



## LOXAM – 2023 FIRST QUARTER RESULTS

**“A good performance continuing the trend of previous quarters”**

**Paris – May 30<sup>th</sup>, 2023**

---

LOXAM, Europe’s leading equipment rental company to professionals, published today its financial statements for the first quarter of 2023.

### **First quarter highlights**

- Revenue of €604 million, up by 7.1% versus Q1 2022 (5.5% like for like)
- EBITDA of €207 million, up by 11.8%
- Gross Capex at €134 million, down by 20% versus Q1 2022
- Acquisition of JIAB Hyrcenter in Northern Sweden (not consolidated in Q1 2023)

### **Post quarter events:**

- Full redemption of the €300 million 4.25% Senior Secured Notes due 2024 and issuance of new €300 million 6.375% Senior Secured Notes due 2028
- Exchange of €102 million 3.25% Senior Secured Notes due 2025 for new €100 million 6.375% Senior Secured Notes due 2028
- Release of the 2022 Group Non-Financial Performance Statement, at the forefront of our industry (<https://loxam.com/en/our-publications/>)
- Acquisition of Motormac in Brazil

Gérard Déprez, Chairman and CEO of LOXAM, commented:

*“The Group’s performance during the first quarter was satisfactory and in line with the dynamics of previous quarters. Our revenue has risen by 7% thanks to the growth of our French business and the Rest of the World division. Our markets progressed on the same trend as the last quarter of 2022 and continued to benefit from the support of the stimulus packages boosting infrastructure work and building renovation throughout Europe.*

*We completed two bolt-on acquisitions, one in Northern Sweden which will reinforce our network in a region with strong development potential and one in Brazil, the rental division of Motormac which enables us to double our size and complete our network in Southern Brazil.*

*The financial performance matched the commercial progression, the EBITDA grew by nearly 12%, supported by organic growth and the sales of equipment during the quarter that were delayed in Q4 2022. We continued to work on price increases of our rental services. The leverage ratio was stable at 4.72x. The working capital requirement has increased due to the payment of Q4 2022 deliveries of new machines.*

*Post quarter, we were pleased to refinance the 2024 senior secured notes with a new maturity in 2028. This refinancing enabled also LOXAM to start addressing its 2025 maturities, improving the balance of its debt maturity profile.*

*In addition, we have just published our second CSR report (NFPS) which shows strong results, evidencing our best-in-class performance.”*

## KEY FIGURES (in millions of euros)

	<u>Q1 2022</u>	<u>Q1 2023</u>	<u>Change</u>
<b>Revenue</b>			
France	234.9	256.0	9.0%
Nordic countries	169.2	167.3	-1.1%
Rest of the World	159.8	180.7	13.1%
<b>Total Revenue</b>	<b>563.8</b>	<b>604.1</b>	<b>7.1%</b>
<b>EBITDA</b>			
France	81.2	92.3	13.7%
Nordic countries <sup>(a)</sup>	49.3	48.2	-2.2%
Rest of the World	54.9	66.8	21.7%
<b>Total EBITDA</b>	<b>185.4</b>	<b>207.3</b>	<b>11.8%</b>
<b>EBITDA margin</b>			
France	34.6%	36.1%	1.5 pt
Nordic countries	29.1%	28.8%	-0.3 pt
Rest of the World	34.3%	36.9%	2.6 pt
<b>Total EBITDA margin</b>	<b>32.9%</b>	<b>34.3%</b>	<b>1.4 pt</b>
<b>EBIT</b>	<b>51.3</b>	<b>55.9</b>	<b>9%</b>
Free Cash Flow	-114.9	-60.4	47%
Gross Capex <sup>(b)</sup>	168.1	134.1	-20%

(a) JIAB acquisition not consolidated in Q1 2023.

(b) Excluding Capex relating to right of use assets under IFRS16.

## REVENUE

LOXAM's Q1 2023 consolidated revenue amounted to €604 million, representing an increase of 7.1% compared to Q1 2022 driven by organic growth and in line for each division with the performances of the previous quarters.

Revenue from business activities in France increased by 9.0% during the first quarter to €256 million, reflecting the good level of demand within construction markets stimulated by civil engineering and non-residential construction and also from industrial customers.

