



**LOXAM - 2021 THIRD QUARTER RESULTS**  
**“REBOUND OF ACTIVITY AND ACCELERATION OF CAPEX”**

**Paris - November 23<sup>rd</sup>, 2021**

---

LOXAM, Europe’s leading equipment rental company to professionals, published today its financial statements for the third quarter of 2021.

**Third quarter highlights**

- Revenue of €555 million, up by 5.2% versus Q3 2020
- EBITDA of €211 million with a margin of 38%
- Gross Capex at €107 million, low fleet disposals
- Total liquidity of €602 million, excluding the new €345 million RCF which remains undrawn

**Post quarter events**

- Share buy-back of €12 million
- €120 million partial redemption of the 6% 2025 Senior Subordinated Notes

Gérard Déprez, Chairman and CEO of LOXAM commented:

*“I am pleased with the recovery of our activity in Q3, with trading conditions improving in most countries, reflected in the high utilization rate of our fleet. Consequently, we reduced fleet disposals and accelerated our capex. We also improved the Group’s capital structure, through a €120,000,000 partial redemption of 6.0% Senior Subordinated Notes due 2025, generating €7.2 million in annual interest savings.*

*During this quarter, we published the LOXAM’s ambitious trajectory for the reduction of its CO<sub>2</sub> emissions by 2030 (-50% for Scope 1 & 2 and -30% for scope 3), confirming that the Group stands at the forefront of its industry on ESG matters.*

*We also announced that Sparring Capital, one of our longstanding shareholders, sold its shares in LOXAM, most of which were bought by senior executives and LOXAM’s French employee share ownership fund. I would like to personally thank Sparring Capital for its support of our strategy over a decade and I am proud of the renewed support and engagement of our employees in the Group’s future growth trajectory.*

*In spite of uncertainties related to the resurgence of COVID-19 within some countries, we remain confident for the level of activity of Q4 2021 and for the full year, which will be ahead of our initial expectations.”*

**KEY FIGURES (in millions of euros and post IFRS 16 unless otherwise indicated)**

	<b>Q3 2020</b>	<b>Q3 2021</b>	<b>Change</b>	<b>9M 2020</b>	<b>9M 2021</b>	<b>Change</b>
<b>Revenue</b>						
France	220.9	226.3	2.4%	574.8	683.7	18.9%
Nordic countries <sup>(1)</sup>	162.9	166.8	2.4%	479.1	471.3	-1.6%
Rest of the world	144.3	162.3	12.4%	401.6	444.9	10.8%
<b>Total Revenue</b>	<b>528.1</b>	<b>555.4</b>	<b>5.2%</b>	<b>1 455.5</b>	<b>1 599.8</b>	<b>9.9%</b>
<b>EBITDA <sup>(2)</sup></b>						
France	107.0	86.3	-19.4%	236.8	254.8	7.6%
Nordic countries	58.7	59.5	1.4%	150.8	148.0	-1.9%
Rest of the world	62.5	65.5	4.8%	149.7	172.6	15.3%
<b>Total EBITDA</b>	<b>228.2</b>	<b>211.3</b>	<b>-7.4%</b>	<b>537.3</b>	<b>575.3</b>	<b>7.1%</b>
<b>EBITDA margin</b>						
France	48.4%	38.1%	-10.3 pts	41.2%	37.3%	-3.9 pts
Nordic countries	36.0%	35.7%	-0.4 pts	31.5%	31.4%	-0.1 pts
Rest of the world	43.3%	40.4%	-2.9 pts	37.3%	38.8%	+1.5 pts
<b>Total EBITDA margin</b>	<b>43.2%</b>	<b>38.0%</b>	<b>-5.2 pts</b>	<b>36.9%</b>	<b>36.0%</b>	<b>-1.0 pts</b>
<b>EBIT</b>	<b>93.7</b>	<b>81.0</b>	<b>-14%</b>	<b>123.3</b>	<b>186.5</b>	<b>51%</b>
Recurring Free Cash-Flow (pre-IFRS 16)	90.6	14.3	-84%	240.6	91.2	-62%
Gross capex	56.4	107.2	90%	154.7	265.9	72%

(1) Nordic countries are comprised of Denmark, Norway, Sweden and Finland.

