



GRAINES VOLTZ

Press Release

Colmar, 11th December 2024

RESILIENCE OF SALES STRATEGIC REVIEW OF CURRENT ACTIVITIES

Colmar, 11 December 2024 - Graines Voltz has published its sales figures for the 2023/2024 financial year.

Graines Voltz's consolidated sales for the 2023/2024 financial year amounted to €134.4m, compared with €133.0m for the previous financial year, an increase of 1%.

Geographically:

- France accounts for 65% of sales, up 1.6% at €87.9m.
- Europe accounts for 30% of sales, with sales up 3.9% at €39.7m.
- The Rest of the World accounted for 5% of sales, down 19.4% at €6.8m.

In terms of products:

- Seeds accounted for 35.4% of sales, up 0.4% at €47.6m.
- Young plants accounted for 61.7% of sales, up 0.65% to €82.9m.
- Miscellaneous supplies and rebilling accounted for 2.9% of sales, up 18.7% to €3.9m.

Graines Voltz's consolidated gross margin for the 2023/2024 financial year was 53.2%, compared with 52.2% for the previous year, an increase of 1 point.

In an economic environment that is still unsettled, particularly affecting the new-build sector and associated landscaping projects, Graines Voltz has confirmed the resilience of its business and the solidity of its business model.

In this context, Hugo Bony, Chief Executive Officer, comments: *“Looking at the figures for the past financial year, we can see that the erosion of sales has been halted and that the work undertaken to readjust the cost structure has begun to bear fruit, since the deterioration in operating indicators has been halted. In addition, since I took office on 1 October 2024, we have undertaken a strategic review of the company's activities in a market environment that has not necessarily enabled us to achieve past ambitions, particularly in the nursery market segment, where Graines Voltz had strengthened its positions in early 2022 through external growth. This reappraisal of assets will undoubtedly lead to impairments that could have a negative impact on Graines Voltz's consolidated profit for the 2023/2024 financial year.*



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As regards the outlook for 2024/2025, although the first quarter represents only a minor part of our business, the order-taking momentum tends to confirm the Group's solid commercial positions. At the same time, the strategic review currently under way should enable us to identify areas for improvement, which we will be working on to ensure that they bolster Graines Voltz's future results."

Next event: 30 January 2025 after close of trading – 2023/2024 annual results

À propos de Graines Voltz

Graines Voltz is one of Europe's leading independent distributors of flower and vegetable seeds and young plants. Founded by Serge Voltz and managed by Hugo Bony, Graines Voltz employs over 600 people and has been expanding in France and Europe since its creation in 1985. What sets it apart is that it has built up a very broad range of 31,000 products, aimed at professionals in short distribution circuits (market gardeners, horticulturalists 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.

Graines Voltz is listed on Euronext Paris (mnemonic code: GRVO - FR0000065971). Graines Voltz shares are included in the CAC Small, CAC Mid & Small and CAC All Tradable indices.

For further information: <http://www.graines-voltz.com>

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GRAINES VOLTZ

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