



LUMIBIRD
MORE THAN LASERS

FY 2020 results



March 2021



Marc LE FLOHIC
Chairman



Jean-Marc GENDRE
Deputy CEO



Aude NOMBLOT-GOURHAND
Secretary General - CFO



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Highlights of the year



Resilience faced with crisis

- **Revenues**
in line with expectations
- **Solid profitability**
11% operating margin

External growth

- **Implementing the strategy**
Ellex / Essmed
- **Activating synergies**
on the new scope



LUMIBIRD TODAY (REMINDER)



Offering innovative laser solutions



1 Lasers are crucial for developing tomorrow's technologies

- Power
- Range
- Precision

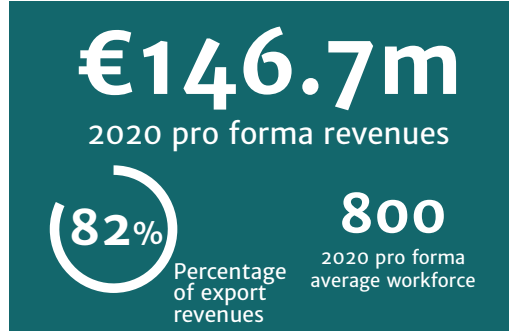
2 LUMIBIRD has deep expertise in laser technologies to deliver solutions aligned with requirements

- **Photonics:**
4th revolution
focused on sensors
- **Medical:**
continuous innovation to respond to clinical and demographic issues

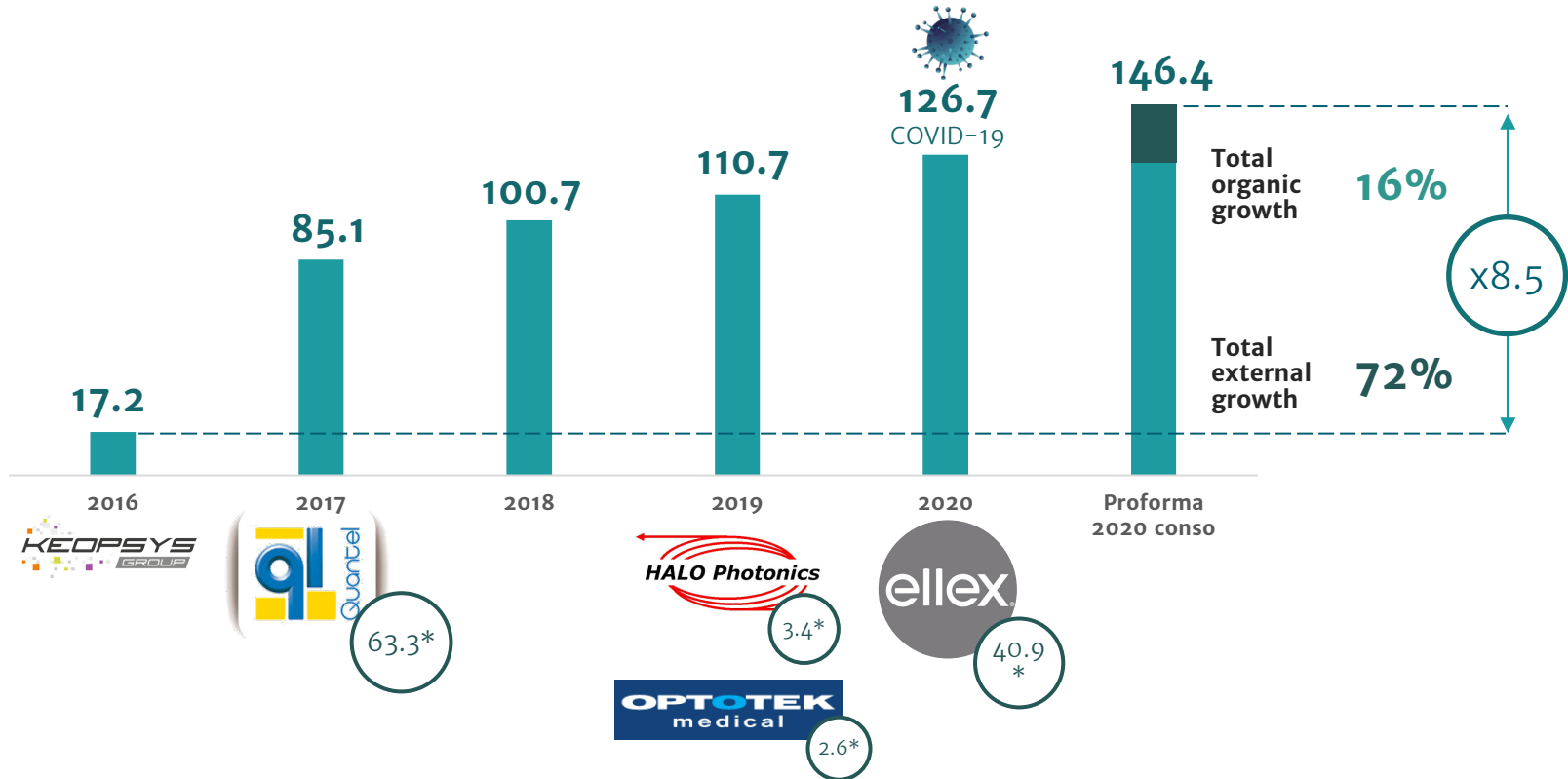
3 Integration and industrialization to maintain technological leadership and competitiveness

