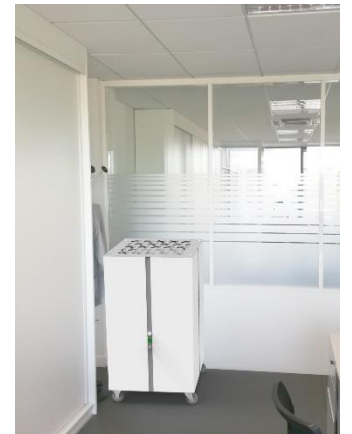
Based on technologies used by NEU JKF in the Nuclear industry, development of a new innovative range of air purification products that filter out fine particles and viruses / bacteria:

- Ambioclean® : Mobile sanitary air filtration solutions enabling to isolate contaminated areas or persons for health institutions, EHPAD, hospitals, SAMU...

<https://www.youtube.com/watch?v=cOOFTOuLTxw&feature=youtu.be>

- Airina® : Air purifier to treat indoor air in closed spaces and to eliminate pollutants, allergens, bacteria, viruses. For use in public facilities: nurseries, schools, nursing homes, meeting rooms, conferences, waiting rooms

[..https://www.youtube.com/watch?v=iWF_dNt4X-l&feature=youtu.be](https://www.youtube.com/watch?v=iWF_dNt4X-l&feature=youtu.be)



Financials and Highlights S1 2020

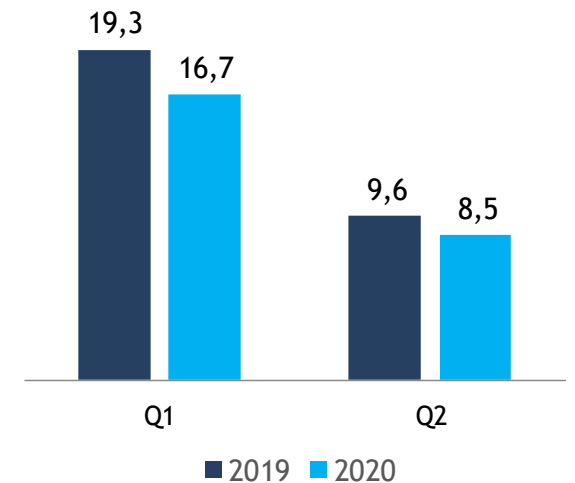
MMD

M€	S1 2019	S1 2020
Sales	28,9	25,2
Growth margin, as % of revenue	53,6%	56,2%
Recurring operating income	2,0	1,6
Operating income	2,0	1,6

← Mix companies, growth margin stable in companies

← Increase of growth margin and savings

Sales per quarter



275 employees

CAPEX: 0,9 M€

Highlights

- Continued activity at the plants in France during the lock down period in view of a large backlog of orders to be delivered. Meeting deadlines and maintaining sales
- Cipriani (Italy): technical unemployment of 4 weeks due to the drop in activity (order book at 3 weeks)

