

## LISI ACHIEVED ONCE AGAIN EARNINGS GROWTH OBJECTIVES

- Earnings growth:
  - o Revenue: €1.64 Bn, up €72 M (+4.6%)
    - LISI Aerospace has crossed the €1 Bn revenue mark and LISI Automotive that of €500 M;
    - Contribution of external growth transactions completed in the United States in 2016 (LISI MEDICAL Remmele) and 2017 (TERMAX) offset an unfavorable dollar effect;
    - Organic growth: +3.6%; strong in the first half (+6.1%), more limited in the second half of the year (+1.0%);
  - o Operating income up by nearly €14 M (+8.9%)
    - Contribution up across all three divisions;
    - Operating margin improved by 0.4 point to 10.4%;
  - Net income stabilized at a high level (€108 M), despite a highly negative financial result (-€21.6 M) due to currency fluctuations
- Free Cash Flow highly positive despite an unfavorable currency impact (-€ 27.4 M) and a record level of capital expenditures;
- Net debt under control after the acquisition of TERMAX;
- Proposed dividend: € 0.48 per share;
- 2018 objectives: improvement in performance and strategic course maintained.

**February 14, 2018** - The LISI Board of Directors met under the chairmanship of Mr. Gilles Kohler and reviewed the audited financial statements for the period ended December 31, 2017. They will be submitted for approval to the General Meeting on April 24, 2018.

| 12 months ending December 31,                      |    | 2017    | 2016    | Changes  |
|--|----|---------|---------|----------|
| Key elements of the income statement               |    |         |         |          |
| Revenue  | €M | 1,643.4 | 1,571.1 | 4.6%     |
| EBITDA   | €M | 256.2   | 237.1   | 8.0%     |
| EBITDA margin                                      | %  | 15.6    | 15.1    | 0.5 pt   |
| Operating result (EBIT)                            | €M | 171.4   | 157.5   | 8.9%     |
| Operating margin                                   | %  | 10.4    | 10.0    | 0.4 pt   |
| Earnings attributable to holders of company equity | €M | 108.0   | 107.0   | 0.9%     |
| Net earnings per share                             | €  | 2.04    | 2.02    | 1.0%     |
| Key elements of the cash flow statements           |    |         |         |          |
| Operating cash flow                                | €M | 203.8   | 195.8   | +€8.0 M  |
| Capital expenditure, net                           | €M | -140.1  | -119.6  | +€20.5 M |
| Free Cash Flow*                                    | €M | 46.3    | 73.5    | -€27.2 M |
| Key elements of the financial structure            |    |         |         |          |
| Net debt   | €M | 300.2   | 218.2   | +€82.0 M |
| Ratio of net debt to equity                        |    | 33.4%   | 25.2%   | +8.2 pts |

<sup>\*</sup> In this press release, Free Cash Flow refers to cash flow minus net industrial investments and changes in working capital requirements (WCR).

The Group is fully committed to achieving a double-digit current operating income, a positive Free Cash Flow and a growth in value of its operating indicators, in a context of currency volatility. The pursuit and deployment of many structuring industrial projects (robotization and productivity improvement, innovation), the launch of the first initiatives in the field of the digitization of production, all aim at providing technological lead to consolidate its [competitive] differentiation in a sustainable manner in well-oriented markets over time.

## **Contact**

Emmanuel Viellard Tel: +33 (0)3 84 57 00 77

Email: <a href="mailto:emmanuel.viellard@lisi-group.com">emmanuel.viellard@lisi-group.com</a>

Website: www.lisi-group.com

## The next announcements will appear after close of trading on Paris Euronext

Shareholders' General Meeting: April 24, 2018 Q1 2018 financial information: April 25, 2018

H1 2018 results: July 25, 2018

Q3 2018 financial Information: October 24, 2018

The LISI share is listed on Euronext, compartment A and belongs to the CAC® AERO & DEF., CAC® All Shares, CAC® Industrials indices, under the ISIN code: FR 0000050353. LISI is a worldwide leading manufacturer of fasteners and assembly components for the Aerospace, Automotive, and medical implants industries.

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