

# HALF-YEARLY RESULTS

30th June 2019



## The LISI Group delivers improved financial performance in the first half of 2019, in line with objectives

- Target of return to organic growth reached in the half-year with activity up +1.3% versus the first half of 2018
- Current operating income up to €72.8 million, or 8.2% of sales, with mixed divisional performance
- Net income down, mainly due to the disposal of Indraero Siren (Argenton-sur-Creuse) and LISI AEROSPACE Creuzet Maroc
- Free Cash Flow increased to a robust level of €48.9 million as capital expenditure are stabilizing
- Decrease in net financial debt, excluding impact of +€71.6 million resulting from the first application of IFRS 16
- Targets reaffirmed: positive organic growth and Free Cash Flow, increase in financial performance

Paris, July 24, 2014 - LISI announced today its results for the first six months ended June 30, 2019, which were presented to the Board of Directors held today.

| Six months ended June 30,   | H1 2019   | H1 2018            | Change   |           |  |  |  |  |  |
|---|-----------|--------------------|----------|-----------|--|--|--|--|--|
| Key components of the income statement  |           |                    |          |           |  |  |  |  |  |
| Sales revenue   | €m        | 886.2              | 835.1    | + 6.1%    |  |  |  |  |  |
| EBITDA  | €m        | 130.2              | 111.0    | + 17.3%   |  |  |  |  |  |
| EBIT  | €m        | 72.8               | 67.7     | + 7.6%    |  |  |  |  |  |
| Current operating margin  | %         | 8.2                | 8.1      | + 0.1 pt  |  |  |  |  |  |
| Income for the period attributable to holders of the company's shareholders' equity | €m        | 24.9               | 45.8     | - 45.6%   |  |  |  |  |  |
| Diluted earnings per share  | €         | 0.47               | 0.86     |           |  |  |  |  |  |
| Key components of the ca  | sh flow   | statement          |          |           |  |  |  |  |  |
| Operating cash flow   | €m        | 107.6              | 94.0     | + €13.6 m |  |  |  |  |  |
| Net industrial CAPEX  | €m        | 67.0               | 65.5     | + €1.5 m  |  |  |  |  |  |
| Free Cash Flow <sup>1</sup>   | €m        | 48.9               | 34.5     | + €14.4 m |  |  |  |  |  |
| Key components of the f   | financial | situation          |          |           |  |  |  |  |  |
|   |           | H1 2019            | 12/31/18 |           |  |  |  |  |  |
| Net debt  | €m        | 387.0 <sup>2</sup> | 339.3    | + €47.7 m |  |  |  |  |  |
| Ratio of net debt to equity   | %         | 40.5%              | 36.0%    | + 4.5 pts |  |  |  |  |  |

<sup>&</sup>lt;sup>1</sup>Free Cash Flow: net operating cash flow minus net capital expenditure and changes in working capital requirements

<sup>&</sup>lt;sup>2</sup> included + €71.6 million of increase of net financial debt due to IFRS 16 standard implementation



#### First implementation of IFRS 16 leads to €71.6 million increase in net debt

The Group has chosen to apply IFRS 16 according to the simplifed retrospective approach that came into effect on January 1, 2019. This standard aligns the accounting for operating leases with finance lease contracts (except for exemptions provided for by the standard). The impact of IFRS 16 on the Group's consolidated financial statements comes mainly from leases of real estate.

The implementation of this standard has the following impacts on Financial Statements published as at June 30, 2019:

- On the balance sheet: recognition of a €71.6 million debt in relation to future lease payments and of an asset for the right of use,
- On the income statement: the rental expense previously recognized in operating income for €5.9 million will be reclassified, partly as a reduction of other external expenses for + €5.9 million and as an increase in depreciation expense for €5.3 million. The net impact on the current operating income is + €0.6 million. The financial result is reduced by €0.9 million. The impact on net income was thus €0.2 million.