Heat exchange and sterilization equipment and systems

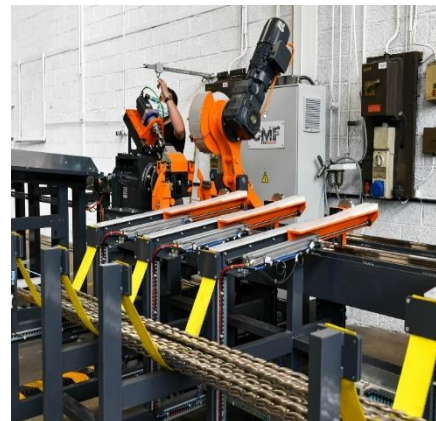
New investments at Barriquand

- Welding robot for plates
- Tube twisting machine for shell and tube exchangers

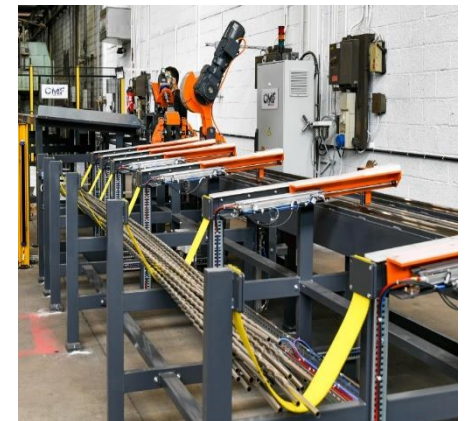


barriquand
TECHNOLOGIES
THERMIQUES

STERIFLOW®
Autoclaves - Sterilization - Pasteurization



CIPRIANI
HEAT EXCHANGERS



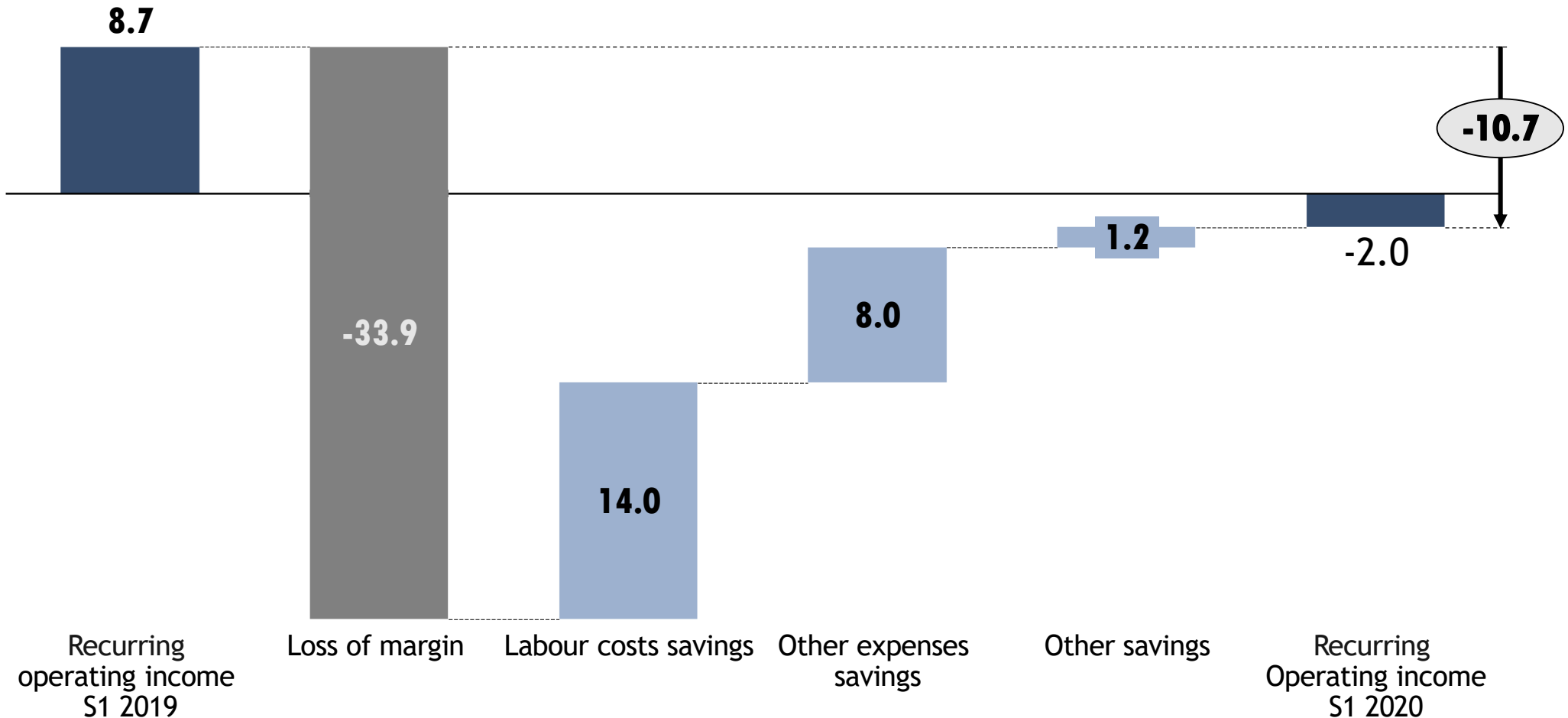
Consolidated Financials

M€	S1 2019	% du CA	S1 2020	% du CA
Sales	286,5		226,9	
Gross Margin	168,7	58,9%	134,8	59,4%
Payroll expenses	(97,2)	33,9%	(83,2)	36,7%
Other charges	(47,8)	16,7%	(39,8)	17,5%
Tax	(4,0)		(3,4)	
Depreciation	(11,0)	3,8%	(10,4)	4,6%
Recurring operating income	8,7	3,0%	(2,0)	
Non recurring charges and amortization	0,3		(3,8)	
Operating income (*)	9,0	3,1%	(5,8)	
Financial results	(0,4)		1,4	
Tax	(4,2)		(0,3)	
Consolidated net income	4,4	1,5%	(4,7)	
Group Share	4,4		(4,7)	
Minority interests	-		-	