- R&D
- Industrial innovation
- External growth

A leading European laser company with a global presence



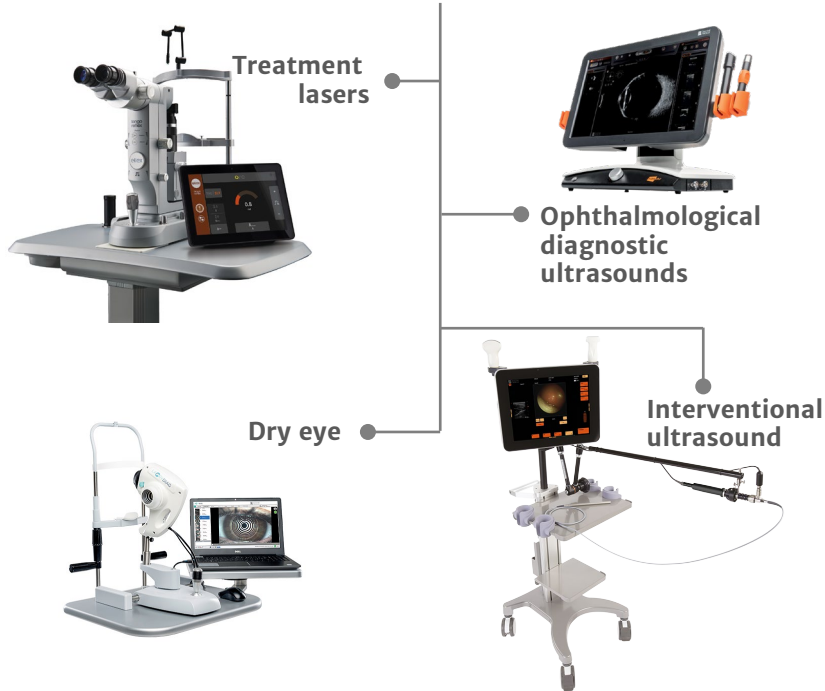
Track record of profitable growth and successful integrations



* Previous year revenues before integration (€m)

