



GRAINES VOLTZ

Sales 2020/2021

December 15, 2021



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Sales 2020/2021

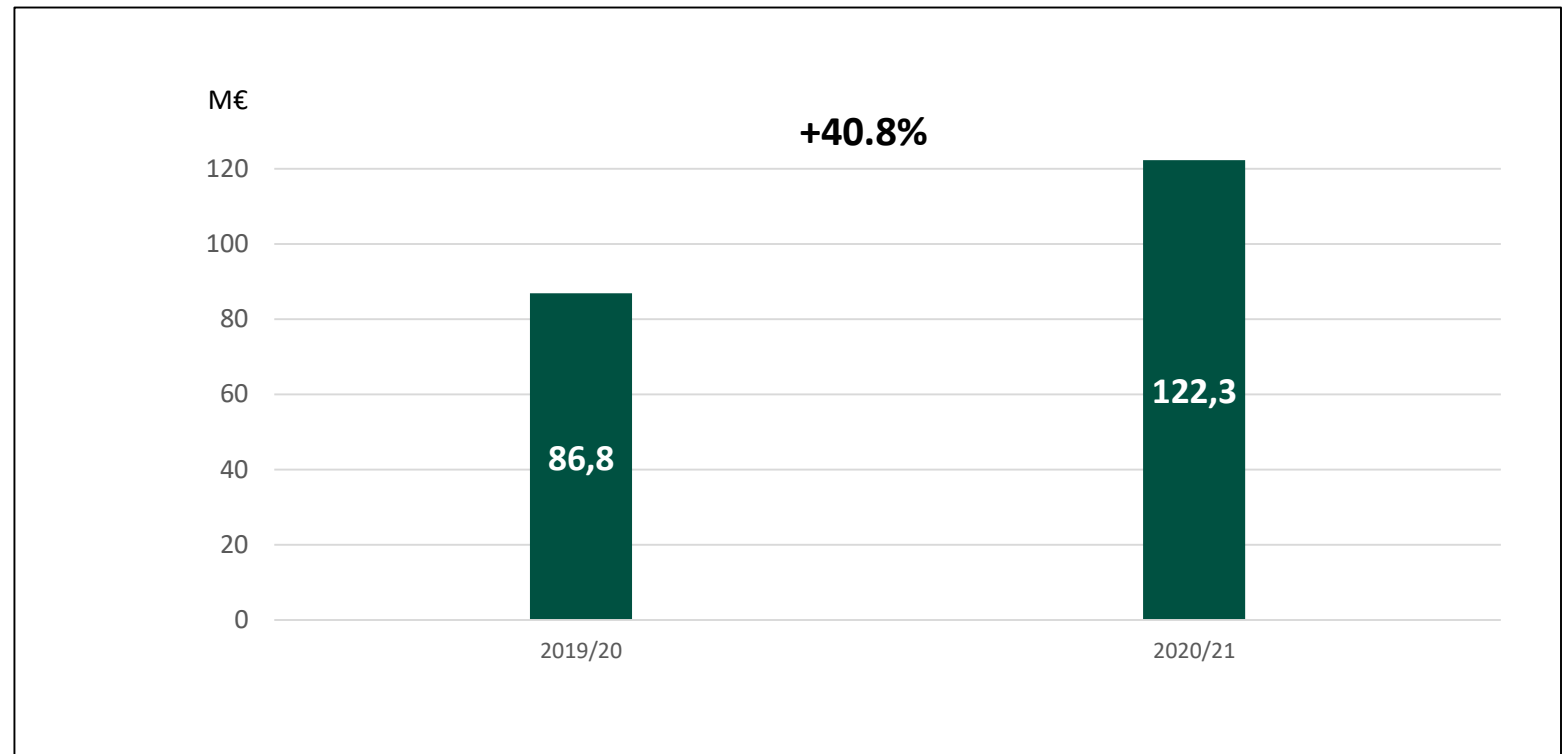
Sales exceed €100M for the first time

Contribution from German acquisitions in 2020 and Italian acquisition in 2021

Organic growth > 10%.

