

Q3 2022-2023 revenue

- Consolidated quarterly revenue of €24.8m
- Business volume over three months significantly higher than first-half revenue due to the seasonal nature of the activity
- Momentum driven by spring sales of potting soil and continued growth in China
- Confirmation of the commercial attractiveness of BIVIS rentals

Saint-Mars-du-Désert, 11 May 2023: Florentaise (FR001400GO75, ALFLO), a pioneer in low-carbon potting soils, is releasing Q3 consolidated revenue and 9M consolidated revenue for the 2022-2023 financial year. At 31 March 2023, the Group's sales came to €38.4 million, of which €24.8 million in the third quarter alone, corresponding to the period from 1 January to 31 March 2023. Note that the Company has traditionally experienced a strong seasonal effect due to the fact that gardening activities tend to ramp up in spring.

€m ⁽¹⁾	Consolidated over 6 months 2022-2023 (01/07 – 31/12 2022)	Consolidated over 3 months 2022-2023 (01/01 – 31/03 2023)	Consolidated over 9 months 2022-2023 (01/07 – 31/03 2023)
Potting soils business	12.5	19.3	31.8
Bivis businesses ⁽²⁾	1.1	0.5	1.6
Revenue	13.6	24.8	38.4
Other operating income O/w Bivis royalties	4 0.18	3 0.18	4 0.36

(1) Data as at 31/03/2023 unaudited, data as at 30/06/2022 audited

(2) Bivis activity includes rents and maintenance invoiced to customers

The consolidated items are presented in accordance with the financial information communicated as part of the public offering and the listing of Florentaise's shares for trading on the Euronext Growth® Paris market on 12 April 2023. As the consolidated scope of activity includes all of the companies acquired as at 31 December 2022 as part of the spin-off of the potting soils business, namely Granofibre, Floreasy India, Fulan 2 and Fulan 3, there is no basis for comparison with the previous year. This spin-off was part of a restructuring operation within the Floreasy Group, the parent company of Florentaise, with the aim of simplifying the legal structure of the listed entity and aligning the capital structure of the potting soils business with its operational scope.

In France, the potting soils activity was driven by the professional segment until April, when the seasonal ramp-up in the mass consumer market got under way

In the professional segment (market gardening, horticulture & nurseries, mushrooms and green spaces), revenue for the quarter was underpinned by preparation for the start of seed sowing and purchases traditionally made during the cold months. This activity also benefited from good momentum in the development of green spaces, in particular a few major projects, including those related to Paris as the venue for the Olympic Games.

Between January and March, mass consumer sales slowed slightly due to low winter temperatures, which lasted until the end of March. The persistent cold weather delayed the restocking of food retail catalogues intended for general consumers.

In China, continued growth in potting soil sales, leading to a contribution of €4.9 million over the first nine months

The Group saw continued strong growth in China, particularly for off-ground growing of red fruit despite the slow resumption of trade after a period of strict lockdown which dampened business in the zone until December 2022.

As Fulan 2 and Fulan 3 have been included in the consolidation scope since 31 December 2022, their contribution to revenue for the past quarter is significant. The creation under way of the Fulan 4 subsidiary in Kunming (Yunnan) and the planned start of activity there during Q4 2023 will bolster sales in this high-potential territory. With each passing month, Florentaise demonstrates the relevance of its business model in a territory that shows very promising prospects for the Group's development.

Bivis: confirmation of the success of the rental model in the United Kingdom

The contribution of the Bivis business in terms of quarterly revenue growth was modest given the machines currently being installed, which are not yet generating additional revenue. Other operating income, which includes in particular royalties from know-how related to the provision of Bivis machines, and included in Florentaise's historical scope of consolidation, amounted to €0.2 million for the quarter, bringing total revenue from this activity over the first nine months of the financial year to nearly €2 million.

Commercially, the business continues to ramp up. The Group recently installed four new Bivis production lines in the United Kingdom for a rental period of 12.5 years. Three more Bivis production lines for the same customer are being assembled and will be ready for rental from 1 July 2023, as announced.

Florentaise has also finalised the signature of a contract for the establishment of a Bivis production line in the United States, which is expected to be installed by the end of 2023. In addition, the Company has identified new Bivis rental projects in Europe and is currently at an advanced stage of negotiation for two projects.

This first marketing operation in North America and the new negotiations progressing in Europe illustrate the quality of Florentaise's positioning and offering in terms of its ability to speed up the adoption by multiple international players of low-carbon potting soils.

Reminder of objectives: Revenue of €120 million in 2027, with an operating margin of around 20%

As announced during the IPO, the Group expects to generate pro forma revenue of more than €65 million for the current financial year, which closes on 30 June 2023, representing growth of around 13% on the previous financial year (€57.5 million).

By 2027 therefore Florentaise expects to generate consolidated revenue of €120 million (80% from potting soils and 20% from Bivis rentals). The execution of this roadmap should be accompanied by an improvement in profitability, driven by the rollout of the Bivis model offering higher margins and the development of the potting soils business in China, which has a lighter cost structure. As such, the Company plans to increase its operating income to more than 20% of revenue in 2027.

Next event:

Publication of 2022-2023 full-year revenue

28 July 2023 after market close

About Florentaise (<https://www.florentaise.com/fr>)

An ISE and mainly a family-owned group, Florentaise is a pioneer in the production of low-carbon potting soils. Formed in 1973, it employs 245 people and generated pro forma revenue of €57.5 million at 30 June 2022. Florentaise's product catalogue comprises more than 600 product references produced by its own brands and distributor brands, and available from major distributors such as Truffaut, Botanic, Aldi, LIDL and Intermarché. In France, Florentaise sells nearly one in every five bags of potting soil to the mass consumer segment and covers 12% of the professional market (horticulturists, landscapers and nursery specialists). Florentaise is the leading producer in France of potted soils and innovative eco-ingredients, and has big ambitions for international expansion. As of 30 June 2022, 77% of the raw materials used by it to produce potted soils were peat-free. Its patented Hortifibre® and Turbofibre® solutions emit 20 to 50 times less CO₂ than peat with equivalent agronomic performance. Operating internationally in six countries including China, the Group aims to exceed €120 million in consolidated revenue by 2027 with an operating margin of around 20% (vs. 4.9% at 30 June 2022).

You can find financial information on Florentaise at:

<https://investir.florentaise.fr/>



Pionnier des terreaux bas carbone

We are also available by telephone at:
+33 (0) 7 57 81 50 60

ACTIFIN.

Florentaise contact:
Investors@florentaise.com

Investor contact:
florentaise@actifin.fr

Press contact:
Ldaougabel@actifin.fr