MEDICAL

Designing, manufacturing and selling medical equipment



Brand®



PHOTONICS

Designing, manufacturing and selling lasers and laser systems

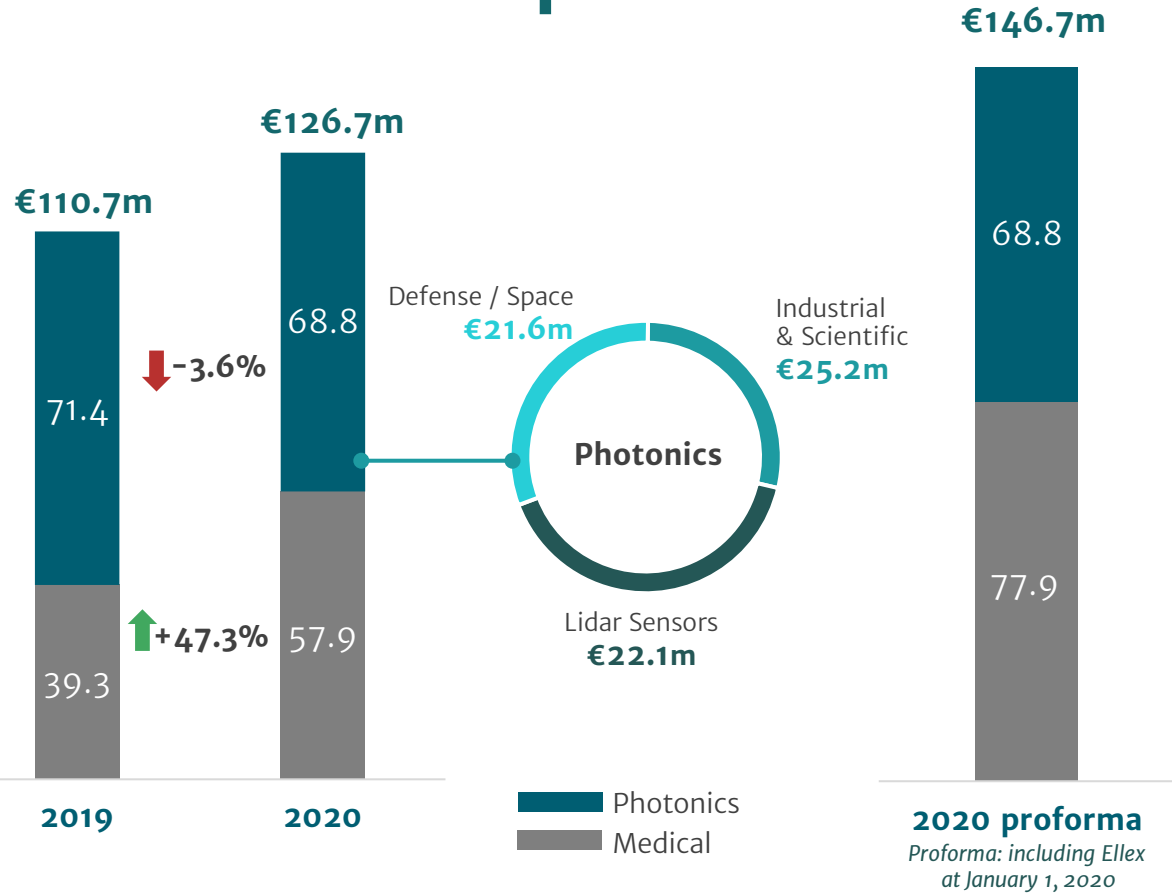




2020: RESILIENCE FACED WITH THE CRISIS



2020 revenue growth in line with expectations



- **Good resilience for the historical scope**
 - Moderate contraction of -9.7%
- **Scientific / Industrial**
 - Good resilience thanks to FPR, offsetting the closure of research centers
- **Defense / Space**
 - LMJ contract impact
 - Progress with Defense / Space excluding LMJ
 - Resumption of organic growth in Q4: +6.8%
- **Lidar**
 - Return to development for next-generation ADAS
 - Resumption of organic growth in Q4 (+15.4% excluding Halo Photonics)
- **Medical**
 - 2020 held back by the cancellation of the sector's major global shows
 - Stability in Q4 (-0.5%) on an organic basis
- **Record revenues in Q4 with €48.2m**

Proforma 2020 revenues

for each region





2020 Current operating income progressing
in a year of COVID and integration



In a year marked by COVID, LUMIBIRD stands out thanks for the strength of its model



RESILIENT MODEL

- **€126.7m revenues (+14.5%) in a COVID crisis background**

Contribution of news businesses

Limited decline in historical businesses (-9.4%)

RESISTANT MODEL

- **€14.1m Current op. income (+15.3%)**

Preserving :