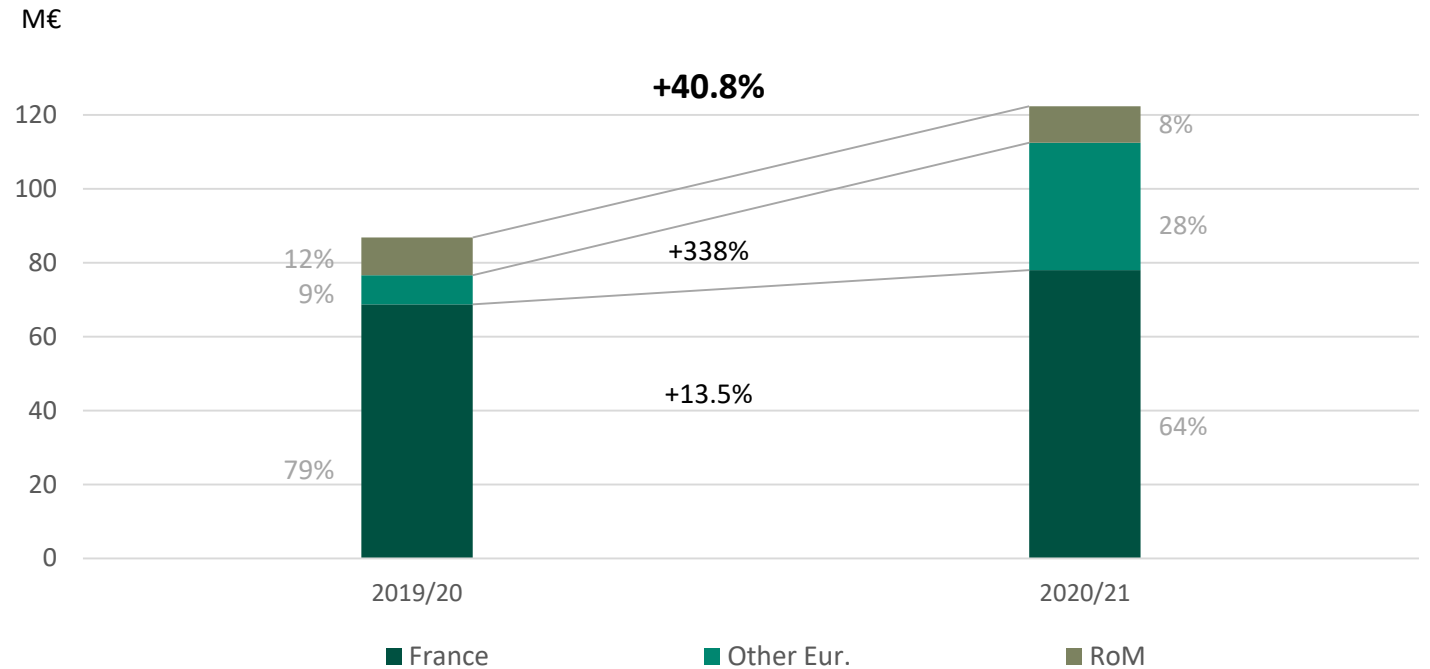
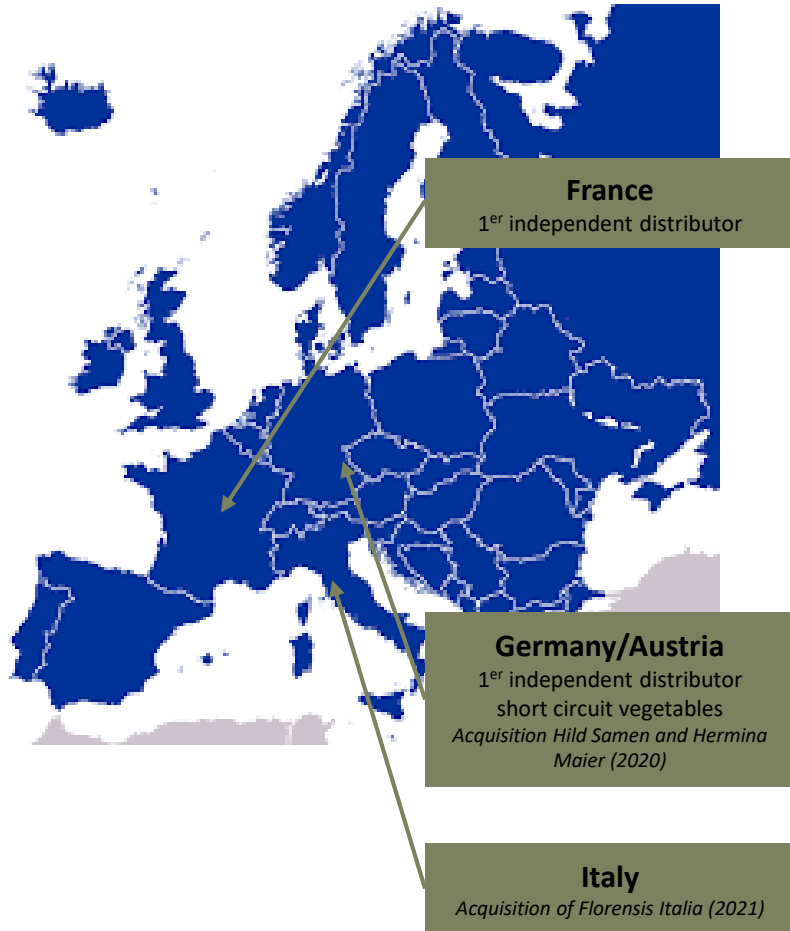
Sales 2021/2022