#### Business review and results for the half year

| Sales<br>M€               | 2019  | 2018  | 2019/2018 | On a constant consolidation scope and exchange rate basis |
|---------------------------|-------|-------|-----------|---|
| Q1                        | 4450  | 419.5 | + 6.1%    | + 1.0%  |
| Q2                        | 441.3 | 415.6 | + 6.2%    | + 1.6%  |
| Six months ended June 30, | 886.2 | 835.1 | + 6.1%    | + 1.3%  |

At €886.2 million, consolidated sales for H1 2019 were up +6.1% and reflect the following elements:

- a favorable currency effect of + €23.4 million (or + 2.6% of sales), compared to €28.9 million in the first half of the previous financial year
- a scope effect of + €17.1 million (i.e. + 2.0% of sales) corresponding to:
  - + €19.3 million from the integration into LISI AUTOMOTIVE of the US company Hi-Vol as of October 1, 2018,
  - €2.2 million reflecting the sale of the German company Beteo (LISI AUTOMOTIVE) on December 31, 2018,
- the deconsolidation of the Indraero Siren and LISI AEROSPACE Creuzet Maroc was completed on June 30, 2019, with no effect on the operations of the first half.

As a result, on a constant scope and exchange rate basis, sales increased by + €11.0 million, representing organic growth of + 1.3% compared to the first half of 2018. This return to organic growth is driven by the LISI AEROSPACE and LISI MEDICAL divisions. LISI AUTOMOTIVE continues to be affected by depressed global market and strong comparatives in the first prior year.



EBITDA increased by 17.3% to €130.2 million or 14.7% of sales, with an IFRS 16 impact of + €5.9 million. Divisional performance is quite mixed:

- the LISI AEROSPACE division benefits from volume increases and the full effect of the productivity actions carried out in 2018.
- the LISI AUTOMOTIVE division suffers from a fall in sales amplified by an even greater adjustment in production, which weighs heavily on profitability,
- the LISI MEDICAL division's results do not reflect any increases in new products due to the declining activity at the two small sites (LISI MEDICAL Fasteners and LISI MEDICAL Jeropa in the United States).

Depreciation and amortization increased by €10.7 million, reflecting the significant capital expenditures programs of the recent years and including an IFRS 16 impact of + €5.3 million. The impact of provisions / reversals of provisions is unfavorable by €3.4 million compared to H1 2018.

Current operating income (EBIT) totaled €72.8 million (IFRS 16 impact of + €0.6 million), an increase of €5.1 million on the first half of 2018. At 8.2%, the operating margin gained 0.1 percentage point on the same period last year.

Non-current operating revenue and expenses amounted to - €28.3 million, and reflect the accounting impact of the deconsolidation of Indraero Siren (Argenton-sur-Creuse) and LISI AEROSPACE Creuzet Maroc. It should be noted that this has no impact on cash flow. Restated for this change in scope of consolidation, non-current operating expenses would be at the same level as in the first half of 2018.

Financial income amounted to - €3.8 million, (+ €6.4 million in H1 2018), due to the following main elements:

- currency effects related to the revaluation of debts and receivables and the change in the fair value of hedging instruments (- €1.4 million vs. + €7.6 million in H1 2018),
- the financial expenses, corresponding to the cost of the long-term net debt, amounted to €3.0 million (stable compared to H1 2018), i.e. an average fixed rate of 2.0%. Gains on current cash investments amounted to + €1.5 million versus + €18 million in H1 2018. Net financial expenses on net financial debt therefore amount to less than 1%,
- the impact of reclassifications related to the application of IFRS16 for €0.9 million (no effect in H1 2018).

The tax charge, calculated on the basis of the corporate income tax reflects an effective average tax rate of 33.6% of income before tax.

At € 24.9 million, net income has decreased by € 20.9 million; most of the decline (€17.4 million net of tax) is attributable to the deconsolidation of Indraero Siren (Argenton-sur-Creuse) and LISI AEROSPACE Creuzet Maroc. Restated for these transactions, net margin amounted to 4.8% of sales (5.5% in the first half of 2018).

Cash flow increased by 14.5% to €107.6 million (IFRS 16 impact of + €5.0 million). It helped finance a stabilized capital expenditure program (€67.0 million, 7.6% of sales) in the first half of the year that included:

- the continued deployment of the "robotization" plan across divisions,
- the development of new products, particularly in Mexico and Marmande in Aerospace, and in Mexico in Automotive and at LISI MEDICAL Remmele in Minneapolis,



• capacity increases at Parthenay and Chihuahua in Mexico ("Forging") in the Aerospace Division and in the Czech Republic ("Safety Mechanical Components") in the Automotive Division.

Working capital amounted to 72 days of sales, an increase of 5 days compared to December 31, 2018. Inventories were under control and amounted to 81 days of sales, down 2 days compared to December 31, 2018.

Free Cash-Flow is thus highly positive and increases by €14.4 million to €48.9 million.