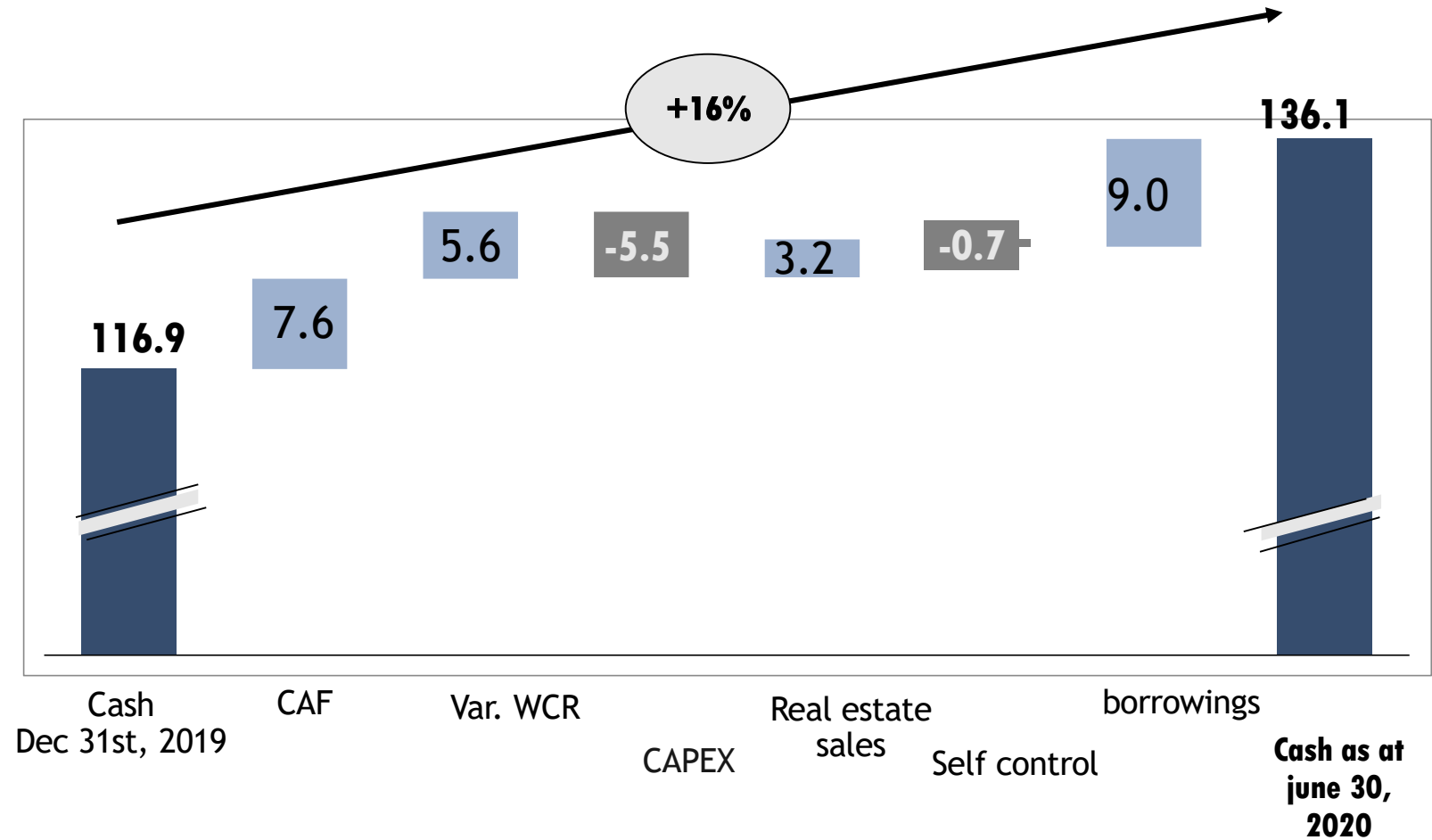
← Including goodwill depreciation and amortization

← Interest income on the tax reassessment in Germany (€1.7M)