- an EBITDA/Revenues ratio around 19%
- an operating cash flow of €18m

- **€5.6m net income** including the Halo fraud impact

PERTINENT MODEL

- **Organic growth:**

Sustained investment, particularly in R&D

- **External growth:**

Integrating 2019 acquisitions: Optotek / Halo-Photonics
Finalising 2020 Ellex and Nordics acquisitions

- **Preparing the future:**

Group's financial structure strenghtening in support of its strategy

2020 key figures

New scope:

- Ellex (6 months)
- Halo (12 months)
- Optotek (8 months)
- Nordics (5 months)



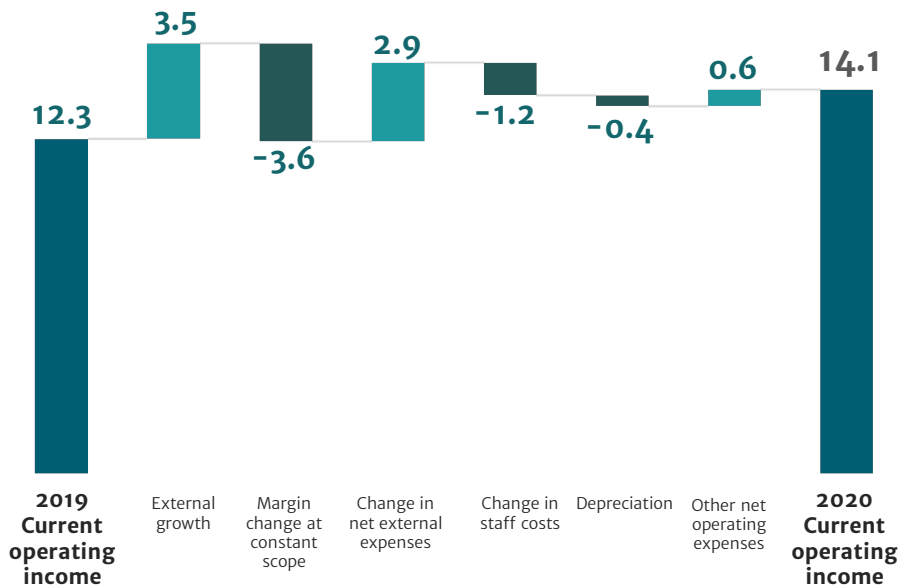
En M€	2019	2020		Historical scope contribution		New scope ⁽¹⁾ contribution
		Value	Change	Value	Change	Value
Revenues	110.7	126.7	+16.0	100.3	-10.4	26.4
Gross margin	67.1	76.8	+9.6	63.5	-3.6	13.3
%	60.6%	60.6%		63.3%		50.2%
EBITDA	21.0	23.7	+2.7	19.1	-1.9	4.6
%	18.9%	18.7%		19.0%		17.3%
Current operating income	12.3	14.1	+1.9	10.7	-1.6	3.5
%	11.1%	11.2%		10.6%		13.1%
Operating income	11.3	8.7	-2.6	8.9	-2.4	(0.2)
Financial income and expenses	(0.7)	(1.5)	-0.7	(1.3)	-0.6	(0.2)
Tax	(1.8)	(1.6)	+0.2	(1.4)	+0.4	(0.2)
Net income	8.8	5.6	-3.2	6.6	-2.6	(0.6)
%	3.5%	4.4%				
Cash flow from operations	19.9	18.2	-1.7			
Net industrial capex paid	11.0	12.3	+1.3			
Net financial debt	(18.2)	8.0	+26.2			

(1) Including the impact of Fraud, excluding legal costs (€3.6m gross on current operating income, €2.9m net of tax)

Breakdown of change in current operating income (€m)



Breakdown of change in current operating income (€m)



€m	TOTAL	Photonics	Medical
2019 current op. income	12.3	9.3	3.0
Current op. income / acquisitions	+3.5	1.7	1.8
Margin change at constant scope	(3.6)	(2.6)	(1.0)
Change in net external expenses	+2.9	+0.2	+2.7
Increase in staff cost	(1.2)	(0.6)	(0.6)
Depreciation	(0.4)	(0.2)	(0.2)
Other net operating expenses	+0.6	+0.2	+0.4
2020 current op. income	14.1	8.0	6.1