Net debt amounted to €387.0 million, or 40.5% of shareholders' equity. Excluding the impact of €71.6 million related to IFRS reclassifications, it decreased to 33.0% of shareholders' equity (36.0% at December 31, 2018). Net debt improved to 1.4x EBITDA (vs. 1.5x at 31 December 2018).

#### LISI AEROSPACE (57% of total consolidated sales)

- Return to positive organic growth in the "Europe Fasteners" segment in the second quarter confirmed strengthening of demand in North America
- "Structural Components" activity supported by the ramping up of the LEAP engine
- · Accelerating effect of currencies, especially the dollar
- EBIT up to €58.9 million, or 11.6% of sales, driven by volume increases and the effects of cost reduction measures initiated in 2018
- Free Cash Flow still highly positive

#### **Analysis of sales**

| Sales in € m              | 2019  | 2018  | 2019/2018 | On a constant<br>consolidation scope<br>and exchange rate<br>basis |
|---------------------------|-------|-------|-----------|--|
| Q1                        | 252.6 | 235.6 | + 7.2%    | + 3.0%   |
| Q2                        | 254.4 | 230.1 | + 10.6%   | + 6.7%   |
| Six months ended June 30, | 507.0 | 465.7 | + 8.9%    | + 4.8%   |

#### **Aviation market**

In the continuity of the Paris Air Show, aircraft manufacturers remain confident in the long-term growth prospects of the business. Markets remained generally supportive in the first half, confirming the recovery of the segments excluding commercial aviation (business, military, and helicopters) in the United States. In the short term, the uncertainties related to the return to service of the Boeing B737 MAX remains the main area of concern. The consequences of the transition from a pace of 52 to 42 aircraft per month since March are not yet noticeable but will most likely materialize by the end of the year. The B777X program has had a slightly delayed launch, but is generating product needs that are entering the industrialization phase. The effects of the decline in the A380 program are limited, with most of the impact already recorded in previous years.



#### Business review and results for the half year

All of the division's activities have seen a sequential improvement in sales over the last six quarters, with the second quarter of 2019 up + 10.6% and the first half up + 8.9%. This overall good momentum is driven by:

- the strengthening of the market in the "Fasteners" segment in Europe, which is benefiting from increases in single-aisle aircraft production rates and the end of the supply chain adjustment effects in the initial ramp-up phase of the new programs,
- the dynamism of non-commercial aviation markets in the "Fasteners" segment in North America,
- the continuation of the ramp-up of the new programs and in particular of the LEAP engine in the "Structural Components" segment.

The impact of the depreciation of currencies (mainly the dollar) against the euro on sales amounted to €18.9 million and boosted growth.

On a constant consolidation scope and exchange rate basis, sales were down - 4.8% over the half-year, with a second quarter at + 6.7%, slightly better than the first (+ 3.0 %).

#### Results

EBIT stood at €58.9 million, down €17.5 million on the first half of 2018. At 11.6%, the operating margin gained 2.7 percentage points on the same period last year.

The operating margin improved significantly in "Fasteners" in a context of volume recovery at all aircraft manufacturers. In addition, the division achieved its fixed and variable cost reduction targets as a result of the sustainable adjustment measures taken in 2018.

The "Structural Components" segment also benefits from the volume effect of the ramp-ups of the new engine programs. For the Marmande plant, the additional industrial costs registered in the initial ramp-up phases have stabilized. The site contributes to the division's results improvement.

The division maintains a largely positive Free Cash Flow of €50.8 million (10% of sales), an increase of €31.5 million compared to the same period last year.

#### LISI AUTOMOTIVE (35% of total consolidated sales)

- Activity level down in the line withthe fourth quarter of 2018 and with the trend of European markets, down over the first half of the year, and the Chinese market which posted an even sharper decline
- Market share gains and industrialization of new products in high added value segments
- Operating margin under pressure due to the very significant adjustment of production to prioritize cash generation by lowering inventories
- Consolidation of the US company Hi-Vol progressing as per plan and highly positive contribution from Termax



| Sales in € m              | 2019  | 2018  | 2019 / 2018 | On a constant consolidation scope and exchange rate basis |
|---------------------------|-------|-------|-------------|---|
| Q1                        | 156.0 | 153.9 | + 1.4%      | - 5.1%  |
| Q2                        | 151.2 | 152.1 | - 0.6%      | - 6.7%  |
| Six months ended June 30, | 307.2 | 306.0 | 0.4%        | - 5.9%  |

#### **Automotive market**

Global automotive markets recorded a further decline in the second quarter (- 6.8%) closing the first half at - 6.6%, in line with the fourth quarter of 2018 (- 6.1%). The main markets's performance was below last year's. Certain markets, such as NAFTA (- 2.7%) and Europe (- 3.0%), held up better than the Chinese market, which is again down sharply over the quarter (-13.1%). Trends show no signs of short-term recovery. Uncertainties related to the consequences of Brexit and the US-China tariff talks, the threat of tariffs on vehicles imported from Europe to the United States and the impacts of the new standards for CO2 emissions in Europe are all issues that contribute to create a high level of instability and disruption in the global automotive market.