Analysis of variances of recurring operating Income H1 2019 vs. H1 2020 (en M€)



Cash flow (in M€)



Simplified consolidated balance sheet June, 30 2020

2019		S1 2020	
Assets	Liabilities	Assets	Liabilities
Fixed 153,8	Equity 199,6	Fixed 144,3	Equity 194,6
Other non-current assets 26,8		Other non-current assets 28,6	
WCR 90,2	Minority CPs 1,7	WCR 82,3	Minority CPs 1,6
Net Financial Excess 29	Non current liabilities and Provisions 98,5	Net financial excess 36,5	Non current liabilities and provisions 95,5

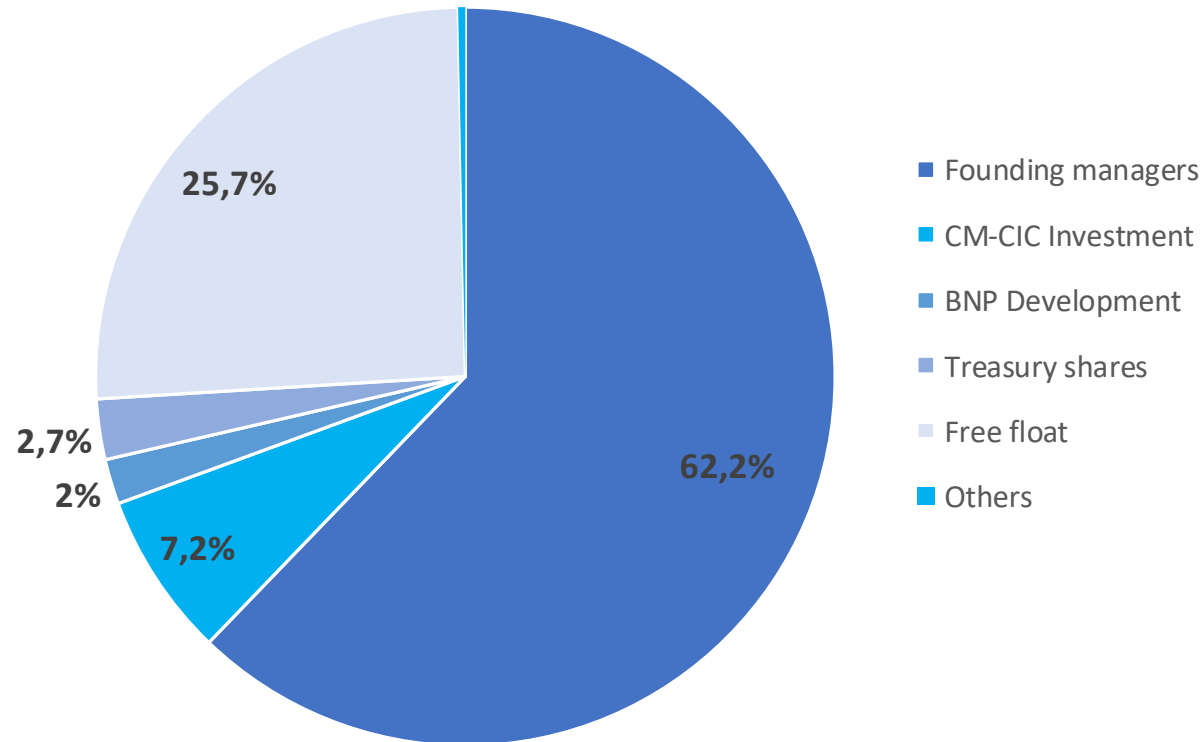
A still solid financial position : Net financial excess of 36,5 M€ on June 30, 2020

Financials Groupe SFPI

	S1 2019	2019	S1 2020
Equity Group Share	201,9	199,6	194,6
Long and short term financial debts	97,2	87,9	99,6
Cash and equivalent	106,4	117,7	136,1
Net financial excess	9,2	29,0	36,5
Cash flow	14,5	39,2	7,6
Recurring Operating Income	8,7	30,6	(2,0)
Depreciation	11,0	22,1	10,4

