



GRAINES VOLTZ

Press release

Colmar, 13th December 2023

STABLE SALES OVER THE 2022/2023 FINANCIAL YEAR

Colmar, 13th December 2023 – Graines Voltz publishes its sales figures for the 2022/2023 financial year.

SALES 2022/2023: €133M

Graines Voltz sales for the 2022/2023 financial year came to €133M, up 0.6% on a current basis and down 2.4% on a like-for-like basis compared with the previous financial year.

Geographically:

- **France** accounts for 65% of sales, with sales up 1.9% at €86.6M.
- **Europe** accounted for 29% of sales, down 3.3% at €38.1M.
- **The Rest of the World** accounted for 6% of sales, with sales up by 6.4% to €8.3M.

In terms of products:

- **Seeds** accounted for 36% of sales, down 4.8% at €47.4M.
- **Seedlings** accounted for 62% of sales, up 4.8% on a current basis (down 0.2% on a like-for-like basis) to €82.4M.
- **Supplies** accounted for 2% of sales, down 7.7% to €2.4M.

As a reminder, during the first half of the financial year, Graines Voltz had to deal with an environment disrupted by several major crises. In addition to the difficulties caused by high energy costs, Graines Voltz's customer producers were affected by unusual weather conditions (drought in February 2023), which made them much more cautious about starting production.

FORECAST ANNUAL RESULTS

Considering the impact of the global context on the group and its customers, and the scale planned at the beginning of the season to support the planned growth, Graines Voltz expects to be close to break-even in the 2022/2023 financial year. The results will be published in detail on 31st January 2024.

Commenting on this news, Serge Voltz, Chairman and Chief Executive Officer, said: *"The 2022-2023 financial year took place in a particularly hostile economic and weather context, at a time when we had organized ourselves to pursue our development. As a result, we have accelerated the transformation of our business model in order to adapt to the new market conditions."*

ACQUISITION OF PRODUCTION ASSETS

On November 1st 2023, Graines Voltz acquired part of the production assets of SCEA Baudonnière near Angers. This acquisition will not generate additional sales, but it will enable us to secure and optimize production between our various sites and to add a new range of aromatic products.



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BUSINESS OUTLOOK FOR 2023/2024

Given that the first quarter still in progress (October-December) only represents a minor part of the business (less than 10%), and that the economic context remains uncertain, Graines Voltz must be cautious in its business forecasts and does not wish to comment on a sales target for the coming financial year.

Next event: 31st January 2024 after the close of trading – Results for the 2022/2023 financial year.

About Graines Voltz

Graines Voltz is one of Europe's leading independent distributors of seeds and young flower and vegetable plants. Graines Voltz is a family-owned group headed by its founder Serge Voltz, Graines Voltz employs nearly 600 people and has been growing strongly since its creation in 1985. Its success is based on a very wide range of 31,000 references, unique on the European market in terms of diversity of varieties, aimed at professionals in short circuits (market gardeners, horticulturists, nursery 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 is driven by growing consumer demand in Europe for diversified, high-quality plants from short distribution channels, and has the ambition to export its model to other countries. 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.

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