

Time is on our side

TFF
GROUP

ANNUALS RESULTS 2020/2021

A SOLID RESISTANCE FOR TFF'S OPERATIONAL RESULTS A CONFIDENT AND CAUTIOUS OUTLOOK

Monday July 12th 2021, 17h45

The Management Board, meeting on July 12th under the chairmanship of Jérôme François, examined and approved the accounts that closed on April 30th, 2021, which will be submitted for approval to the next General Meeting on October 29th, 2021, during which a dividend of € 0.35 per share will be suggested:

Consolidated accounts in M€ IFRS	2020/2021	%	2019/2020	%	Var.
Turnover	260.88		279.66		-6.7%
EBITDA	47.90	18.4%	53.43	19.1%	-10.3%
Profit from recurring operations	36.83	14.1%	43.66	15.6%	-15.6%
Operating profit	37.44	14.4%	35.59	12.7%	5.2%
Operating profit after MEE	37.96	14.6%	36.42	13.0%	4.2%
Financial result	(10.27)		1.11		
Taxes	(7.19)		(10.68)		
NET PROFIT	20.50	7.9%	26.85	9.6%	-23.6%
NET CEO RESULTS	20.04	7.7%	26.64	9.5%	-24.8%

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

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

TFF'S STRONG OPERATIONAL PERFORMANCE

In an unprecedented context that was marked simultaneously by the pandemic, Brexit, US taxes and climate-related difficulties, TFF Group was able to demonstrate its strong ability to anticipate and respond, thus limiting the fall of its turnover to - 5.2% like-on-like (-6.7% in consolidated terms), with the company's EBITDA remaining at the high level of 18.4% of revenue.

Wine division: €148 million of activity, i.e. - 11.9% (- 12.1% like-on-like)

The wine business was penalized by a 2020 harvest that was low in volume with 45% of the group's markets impacted by the fires in the USA and in Australia and the context of a pandemic that was hardly conducive to investment.

Alcohol division: €112.9 million in turnover or +1.1% (+ 5.2% like-on-like)

The whisky division held up well thanks to a trading business that grew in volume thus compensating the prices that fell as a of an abundance of used barrels.

The renovation/repair activity continued to grow thanks to the opening of our 8th production site. A site that will allow us to reach a production level to 1 million barrels a year.

The Bourbon division reached €65.8 million in activity, representing a rise of 7.8%. The winning combination of cooperages and stave-mills has helped fuel a growth momentum over the last 4 years and despite the COVID-19 pandemic.

TFF'S SOLID OPERATIONAL PERFORMANCE TESTED BY AN UNPRECEDENTED CONTEXT

The Group's EBITDA stands at the particularly high rate of 18.4%, while ROC remains above 14% despite being impacted by a slow-down in volumes and the ramping-up of the bourbon division. The EBITDA level demonstrates our strong ability to adjust operating expenses when necessary.

The ROP grew by +5.2% thanks to the favorable base effect that resulted from the non-recurrence of recent exceptional expenses in the bourbon division.

The net result was negatively affected by the exchange rate to the tune of -€9.3 million after a gain of +€2.3 million last year.

AN EVEN STRONGER BALANCE SHEET

The decrease in net debt to €138 million, combined with a strengthening of equity to €374 million (with a gearing of 37%) as well as an available cash flow of nearly €95 million, have all helped put the Group in a strengthened position in terms of its balance sheet.

NEXT APPOINTMENTS

Q1 2021 results: September 9th, 2021

A CAUTIOUS BUT CONFIDENT OUTLOOK FOR OUR SHORT-TERM FORECASTS

The 2021/2022 financial year looks set to demonstrate a contrast between an expected decline of the wine market and the anticipated growth of the alcohol market. These projections, combined with an inflationary dynamic for raw materials and freight, as well as the various consequences of the pandemic, have led us to demonstrate a fair amount of caution when it comes to our forecasts. The group is thus currently anticipating business prospects comparable to those of the financial year that just ended.

With the wine market hit by a combination of unfavorable factors, particularly in some of the most important wine-growing regions like the USA and Australia, the group's diversification strategy is now showing its true strength. The group's product mix has evolved in favor of the alcohol division, thanks to both the strong business levels of the whisky market and the growth of bourbon.

With these circumstances in mind and thanks to its global leadership in the ageing of wines and whisky and the investments made in Bourbon, the group has set itself a turnover target of around €350 million, or nearly 35% growth, for the 2024/2025 financial year.

«Our Group was able to cope with the headwinds, thus significantly limiting the impact of the pandemic on our activities and maintaining an EBITDA margin close to that of last year. The wine market has been disrupted in an unprecedented way but I am confident about the group's ability to face the difficulties of this period thanks to our growth on the alcohol market. TFF Group has established a 15% market share in Bourbon in just 4 years and does not intend to stop there; the whisky market, on which we are number 1, is entering a new and very favourable cycle. The group is pursuing the roadmap it set out as well as its successful diversification strategy. In this, it is supported by its reinforced financial strength and its €230 million euro stocks of strategic raw materials. It is on the basis of these confident perspectives that the Executive Board has decided to suggest to the General Meeting of Shareholders which will meet next October, the maintenance of a dividend of 0.35 euros per share.»

Jérôme FRANCOIS
CEO

ABOUT TFF GROUP

As the global leader in the wine and whisky aging market, serving the leading luxury sector of wines and spirits, TFF Group is present in more than 80 countries and is experiencing strong development on the bourbon market.

«As a privileged partner of the biggest names in wine and alcohols, we help ensure that they get the best from their harvests thanks to high-end innovative and environmentally friendly aging containers, made in the noblest tradition of French know-how. With our 1,298 employees and 260,9 million euros in turnover in 2020-2021, we work to promote excellence in know-how and in the "made in France" art of living.»



Jérôme FRANCOIS
CEO

TFF GROUP IN 2021: **TURNOVER: 260.9 M€** **1,298 employees** **80 countries served**
ROC: 36.84 M€ which 824 internationally

www.tff-group.com

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

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