Among major manufacturers, Ford (- 10.0%), Nissan (- 9.5%), FCA (- 6.8%) and VW (- 6.7%) are the hardest hit. Renault-Dacia (- 3.5%) outperforms the market. BMW (+ 4.8%) and Daimler (+ 1.1%) are the only ones to remain in positive territory.

#### Business review and results for the half year

Sales for the first half amounted to €307.2 million, up 0.4% on the first half of 2018. The division has benefitted from the consolidation of the American company Hi-Vol since October 1, 2018.

On a constant consolidation scope and exchange rate basis, sales for the half year were down - 5.9%, with a second quarter down - 6.7%, in line with the fourth quarter of 2018. It still remains above world production levels (-9.6%)². The high value-added activities of "Clipped Solutions" and " Safety Mechanical Components" segments are the most resilient, as they benefit from the positive momentum of the rampup of new products and market share gains in recent years. The first synergies between the US company Termax and the historical sites of the division's "Clipped Solutions" segment also help to drive sales. The "Threaded Fasteners" segment, both in France and in Germany, is the one that suffers the most from the declining markets.

The order book of new products, in particular in the "Safety Mechanical Components" and "Clipped Solutions" segments, reached the exceptional level of 13.3% of sales, i.e. approximately €40.9 million in the first half.

#### Results

EBIT fell by 58.5% against a very unfavorable basis of comparison (the Automotive market had benefited in H1 2018 from a particularly high volume of activity before the application of the new WLTP standards).

<sup>&</sup>lt;sup>2</sup>Source: European Automobile Manufacturers' Association



The main reason for this drop is related to the very significant adjustment of production in the historical scope of businesses (-  $\leq$ 30.0 million or - 11.0%) in order to adjust inventories down to new market conditions. Depreciation and amortization increased by  $\leq$ 4.7 million in the first half, after the strong capital expenditures of previous years and the +  $\leq$ 1.8 million impact of IFRS 16.

LISI AUTOMOTIVE's operating margin was 3.0% of sales, a net decrease on the first half of 2018 (7.2%), which had benefited from the favorable environment mentioned above.

The division managed to maintain positive Free Cash Flow (+ €11.2 million, or 3.6% of sales) attributable to the significant adjustment of production, the disciplined management of working capital requirements and the stabilizing level of capital expenditures.

#### LISI MEDICAL (8% of total consolidated sales)

- Return to organic growth in the half-year thanks to the ramp-up of new products
- Operating income under pressure due to the insufficient workload of the two small production sites, despite the turnaround at of LISI MEDICAL Remmele

#### **Analysis of sales**

| Sales in € m              | 2019 | 2018 | 2019/2018 | On a constant consolidation scope and exchange rate basis |
|---------------------------|------|------|-----------|---|
| Q1                        | 36.6 | 30.2 | + 21.2%   | + 16.6%   |
| Q2                        | 36.0 | 33.6 | + 7.1%    | + 4.2%  |
| Six months ended June 30, | 72.6 | 63.8 | + 13.7%   | + 10.1%   |

#### **Medical market**

Market developments in the short term remain in line with the trends observed over the last five years (+ 4.0%). The minimally invasive surgery segment remains dynamic with many new products being launched. The concentration movement continues.

#### Business review and results for the half year

Sales for the half-year amounted to €72.6 million (+ 13.7%) and benefitted, as expected, from the rampup of new products in the minimally invasive surgery segment and the favorable currency effect which managed to offset the slowdown at the division's two small sites, LISI MEDICAL Fasteners and LISI MEDICAL Jeropa (United States).

On a constant consolidation scope and exchange rate basis, organic growth was + 10.1%. There was a sharp increase in the first quarter which, in addition to the above-mentioned factors, also benefited from a favorable base effect.