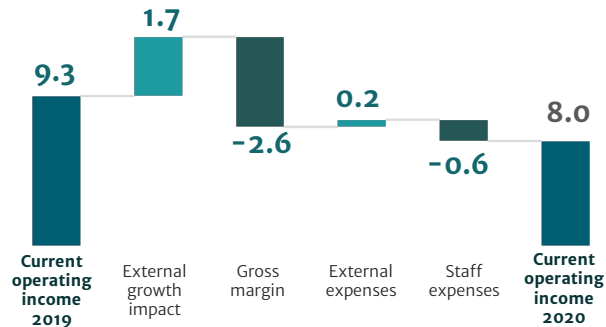
€m	TOTAL	Photonics	Medical
Revenue change (constant scope)	(10.4)	(7.3)	(3.1)
Margin change at constant scope	(3.6)	(2.6)	(1.0)
Of which change in revenues	(6.5)	(4.8)	(1.7)
Of which margin rate improvement	+2.9	+2.2	+0.7

Current operating income for each division



€m	Photonics				Medical			
	2019	2020	Of which hist. scope	Of which new scope	2019	2020	Of which hist. scope	Of which new scope
Revenues	71.4	68.8	64.1	4.7	39.3	57.9	36.2	21.7
Gross margin	44.8	44.6	42.3	2.3	22.3	32.2	21.3	10.9
%	62.8%	64.8%	65.9%	49.6%	56.5%	55.6%	58.7%	50.4%
EBITDA	15.5	14.3	12.6	1.7	5.5	9.4	6.4	3.0
%	21.7%	20.8%	19.7%	35.9%	13.9%	16.2%	17.9%	13.3%
Current op. income	9.3	8.0	6.4	1.7	3.0	6.1	4.3	1.8
%	13.0%	11.7%	9.9%	35.4%	7.6%	10.5%	11.9%	8.3%

Change in current operation income – Photonics (€m)



Change in current operation income – Medical (€m)



From current operating income to net income (Group share)



€m	2019	2020	Change in value
Current operating income	12.3	14.1	+1.9
Operating income	11.3	8.9	-2.6
Financial income and expenses	(0.7)	(1.5)	-0.8
Tax	(1.8)	(1.6)	+0.2
Net income	8.8	5.6	-3.2

Operating income – non-recurring components: - €5.7m

- *Impact of payment fraud:* - €4.0m
- *Cost of << scope effect >>:* - €1.4m *i.e. €-0.6m vs 2019*
- *Other:* - €0.2m *Same as 2019*

Financial result – Effect of financing policy :

The evolution of the financial result is linked:

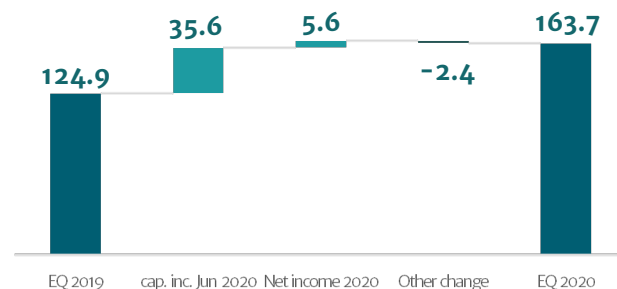
- for €-0.6m to the increase in average gross financial debt (€60.2 million in 2020 / €28.5 million in 2019) with a stability of annualized interest rate (1.82%)
- for €-0.2m to the non-cash impact of refinancing the acquisition debt (exceptional amortisation of set-up costs)

