



# GRAINES VOLTZ

Press release

Colmar, December 14, 2022

## 2021/2022 REVENUES : 8.1% INCREASE

Colmar, December 14 2022 - Graines Voltz announces its revenues for the financial year 2021/2022.

### 2021/2022 REVENUES: €132.2M

Graines Voltz revenues for the 2021/2022 financial year amounted to €132.2 million, up 8.1% on the previous year <sup>1</sup>.

### 10.9% growth on the strategic perimeter

Excluding the non-strategic subsidiaries in the Mediterranean region (Morocco, Algeria and Turkey), sales for the year came to €126.1M, up 10.9% on the previous year. Sales increased by 9.1% in France and by 14.4% in the other European countries.

On a constant perimeter, sales grew by 1.09% within the strategic perimeter.

In terms of products within the same perimeter, young plants recorded an increase of 21.3%, while seeds were down by 4.3% compared to the previous financial year. The demand for seeds was more sensitive to the heat wave and the arbitration effects of the war in Ukraine.

The mixed seed/young plant development strategy enabled the group to diversify its markets by strengthening its resilience.

### BUSINESS OUTLOOK FOR THE YEAR 2022/2023

At this stage, it is difficult to set a business target for the current financial year given the instability that remains on the markets due to the continuing conflict in Ukraine and its economic consequences. Nevertheless, the group notes that the first sales figures for the first quarter are well oriented. However, this indicator should be analyzed with caution as first quarter sales represent on average less than 10% of the sales for the year. Nevertheless, and assuming that the economic and geopolitical situation does not deteriorate further, the group still considers as possible the hypothesis of a growth, at current scope, of 5 to 10% in 2022/2023.

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<sup>1</sup> The 2021/2022 revenues do not consider the activity carried out by the group's Algerian subsidiary whose ownership threshold has been set at 49%. This company is now consolidated using the equity method. During the 2020/2021 financial year, this subsidiary had achieved a turnover of €1.6M.



## GRAINES VOLTZ

Commenting on this news, Serge Voltz, Chairman and CEO, said: "Overall, the Group's business has held up well in the unusually hostile environment we faced in during the second half-year. Over the year, sales increased both on a current and on a constant basis. Our development in young plants played an important role in this evolution and reinforced our resilience, in particular the acquisition of André Briant Jeunes Plants (ABJP) at the beginning of 2022, whose outlooks are very encouraging.

**Next event:** January 31 2023 after closing – Results for the financial year 2021/2022

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### **About Graines Voltz**

*Graines Voltz is one of Europe's leading independent distributors of seeds and young flower and vegetable plants. A family group headed by its founder, Serge Voltz, Graines Voltz has experienced strong growth since its creation in 1985. Its success is based on a very wide range of 33,000 references, unique on the European market in terms of diversity of varieties, aimed at professionals in short circuits (market gardeners, horticulturalists and local authorities).*

*An extremely rigorous organization enables it to identify varieties that meet new consumer expectations at a very early stage, to ensure total quality control and traceability and to deliver its products on a just-in-time basis.*

*As the leader in France, Graines Voltz, which is driven by growing consumer demand in Europe for diversified quality plants from short circuits, has the ambition to export its model there. Germany, the largest market after France, is developing very rapidly.*

*Graines Voltz is listed on Euronext Paris (stock code: GRVO - FR0000065971). Graines Voltz shares are included in the CAC Small, CAC Mid & Small and CAC All Tradable indices.*

For more information: [www.graines-voltz.com](http://www.graines-voltz.com)

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