#### Results

The recovery of LISI MEDICAL Remmele and the good performance of LISI MEDICAL Orthopaedics are not sufficient to offset the negative impact of the underutilized capacity at the two small sites (LISI MEDICAL Fasteners and LISI MEDICAL Jeropa in the United States). As a result, EBIT amounted to €2.5 million, compared with €3.0 million in the first half of 2018. At 3.5%, the operating margin lost 1.2 percentage points on the same period last year.

Free Cash Flow was negative at - €3.7 million, (- €1.2 million on the first half of 2018). Working capital suffered from the build-up of inventories inherent to the ramp-up of new products.

#### **LISI GROUP OUTLOOK & TARGETS FOR 2019-2020**

#### LISI AEROSPACE

The "Europe Fasteners" segment was supported by the favorable economic context that followed a difficult period that began in the second half of 2017, mainly due to adjustments in the supply chain. The division is benefiting from the ramp-up of the A320 family, which should continue with the transition to 63, and then 65 aircraft per month by 2023. The "North American Fasteners" segment should continue to benefit from the strengthening of the non-commercial aviation markets and the ramp-up of the B777X, for which LISI AEROSPACE has developed several products (fasteners for composite wings and, in particular, technologies to resist the lightning strike, the most advanced temporary and permanent fastening systems, etc.).

For the "Structural Components" segment, the consequences of the slower pace of the B737 MAX program should not be felt until the last quarter of 2019 with a slowing down of production output of the LEAP 1B engine, which will not be offset in the short term by the increased output of the LEAP 1A engine (A320 family).

The industrialization of new products for the Chinese customer COMAC (C919, CJ1000) will be an additional growth drivers in the coming quarters.

The division finalized the disposal of Indraero Siren (Argenton-sur-Creuse) and LISI AEROSPACE Creuzet Maroc (2018 sales revenue of €61 million with 705 employees). With this transaction, LISI AEROSPACE's objective is twofold: refocus operations on selected specialties and technologies into higher value-added primary components on the one hand, and improve outcome from efforts and capital expenditures on the other.

#### LISI AUTOMOTIVE

The Automotive division will continue to operate in a difficult economic environment with limited visibility. As a result, it will maintain its efforts to adjust its cost structure to the current level of activity and optimize its industrial organization, the first effects of which are expected in the second half of 2019.

Its teams also remain focused on the ever-increasing number of projects under development in the "Safety Mechanical Components" and "Clipped Solutions" segments, based in particular on synergies with US companies Termax for "Clipped Solutions" and Hi-Vol for "Safety Mechanical Components".



#### LISI MEDICAL

The main challenges for the division are to control the ramp-up of new products at LISI MEDICAL Remmele and renew a contract for the LISI MEDICAL Orthopaedics site. Overall, the division is expected to improve its performance in the second half of the year.

#### LISI Consolidated

The Group's annual consolidated outlook should be a positive natural continuation of the first half trend. The aeronautical performance of the second half of the year should largely offset the lack of recovery of the LISI AUTOMOTIVE division as well as the differences in capacity utilization among LISI MEDICAL division's sites.

The Group therefore confirms it is targeting to return to positive organic growth, to improve its financial performance of 2018 and to generate a good level of Free Cash Flow.

## LISI Group consolidated balance sheet

## **ASSETS**

| (in €'000)                  | 30/06/2019 | 31/12/2018 | 30/06/2018 |
|-----------------------------|------------|------------|------------|
| LONG-TERM ASSETS            |            |            |            |
| Goodwill                    | 350 890    | 347 787    | 326 266    |
| Other intangible assets     | 30 559     | 26 975     | 31 171     |
| Tangible assets             | 740 377    | 676 657    | 632 926    |
| Long-term financial assets  | 15 790     | 8 923      | 11 902     |
| Deferred tax assets         | 14 494     | 11 894     | 8 886      |
| Other long-term assets      | 428        | 480        | 431        |
| Total long-term assets      | 1 152 538  | 1 072 716  | 1 011 582  |
| SHORT-TERM ASSETS           |            |            |            |
| Inventories                 | 334 761    | 351 009    | 360 049    |
| Taxes – Claim on the state  | 17 346     | 22 032     | 19 362     |
| Trade and other receivables | 274 900    | 263 141    | 279 255    |
| Cash and cash equivalents   | 206 487    | 156 879    | 224 199    |
| Total short-term assets     | 833 493    | 793 061    | 882 864    |
| TOTAL ASSETS                | 1 986 031  | 1 865 775  | 1 894 446  |