Balance sheet at December 31, 2020



ASSETS €m	31/12/2019	31/12/2020	Of which 2020 acquisitions contribution	LIABILITIES €M	31/12/2019	31/12/2020	Of which 2020 acquisitions contribution
Non-current assets	90.4	143.3	48.1	Shareholders' equity	124.9	163.7	1.3
Goodwill	40.1	69.2	29.3				
Intangible assets	27.7	40.0	10.6	Non-current liabilities	34.5	84.5	3.0
Property, plant and equipment	13.9	24.7	7.6	Non-current financial liabilities	25.0	71.5	1.4
Other non-current assets	8.8	9.3	0.6	Non-current provisions (incl. deferred tax)	2.5	4.1	-
Current assets	103.4	162.3	(32.4)	Other non-current liabilities	7.0	8.9	1.6
Inventories	26.3	37.2	10.4	Current liabilities	34.4	57.4	11.4
Trade receivables	21.9	32.9	8.7	Current financial liabilities	7.1	16.8	0.3
Other	4.9	11.9	2.4	Current provisions	0.7	0.7	-
Cash	50.3	80.3	(53.9)	Other current liabilities	26.6	39.8	11.2
TOTAL ASSETS	193.8	305.6	15.7	TOTAL LIABILITIES	193.8	305.6	15.7

	31/12/19	31/12/20
Gross financial debt (excl. cash liabilities)	30.8	87.1
Cash liabilities	1.3	1.2
Cash assets	-50.3	-80.3
Cash	-49.0	-79.1
Net financial debt	-18.2	8.0



Controlled cash flow generation



€m	2019	2020
Cash-flow from operations (before financial expenses and tax)	19.9	18.2
Change in working capital	-0.1	-6.1
Taxes paid	-0.3	1.1
Operating cash-flow	19.5	13.1
		+
Net cash-flow from industrial capex	-11.0	-12.3
Financial investments (excl. external growth)		- 0.6
External growth	- 6.1	- 54.2
Cash-flow linked to capex	-17.1	-67.1
		=
Balance before financing	2.4	-54.0
Impact of capital from borrowings (receipts / payments)	4.3	53.2
Capital increase	24.6	35.6
Other change in shareholders' equity	0.7	-2.6
Bank interest paid	-0.6	-1.4
Financing cash-flow	28.9	84.8
TOTAL CASH FLOW	31.2	30.7
Exchange rate impact		-0.6
Cash at period-start (net of bank overdrafts)	17.6	49.0
Cash at period-end (net of bank overdrafts)	49.0	79.1

Of which:

- Payment fraud impact: €-4.0m

Of which ch. trade rec./payable	-4.2
Of which inventories	- 0.8
Of which other rec./payables	- 1.1
Total change in WCR	-6.1

QUANTEL MEDICAL building	2.9
Technical facilities	3.0
Development costs	6.4
Total industrial Capex	12.3

Of which:

- Ellex: €53.5m
- Nordics: €0.7m

Of which:

Financial debt increase

- Acquisition facility draw-down: €29.9m
- TIE impact: €-1.3m
- State guaranty fac. (Fra+USA): €16.2m
- BPI facilities: €10.0m
- Medical building facility : €2.3m