Stock Market mapping

Shareholders



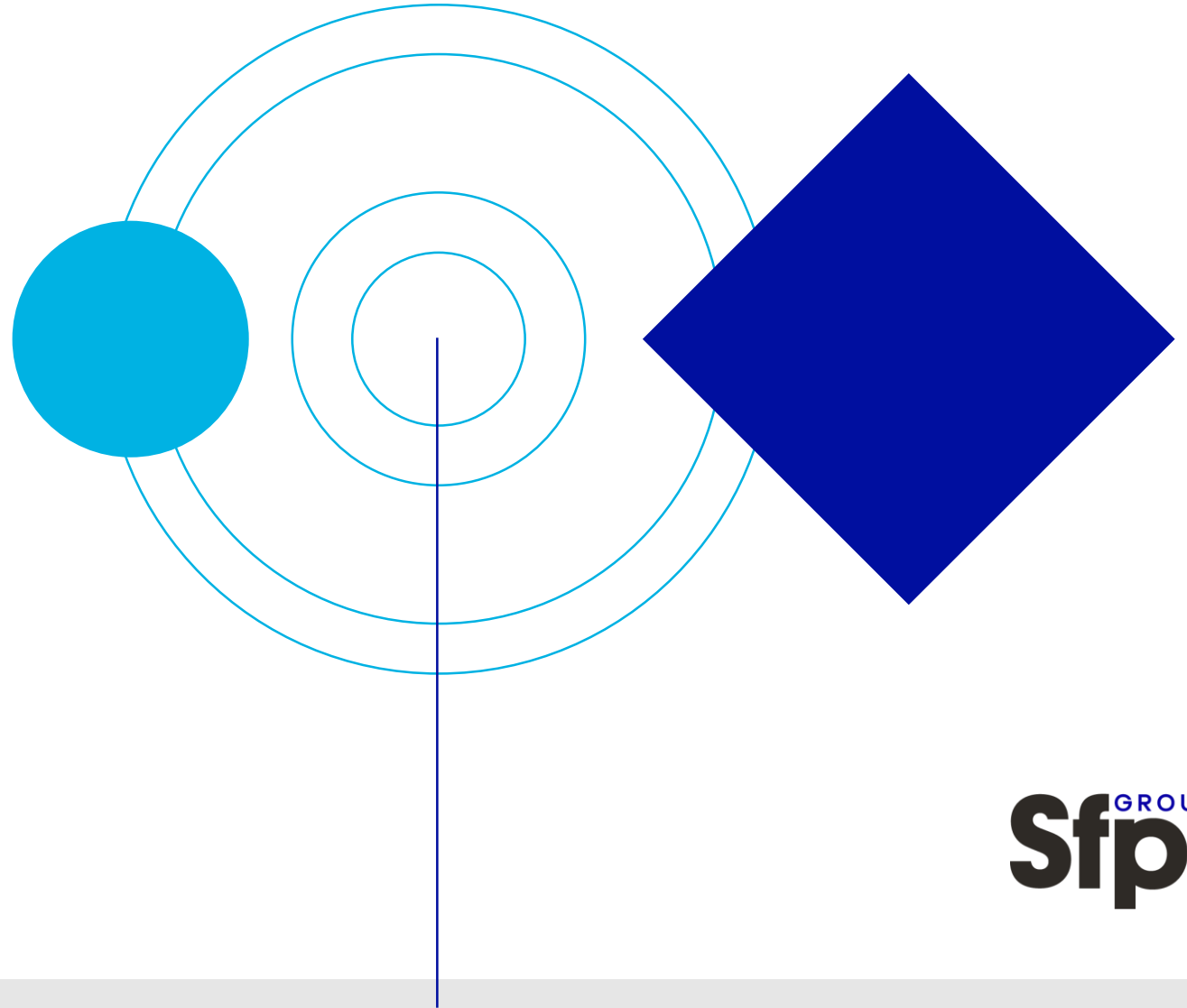
- Free float 31/12/2019 : 26,2 %
- Free Float 30/06/2020 : 25,7 %

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

Shareholder structure on 30/06/2020

The Group expects its annual revenues to decline by around 15% compared to 2019.

Appendices



- The indicator « Current operating income » and « Net financial debt » comply with the 2013-03 recommendation of November 7, 2013 issued by the French Accounting Standards Authority, with the exception of net financial debt, in which IFRS 16 lease liabilities have been excluded.
- The term « net Financial excess » refers to a « Net Financial Debt » where the net cash is greater than the gross financial debt.
- The growth margin results from the difference from :
 - Sales
 - WIP and finish products inventory
 - Consumed purchases
 - And the external charges allocated to customers orders