## **TOTAL EQUITY AND LIABILITIES**

| (in €'000)  | 30/06/2019   | 31/12/2018   | 30/06/2018   |
|---|--|--|--|
| SHAREHOLDERS' EQUITY  |  |  |  |
| Share capital Additional paid-in capital Treasury shares Consolidated reserves Conversion reserves Other income and expenses recorded directly as shareholders' equity Profit (loss) for the period | 21 646<br>75 329<br>(14 413)<br>827 773<br>16 348<br>(4 819)<br>24 919 | 21 646<br>75 329<br>(15 175)<br>757 720<br>12 339<br>(6 918)<br>92 069 | 21 646<br>75 329<br>(15 029)<br>772 608<br>10 444<br>(414)<br>45 848 |
| Total shareholders' equity - Group's share  | 946 782  | 937 010  | 910 432  |
| Minority interests  | 8 875  | 6 625  | 6 647  |
| Total shareholders' equity  | 955 657  | 943 634  | 917 079  |
| LONG-TERM LIABILITIES   |  |  |  |
| Long-term provisions Non-current financial debts Other long-term liabilities Deferred tax liabilities   | 60 670<br>451 659<br>8 738<br>39 867                                   | 65 475<br>337 354<br>8 452<br>37 745                                   | 65 128<br>337 910<br>8 443<br>39 127                                 |
| Total long-term liabilities   | 560 934  | 449 025  | 450 608  |
| SHORT-TERM LIABILITIES  |  |  |  |
| Short-term provisions Short-term borrowings* Trade and other accounts payable Taxes due   | 18 670<br>141 789<br>305 250<br>3 730                                  | 13 404<br>158 831<br>298 469<br>2 411                                  | 14 057<br>183 516<br>324 065<br>5 122                                |
| Total short-term liabilities  | 469 439  | 473 116  | 526 760  |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIE   | 1 986 031  | 1 865 775  | 1 894 446  |
| * Of which banking facilities   | 9 330  | 20 480   | 10 999   |

## LISI Group consolidated income statement

| (in €'000)  | 30/06/2019           | 30/06/2018           | 31/12/2018            |
|---|----------------------|----------------------|-----------------------|
| Pre-tax sales   | 886 237              | 835 140              | 1 645 095             |
| Changes in stock, finished products and production in progress            | 2 877                | 19 221               | 9 251                 |
| Total production Other revenues *   | 889 114<br>14 304    | 854 361<br>17 685    | 1 654 346<br>39 641   |
| Total operating revenues  | 903 418              | 872 <b>046</b>       | 1 693 987             |
| 3   |                      |                      |                       |
| Consumed goods  | (250 049)            | (242 782)            | (464 424)             |
| Other purchases and external expenses                                     | (179 602)            | (176 634)            | (352 485)             |
| Taxes and duties ** Personnel expenses (including temporary employees)*** | (9 318)<br>(334 281) | (9 345)<br>(332 312) | (11 615)<br>(640 048) |
| EBITDA  | 130 168              | 110 973              | 225 416               |
| LUITOA  | 100 100              | 110 070              | 220 410               |
| Depreciation  | (59 355)             | (48 675)             | (99 025)              |
| Net provisions  | 2 011                | 5 370                | 9 166                 |
| EBIT  | 72 824               | 67 668               | 135 558               |
| Non-recurring operating expenses  | (28 448)             | (5 386)              | (13 693)              |
| Non-recurring operating expenses  | 112                  | 2 240                | 3 427                 |
| Operating result  | 44 488               | 64 522               | 125 290               |
| Financing expenses and revenue on cash                                    | (2 590)              | (1 052)              | (2 503)               |
| Davania from each   | 4 470                | 1 953                | 2.402                 |
| Revenue from cash Financing expenses                                      | 1 479<br>(4 069)     | (3 005)              | 3 462<br>(5 965)      |
| Other interest revenue and expenses                                       | (1 175)              | 7 418                | 7 <b>847</b>          |
| Other financial items   | 9 836                | 32 712               | 42 635                |
| Other interest expenses   | (11 012)             | (25 295)             | (34 788)              |
| Taxes (of which CVAE (Tax on Companies' Added Value)**                    | (13 691)             | (23 005)             | (33 839)              |
| Share of net income of companies accounted for by the equity method       | 0                    | 0                    | 0                     |
| Profit (loss) for the period  | 27 032               | 47 883               | 96 794                |
| Attributable to company shareholders' equity                              | 24 919               | 45 848               | 92 069                |
| Interest not granting control over the company                            | 2 113                | 2 035                | 4 725                 |
| Earnings per share (in €):  | 0,47                 | 0,86                 | 1,73                  |
| Diluted earnings per share (in €):  | 0,47                 | 0,86                 | 1,72                  |