Revenue in the Nordic countries grew by +2.7% organically while Q4 2022 like-for-like growth was at +4.0%.

In the Rest of the World division, revenue rose by 13.1% during the same period to €181 million. This division has now achieved a double-digit growth of its revenue for 8 consecutive quarters. This division has become the second largest, with revenue representing 30% of the Group's total, thanks to continued organic growth and acquisitions. Markets continued to be solid in Southern Europe.

## EBITDA

During the first quarter, EBITDA increased by 11.8% to €207 million while the EBITDA margin gained 1.4 pt up to 34.3%. At constant perimeter and exchange rate, EBITDA increased by 11.3% thanks to cost control and higher capital gains as the Group sold more fleet during Q1 2023 following the delay of the sales planned in Q4 2022.

France generated an EBITDA of €92 million, a dynamic increase of 13.7%. The EBITDA margin reached 36.1% increasing by 1.5 point. Excluding capital gains, the EBITDA margin was stable at 33% of the revenue.

At constant perimeter and currency exchange rate, Nordic countries EBITDA grew by 2.3%.

In the Rest of the World, EBITDA reached €67 million, showing a strong increase of 21.7% thanks to continuing margin improvement. The EBITDA margin stood at 36.9% gaining 2.6 points.

## **FINANCIAL INCOME**

At €42 million, net financial expense for the first quarter was up by €5 million, representing an increase of 15% compared to Q1 2022 and reflecting an increase in net amount of bilateral loans and leasing as well as an increase in interest rates relating to the new financings and the unhedged loans.

## **CASH FLOW AND DEBT**

During the first quarter, the Free cash flow was negative since we paid fixed asset suppliers for capex delivered end of the year 2022, which led to a reduction of the debt owed to suppliers.

As of March 31, 2023, the liquidity of the Group was at €116 million of cash on the balance sheet as we optimized our banking facilities to minimize interest costs.

Post quarter, the Group has refinanced €400 million of HY Bonds, has raised a new €100 million long term loan extending further its maturity profile to 2031 and has drawn €70 million of its EIB loan.

The leverage ratio slightly decreased to 4.72x at the end of Q1 2023, notwithstanding bolt-on acquisitions.

## **BUSINESS OUTLOOK**

In 2023, the Group envisages another year of revenue growth thanks to infrastructure and non-residential projects, in spite of new residential construction slowdown. Nordics countries will be impacted by this slowdown in the course of the year. In this context, we are comfortable with our previous guidance on reduced capex.

The Group will continue to be active on opportunistic bolt-on acquisitions.

In accordance with our plan, we maintain our focus on the reduction of our leverage ratio to 4.5x at the end of the year.

## **FINANCIAL CALENDAR**

Publication of Q2 2023 results on August 29<sup>th</sup>, 2023 (after market close) and conference call on August 30<sup>th</sup>, 2023.

## INVESTOR CONTACTS

<u>LOXAM</u> Patrick BOURMAUD / Emmanuel Leblanc +33 (0)158 440 400 <a href="mailto:ir@loxamgroup.com">ir@loxamgroup.com</a>	<u>FTI Consulting</u> Cosme JULIEN-MADONI +33 (0)147 036 819 <a href="mailto:loxam@fticonsulting.com">loxam@fticonsulting.com</a>
---	--

## ABOUT LOXAM

LOXAM is the French and European leading equipment and tooling rental company for building and public works, industry, landscaping, event management and services. The Group is the 4th largest player in the world, with consolidated revenues of €2.4 billion in 2022, and leverages the know-how and commitment of its 11,800 employees in more than 1,090 branches over 30 countries.

Firmly committed to the energy transition in industry and construction, LOXAM has been contributing to the development of a circular economy since its creation in 1967 and has placed Corporate Social Responsibility (CSR) at the heart of its development and growth model. Its strategy of electrification and greening of its fleet is supported by the European Investment Bank, and it has been evaluated as a "Top-rated company" regarding its CSR policy by the rating agency Sustainalytics. LOXAM is an Official Sponsor of the Rugby World Cup France 2023 and an Official Supporter of the Paris 2024 Olympic and Paralympic Games.

## 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, operational outcomes, 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 information.