Historic growth in activity



Sales 2021/2022

Strong growth in all European markets



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Sales 2020/2021

Seeds

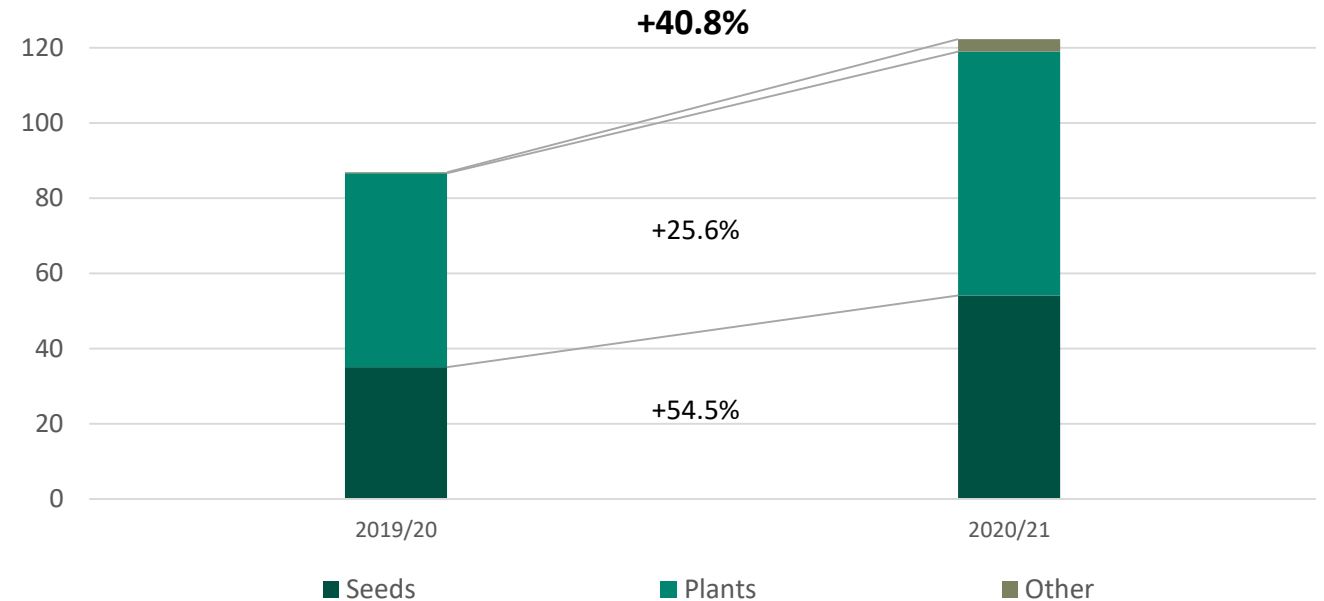
- Contribution of German acquisitions
- Organic growth > 10%.