## LISI Group consolidated cash flow table

| (in €'000)   | 30/06/2019          | 31/12/2018           | 30/06/2018          |
|--|---------------------|----------------------|---------------------|
| Operating activities   | 33, 33, 20.10       | 01,12,2010           | 30,00,2010          |
|  |                     |                      | 47.000              |
| Net Profit (Loss)  Elim. of the income of companies accounted for by the equity method   | 27 032              | 96 794               | 47 883              |
| Elini. of the income of companies accounted for by the equity method   |                     |                      |                     |
| Elimination of net expenses not affecting cash flows:  |                     |                      |                     |
| - Depreciation and non-recurrent financial provisions  | 59 141              | 98 634               | 48 421              |
| - Changes in deferred taxes  | 179                 | 2 333                | 853                 |
| - Income on disposals, provisions for liabilities and others   | 21 160              | 1 393                | (2 437)             |
| Gross cash flow margin   | 107 512             | 199 154              | 94 720              |
| Net changes in provisions provided by or used for current operations   | 65                  | (4 303)              | (768)               |
| Operating cash flow  | 107 577             | 194 853              | 93 952              |
| Income tax expense (revenue)   | 13 512              | 31 506               | 22 151              |
| Elimination of net borrowing costs   | 2 720               | 5 767                | 3 471               |
| Effect of changes in inventory on cash   | (7 437)             | (5 744)              | (21 962)            |
| Effect of changes in accounts receivable and accounts payable  | 9 705               | (16 645)             | 3 336               |
| Net cash provided by or used for operations before tax   | 126 076             | 209 735              | 100 947             |
| Taxes paid   | (7 432)             | (15 434)             | 2 579               |
| Cash provided by or used for operations (A)  | 118 644             | 194 302              | 103 526             |
| Investment activities  |                     |                      |                     |
|  |                     | <b></b>              |                     |
| Acquisition of consolidated companies  |                     | (702)                |                     |
| Cash acquired  | (07.047)            | (43 384)             | (00.000)            |
| Acquisition of tangible and intangible fixed assets  | (67 847)            | (134 103)            | (66 086)            |
| Acquisition of financial assets Change in granted loans and advances   | (100)               | (267)                | 120                 |
| Investment subsidies received  | (100)               | (267)                | 120                 |
| Dividends received   |                     |                      |                     |
| Total cash used for investment activities  | (67 947)            | (178 455)            | (65 967)            |
| Divested cash  | (1 244)             | (267)                | (00 001)            |
| Disposal of consolidated companies   | 3 000               | 3 191                |                     |
| Disposal of tangible and intangible fixed assets   | 840                 | 2 822                | 547                 |
| Disposal of financial assets   |                     |                      |                     |
| Total cash from disposals  | 2 596               | 5 746                | 547                 |
| Cash provided by or used for investment activities (B)   | (65 351)            | (172 710)            | (65 418)            |
| Financing activities   |                     |                      |                     |
| Timunoning doubled   |                     |                      |                     |
| Capital increase   |                     | 3 167                | 2 781               |
| Net disposal (acquisition) of treasury shares  |                     |                      |                     |
| Dividends paid to shareholders of the Group  | (23 421)            | (25 499)             | (25 499)            |
| Dividends paid to minority interests of consolidated companies   | (791)               | (1 879)              | (1 205)             |
| Total cash from equity operations  | (24 212)            | (24 211)             | (23 923)            |
| Issue of long-term loans   | 60 086              | 30 653               | 31 339              |
| Issue of short-term loans Repayment of long-term loans   | 1 373               | 102 739              | 11 939              |
| Repayment of short-term loans  | (5 511)<br>(23 198) | (6 783)<br>(161 420) | (3 441)<br>(17 252) |
| Net interest expense paid  | (2 721)             | (5 766)              | (3 355)             |
| Total cash from operations on loans and other financial liabilities  | 30 028              | (40 576)             | 19 229              |
| Cash provided by or used for financing activities (C)  | 5 816               | (64 789)             | (4 694)             |
| The state of the s | 0010                | (07700)              | (1004)              |
| Effect of change in foreign exchange rates (D)   | 886                 | (1 149)              | (1 153)             |
| Effect of adjustments in treasury shares (D) *   | 762                 | (390)                | (196)               |
| Changes in net cash (A+B+C+D)  | 60 757              | (44 736)             | 32 065              |
| Cash at January 1st (E)  | 136 400             | 181 135              | 181 135             |
| Cash at year end (ABCDE)   | 197 158             | 136 400              | 213 200             |
| ( ( ( ( ( ( ( ( ( ( ( ( ( ( (  | 107 700             | .55 150              | _10 _00             |
| Cash and cash equivalents  | 206 488             | 156 879              | 224 199             |
| Short-term banking facilities  | (9 330)             | (20 479)             | (10 999)            |
|  |                     |                      | · · · · · ·         |
| Closing cash position  | 197 158             | 136 400              | 213 200             |
|  |                     |                      |                     |

