

Time is on our side

**TFF**  
GROUP

# ANNUAL RESULTS 2021/2022

## ACTIVITY LEVELS ABOVE EXPECTATIONS > €300M RESULTS SHARPLY UP WITH DEBT LEVELS WELL-CONTROLLED A PARTICULARLY FAVORABLE OUTLOOK FOR THE SHORT AND MEDIUM TERM

Wednesday 13<sup>th</sup> July, 2022, 17h45

The Management Board which met on July 13<sup>th</sup> under the chairmanship of Jérôme François, examined and approved the financial statements at April 30<sup>th</sup> 2022. They will now be submitted for approval to the next Annual General Meeting on October 28<sup>th</sup> 2022, at which the distribution of a dividend of €0.40 per share will be suggested as a result of the 78 % growth in net income:

CONSOLIDATED RESULTS (M€)	2021/2022	%	2020/2021	%	Var.
Turnover	302.62		260.88		16.0%
EBITDA	50.03	16.5%	47.90	18.4%	4.5%
Current Operating Income	38.34	12.7%	36.83	14.1%	4.1%
Operating Income	38.11	12.6%	37.44	14.4%	1.8%
Operating Income after MEE	38.52	12.7%	37.96	14.5%	1.5%
Financial Result	12.26		(10.27)		
Taxes	(14.19)		(7.18)		
NET PROFIT	36.59	12.1%	20.50	7.9%	78.4%
NET PROFIT Group Share	35.86	11.8%	20.04	7.7%	78.9%

\*EBITDA definition: earnings before interest, taxes, depreciation and amortization.

Audit procedures have been carried out on the consolidated financial statements. The certification report will be issued after the finalization of the procedures required for the publication of the annual financial report.

**The 2021/2022 financial year saw TFF Group achieve a record turnover. It rose 16 % to more than €302 million- its highest ever level.**

This stronger than anticipated performance was achieved thanks to the return of sustained demand in all the group's diversification businesses – large containers, stainless steel, forestry – and through the continued development of its bourbon businesses. These strong results were achieved in an inflationary context and despite a less favorable distribution, in terms of profitability, of the wine and alcohol markets in the consolidated business mix. In line with the group's diversified growth strategy, the alcohol division, which now represents TFF Group's main vector of growth, already represents nearly 50% of its activity.

### ACTIVITY

**The wine division: €155.2 million: +4.8% in gross growth, of which +2.1% achieved organically**

While this financial year demonstrated strong resistance in an environment heavily impacted by climatic events, it was nonetheless marked by a decline in volumes for its wine barrel businesses. However, the demand observed in the 4th quarter suggests a return to high levels of activity from 2022/2023.

**The alcohol division: €147.4 million: +30.6% in gross growth, of which +27.1% achieved organically**

On the whisky market, cyclical logistical difficulties weighed on the volume of activity, which fell. The price hikes that signal the recovery of the market, have not yet made it possible to compensate for this downward movement.

On the bourbon market, more than 600,000 barrels were produced and marketed, almost twice as much as last year and above expectations. This on what is a very buoyant market with promising growth prospects for the coming years (including an expected production level of 650 000 barrels in 2022/2023).

**RESULTS:  
GOOD RESILIENCE IN TERMS  
OF OPERATING MARGINS  
NET RESULT SHARPLY UP**

Results, in terms of value, rose again after a 2020/2021 financial year that was impacted both by health restrictions and climatic hazards.

However, in line with expectations, the operating profitability of the group came in at 12.7% with a current operational result of € 38.3 million, thanks to a number of well-anticipated factors:

- The like-on-like fall in wine barrel volumes
- The decision not to pass on tariff increases to customers in the wine barrel business for the 2021 vintage.
- The significant increase in several of our operational costs: raw materials, logistics, insurance, etc.
- The growth of the bourbon division with margins that remain lower than those of the wine division, even though they are improving,
- The end of COVID-linked government aid.

Net income rose sharply by 78% to €36.6 million, thanks in particular to the contribution of a significant exchange rate effect of +€13 million after a negative exchange rate impact of -€9.3 million in 2021.

**A SOLID BALANCE SHEET  
AND WELL-CONTROLLED DEBT**

The group's balance sheet continues to strengthen with equity of €426 million (vs. €374 million) and well-contained net debt of €136.9 million (vs. €138 million). The latter includes the cost of the acquisition of the REMOND Cooperage\* and continued investments in the Bourbon market with the acquisition a new stave-mill and the creation of another, which will give the Group no fewer than nine production sites in the United States.

**2022/2023: GROWTH IN ACTIVITY  
AND OPERATIONAL PROFITABILITY**

The 2022/2023 financial year looks set to benefit from a very favorable combination of factors. All of our markets are showing signs of good growth momentum, allowing the group to envisage an ambitious target of around €360 million in turnover, thanks to:

- the return of sustained demand on the wine market after three vintages that were characterized by low harvest levels and an unfavourable international context;
- the promising prospects of the bourbon market, which continues to show strong sustainable development potential;
- the recovery of the whisky market, which is expected to be confirmed, alongside an increase in prices that will be good both for business and margins

Profitability ratios are expected to increase gradually from the 2022/2023 financial year, supported by:

- the strong growth of activity in all the group's businesses worldwide;
- the improvement of our expected profitability on the bourbon market.

*«I can only welcome the results of this exercise which marks a turning point after three particularly difficult years that were characterized by a damaging pandemic and difficult climatic conditions.*

*I would like to salute our teams who have remained particularly motivated and mobilized. As a result, they've been able to observe, manage, react and anticipate consistently, allowing for the performances we have seen this year.*

*I remain particularly serene and confident with regard to the future of TFF Group, in both the short and medium term, since it is poised to benefit from:*

- very promising markets in our businesses all around the world;
- the talent of our professional and particularly well-trained staff;
- high-performance production tools capable of supporting the growth in each of our markets;
- a solid balance sheet and cash flow that will allow us to continue our growth both internally and externally and to consolidate our position as a world leader.

*Of course, I would like also to thank our shareholders who've remained loyal during this difficult period. For them we have therefore decided to propose, at our next meeting, the distribution of a dividend increase of 14%»*



**Jérôme FRANCOIS**  
Chairman of the Management Board

**TFF GROUP IN 2022**

**TURNOVER**  
**€302.6m**



**1408**  
**employees**



**EBITDA**  
**€50m**



**80**  
**countries served**

**www.tff-group.com**

**EURONEXT PARIS - Compartiment B - FR0013295789 - Bloomberg TFF.FP - Reuters TFF.PA**

**TFF - Thierry SIMONEL, DAF**  
Tél : +33 3 80 21 23 33

**Shareholder Relations: PHI éconéo**  
Vincent LIGER- BELAIR – Frédéric HUE  
Tél : +33 1 47 61 89 65

**Media Relations: Presse&Com Ecofi**  
Ségolène de SAINT MARTIN  
Tél : +33 6 16 40 90 73