(2) 2020 has been restated following IFRS Interpretations Committee decision on lease term in France with a retroactive effect as from January 1<sup>st</sup>, 2019.

**REVENUE**

LOXAM's consolidated revenue increased by 5.2% to €555.4 million during Q3 2021 (3.1% at constant perimeter and exchange rate) building on the recovery already seen in Q3 2020.

During this quarter, revenue of activities in France was up by 2.4% to €226.3 million.

Revenue for the Nordic countries amounted to €166.8 million, reflecting an increase of 2.4% year-on-year. At constant perimeter and exchange rates, revenue decreased by 3.2%, as a result of the Nordic countries continuing to suffer from lower projects requiring installation.

During the same period, the Rest of the world experienced a strong rebound of 12.4% up to €162.3 million of revenue, with all countries posting revenue growth.

**EBITDA**

EBITDA margin stood high at 38% but is not comparable with Q3 2020 EBITDA margin, which included non-recurring savings and unusually high capital gains related to fleet disposals. Our maintenance costs were high during Q3 2021, as a consequence of our high utilization rate. Excluding capital gains on fleet disposals EBITDA margin decreased by 1.2%.

Our gains on fleet disposals were low at €9.0 million this quarter compared to €23.5 million in Q3 2020. Disposals were high following Q2 2020 standstill. In Q3 this year, disposals have been postponed because of the high utilization rate of the fleet.

**FINANCIAL INCOME**

Net financial expense amounted to €44.4 million during Q3 2021, an increase of €5.7 million compared to the same period last year, mainly due to fees of €4.4 million related to the setup of our new €345 million RCF.

## CASH FLOW AND INDEBTEDNESS

Recurring free cash flow remained positive for a ninth consecutive quarter, at €14.3 million, in spite of the gross capex of €107.2 million. The liquidity of the Group remained high with more than €600 million of cash on the balance sheet as of September 30, 2021.

Net debt amounted to €3,659 million as of September 30, 2021, which represented a net debt to EBITDA leverage ratio of 4.73x.

## BUSINESS OUTLOOK FOR Q4 2021

We are confident that the level of activity in Q4 2021 will continue to be favorable. We confirm our 2021 expectations, as LOXAM will benefit from its capex.

In spite of uncertainties linked to the COVID-19 pandemic, activity forecasts for the construction sector remain positive in Europe and we believe these trends will benefit our company.

## FINANCIAL CALENDAR

Publication of Q4 and financial year 2021 results on March 29<sup>th</sup>, 2022 (after market close) and conference call on March 30<sup>th</sup>, 2022.

## INVESTOR CONTACTS

<u>LOXAM</u> Patrick Bourmaud / Laurent Bertrand +33 (0)158 440 400 <a href="mailto:ir@loxamgroup.com">ir@loxamgroup.com</a>	<u>Brunswick</u> Agnès Catineau / Bénie Igiraneza +33 (0)1 53 96 83 83 <a href="mailto:loxam@brunswickgroup.com">loxam@brunswickgroup.com</a>
---	--

## ABOUT LOXAM

The LOXAM Group is the leading equipment rental company in Europe with consolidated revenue of €1,989 million in 2020 and 10,800 employees. The Group is the 4th largest player in the world with a network of approximately 1,050 branches over 30 countries on four continents.

## FORWARD-LOOKING STATEMENTS

This document includes “forward-looking statements” about LOXAM and its subsidiaries (the “Group”), including in relation to its strategy, plans or intentions. These statements may also address management’s expectations regarding the Group’s business, growth, future financial condition, results of operations and prospects. These forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, the Group’s actual results may differ materially from those that management expected. The Group has based these forward-looking statements on its current views and assumptions about future events. While it believes that these assumptions are reasonable, it is very difficult to predict the impact of known factors, and, of course, it is impossible to anticipate all factors that could affect the Group’s actual results. All forward-looking statements are based upon information available to management on the date of this document. Investors are cautioned not to place undue reliance on such forward-looking statements.