## Change in LISI Group consolidated shareholders' equity

| (in €'000)  | Share<br>capital | Capital-linked premiums | Treasury shares | Consolidated reserves       | Conversion reserves | Other income and<br>expenses<br>recorded directly<br>as shareholders'<br>equity | Profit for the period, group share | Group's share of<br>shareholders'<br>equity         | Minority<br>interests | Total shareholders'<br>equity |
|---|------------------|-------------------------|-----------------|-----------------------------|---------------------|---|------------------------------------|---|-----------------------|-------------------------------|
| Shareholders' equity as at January 1, 2018  | 21 610           | 72 584                  | (14 720)        | 688 882                     | 8 419               | 5 261   | 107 965                            | 890 001   | 7 664                 | 897 665                       |
| Profit (loss) for the period N (a) Translation differential (b) Payments in shares (c) Capital increase Restatements of treasury shares (d) Restatements as per IAS19 (g) Appropriation of N-1 earnings | 36               | 2 745                   | (455)           | 614<br>107 965              | 3 920               | (300)<br>(3 079)  | 92 069                             | 92 069<br>3 920<br>614<br>2 781<br>(755)<br>(3 079) | (126)<br>470          | 3 794<br>614                  |
| Change in scope Dividends distributed Reclassification Restatements of financial instruments (f)  |                  |                         |                 | (14 371)<br>(25 499)        |                     | (8 800)   |                                    | (14 371)<br>(25 499)<br>0<br>(8 800)                | (1 879)               | (27 378)<br>0                 |
| Various (e)   |                  |                         |                 | 128                         |                     |   |                                    | 128   | ( /                   | , ,                           |
| Shareholders' equity as at December 31, 2018  | 21 646           | 75 329                  | (15 175)        | 757 720                     | 12 339              | (6 918)   | 92 069                             | 937 010   | 6 625                 | 943 634                       |
| including total revenues and expenses posted for the period (a) + (b) + (c) + (d) + (e) + (f)   |                  |                         |                 |                             | 3 920               | (12 179)  | 92 069                             | 83 810  | 4 594                 | 88 404                        |
| Shareholders' equity as at January 1, 2019  | 21 646           | 75 329                  | (15 175)        | 757 720                     | 12 339              | (6 918)   | 92 069                             | 937 010   | 6 625                 | 943 634                       |
| Profit (loss) for the period N (a)  |                  |                         |                 |                             |                     |   | 24 919                             | 24 919  | 2 113                 | 27 032                        |
| Translation differential (b) Payments in shares (c) Capital increase Restatements of treasury shares (d) Restatements as per IAS19 (g)  |                  | 0                       | 762             | (460)                       | 4 009               | 114<br>127  |                                    | 4 009<br>(460)<br>0<br>876<br>127                   | 943                   | (460)                         |
| Appropriation of N-1 earnings Change in scope Dividends distributed Reclassification  |                  |                         |                 | 92 069<br>(922)<br>(23 420) |                     | 4.050   | (92 069)                           | (922)<br>(23 420)                                   | (48)<br>(791)         | (24 211)                      |
| Restatements of financial instruments (f) Various (e)   |                  |                         |                 | 2 785                       |                     | 1 859   |                                    | 1 859<br>2 785                                      |                       | 1 863<br>2 785                |
| Shareholders' equity as at June 30, 2019  | 21 646           | 75 329                  | (14 413)        | 827 773                     | 16 348              | (4 819)   | 24 919                             |   | 8 875                 |                               |
| including total revenues and expenses posted for the period (a) + (b) + (c) + (d) + (e) + (f) + (g)   |                  |                         |                 |                             | 4 009               | 2 099   | 24 919                             | 31 027  | 2 146                 | 33 173                        |