Plants

- France: Organic growth +10.8%

Sales 2021/2022

Strong momentum in both segments



3 effects

- Business growth
- Evolution of the product mix
- Operational leverage

More than doubling of
net income

Current EBIT and net income

Profitable growth

In K€

	2019/2020	2020/2021*	Δ
Current EBIT	6 664	> 12 900	~x2
<i>C.EBIT/Sales</i>	7.7%	> 10.5%	+ 280bp
Net income	3 945	> 9 000	> x2

*Unaudited estimated data



Continued strong consumer demand

Strong growth in order book

Business outlook

A still buoyant context

Organic sales growth target for 2021/2022

~135 M€

> 10%



A logic of double-digit growth

A European leadership strategy 2026 objectives

Growth drivers

- Digital offer
- Vertical Farming, Smart Garden

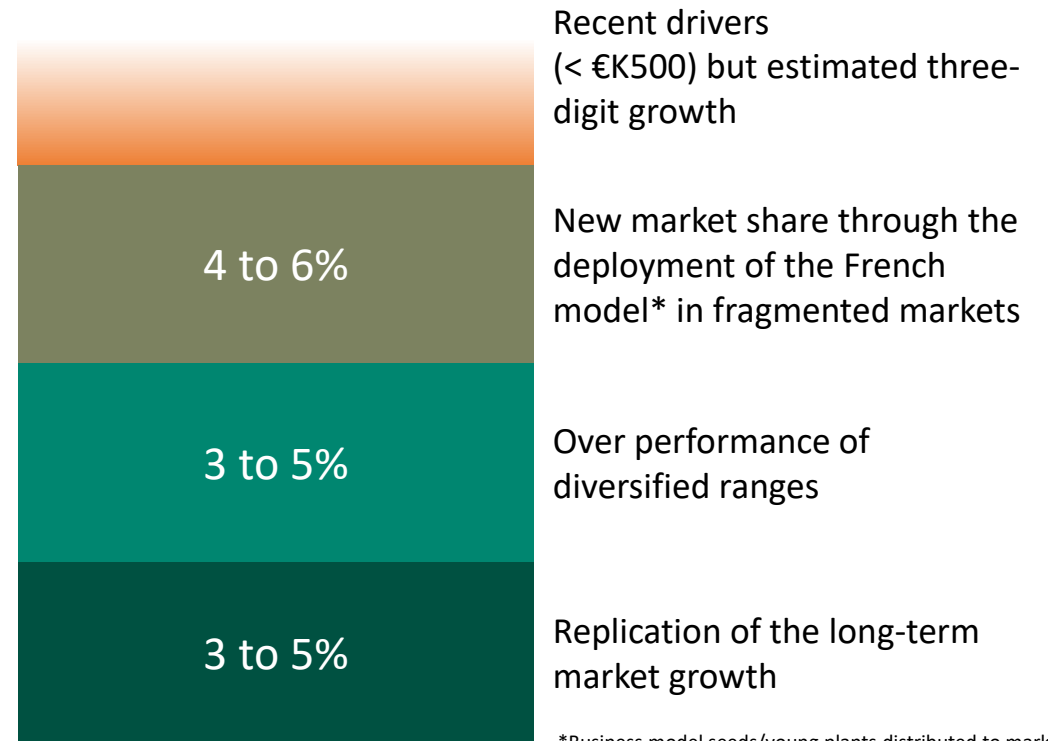
Major European countries

- Germany
- Italy
- Spain

Product mix evolution

- Young plants
- New species
- Organic varieties

Seeds overall market in Europe



*Business model seeds/young plants distributed to market gardeners (shorts circuits) and horticulturists (flowers/vegetables)



Financial calendar

Earnings for the 2020/2021 fiscal year

Monday, January 31, 2022 after market

