

Significant revenue growth for the 3rd quarter of 2020: € 34.6 M euros (+ 9%)

Outlook 2020: Revenue expected at top of range

<i>(in K€)</i>	2019	2019	Evolution	2018
Sales – 1 st quarter ^(*)	29 784	31 776	-6.3%	31 185
Sales – 2 nd quarter	32 773	36 075	-9.2%	33 369
Sales – 1 st semester	62 557	67 851	-7.8%	64 554
Sales – 3 rd quarter ^(*)	34 590	31 722	9.0%	30 323
Sales – YTD	97 147	99 573	-2.4%	94 877

(*) non audited figures

Strong Q3 Growth: Significant impact of external growth and return of organic growth

During the 3rd quarter of 2020, the Precia Molen Group achieved a turnover of € 34.6 M, increasing by 9% compared to the same period in 2019, including organic growth of 0.4%, thus proving its great resilience and its intact growth potential. The third quarter activity is characterized by the very good performance of Milviteka UAB, our new subsidiary in Lithuania, which achieved a turnover of 2.7 million euros in the quarter and aims to achieve a turnover of more than 7.5 million euros (up by 56% compared to Q3 2019) for the whole of 2020.

During the first nine months of 2020, revenue amounted to € 97.1 M, down by 2.4% compared to the same period in 2019. At constant perimeter and currencies rate, organic growth amounted to -6.4%, the impact of perimeter changes was 4.6% (acquisition of Milviteka in Lithuania), the currency effects amounted to -0.6%. Over nine months, organic growth was clearly impacted by the COVID-19 sanitary crisis illustrated by a decline in Malaysia, India, the United Kingdom and Australia. Revenue in France is down by -3.9%, although Precia Molen Service performed well with sales similar to last year. On the other hand, the group continued to grow significantly in emerging countries, such as Brazil and Morocco and was able to obtain growth in Belgium and the Netherlands. Milviteka's contribution, acquired in 2019, is very significant with 4.6 million euros in the first nine months of the year. Currency effects amounted to -0.6%, marked by the increase of the euro against all other currencies.

Forecasts and outlook 2020: Review of revenue targets at the top of the range

Although the year 2020 is highly impacted by the effects of the health crisis; after a good performance during the 3rd quarter and following high expectations of the 4th quarter due to a large order book, the Group now expects consolidated revenue at the top of the previously expected range (125 million euros and 135 million euros). The Group's 2020 revenue is expected to be at a level comparable to that of 2019, thanks to its acquisition in Lithuania, the dynamism of certain countries (Morocco, Brazil, Ivory Coast) and the resilience of its historical markets.



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About Precia Molen

PRECIA MOLEN designs and manufactures, sells and maintains systems and solutions of industrial and commercial static weighing and of continuous weighing and dosing equipment. Main clients are heavy industries (mines, quarries, steel, environment, energy...) and light industries (food, chemicals, transportation and logistics...) and also public sectors (posts, local authorities...).

From design to after sales service, PRECIA-MOLEN is able to provide total weighing solutions for all businesses. Precia Molen is present in 42 countries, with 19 commercial subsidiaries and a large network of selling agents. It has six production plants (France, The Netherlands, India, the United Kingdom, Morocco and Australia) and two assembly sites (Brazil, USA). The Group pursues a large research and innovation program, and has been granted an "Innovating Company" status by French authority Oseo.

Precia Molen is listed on NYSE Euronext's C compartment in Paris (code ISIN FR0000060832 - Mnemo: PREC).

More information on www.preciamolen.com