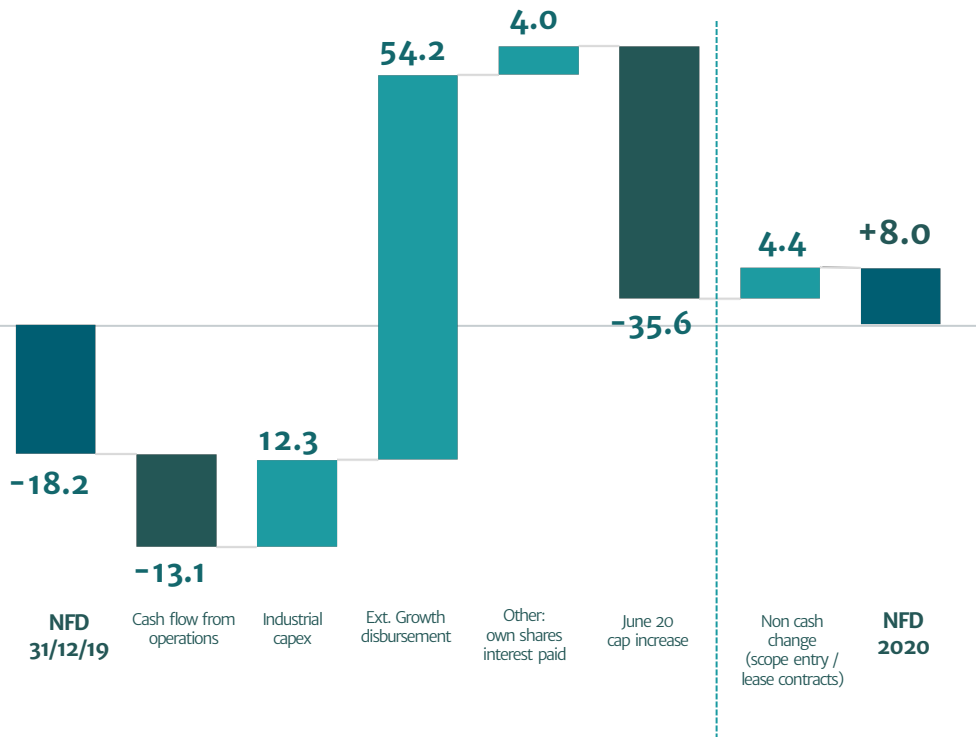
Financial debt decrease

- Repayments: €-3.9m

Healthy financial situation



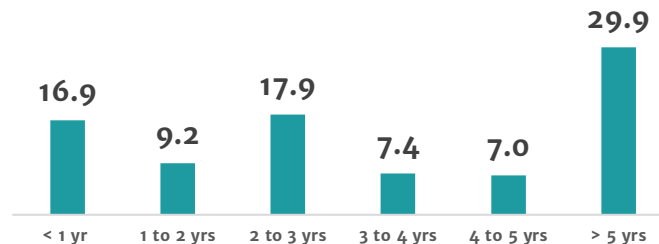
Change in net financial debt



Liquidity situation

Gross debt:	€88.3m
Cash assets:	€80.3m
Net financial debt (NFD)	€8m
Net gearing:	5%
Leverage ratio	0.3 (< 3.50)
Coverage ratio	3.7 (> 1.0)
Available acquisition debt facilities:	€105m

Gross debt repayment schedule (€m)





FOCUS ON ELLEX INTEGRATION



2020 pro forma financials

(unaudited) / income statement



AT 31/12/2020 (€M)	Pro forma 2019	Pro forma 2020
Revenues	151.7	146.7
Gross margin over consumed purchases	89.5	87.7
%	59.0%	59.8%
EBITDA	23.7	26.1
%	15.6%	17.8%
Current operating income	12.9	15.5
%	8.5%	10.6%

Progress report on Ellex integration



ACHIEVED

ONGOING

SYNERGIES		
commercial & marketing	technical	management
<ul style="list-style-type: none"> • 1 single sales force in all subsidiaries from 1 Sept. 2020 • Optimisation of distribution networks • 1 WW sales management 	<ul style="list-style-type: none"> • Creation of a single R&D team • Joint R&D projects 	<ul style="list-style-type: none"> • Closure of unprofitable redundancies (France, Germany...) • Rationalisation of management structures • Group integration (finance, IT)
<ul style="list-style-type: none"> • Continued rationalisation of product ranges • Continued implementation of LUMIBIRD Medical • Continue multiple registration strategies 	<ul style="list-style-type: none"> • Work on improving margins • Rationalisation of technological bricks by entity 	<ul style="list-style-type: none"> • ERP • Rationalisation of the supply Chain (project)



STRATEGIC OBJECTIVES



Reminding 2023 objectives



1 Double revenues

- Organic growth: 8% to 10% per year
- External growth: focused on the buoyant Lidar, Defense and Medical markets

Revenues **X2**
by 2023 ⁽¹⁾

2 Increase profitability

- Integration, synergies, industrialization, verticalization

20 to 25%
EBITDA

Recruiting, supporting and retaining talents within a policy for continued progress with LUMIBIRD's corporate social responsibility

(1) Basis 2020 reported revenues

Stock market profile



Share price 15/03/2021 €16.00
Market cap 15/03/2021 €359m
Listed Compartment B
Eligible PEA, PEA/PME, SRD long-only

Shareholding structure



Share performance

since January 2017

