

## Press Release

Le Bourget-du-Lac, 30<sup>th</sup> January, 2023 – 8:00 am CET



## 2022: a new year of growth!

- 2022 revenue: 9.4€ million, up sharply by +14%
- Launch of a structuring industrial partnership
- Towards a change of dimension

**Roctool** (Euronext Growth – FR0010523167 – ALROC), a specialist in mold heating and cooling technologies for plastics and composites, announces record annual revenue as of December 31, 2022 of 9.4€ million, up 14 % compared to 2021, and 44% compared to 2020 with a turnover of 6.5€ million.

Mathieu Boulanger, CEO of Roctool comments: *“This year we recorded a historic turnover, and we are approaching ten million Euros. Following a good 2021 financial year, we had a challenge to maintain growth in 2022, in line with our business plan. It’s done. Our “Eco Molding” initiative is attracting exponentially potential prospects and customers. This radical change in posture, even though the economic situation remains complex, has enabled Roctool to establish itself with many industrialists and large accounts thanks to an eco-responsible and innovative approach. With the high point of the signature announced at the start of 2023, of the global industrial partnership with STANDEX Engraving, we are more than enthusiastic and confident about the prospects for our business.”*

In M€ - Consolidated Group	2022			2021		
	S1	S2		S1	S2	
Turnover	4,11	5,27	<b>9,38</b>	2,90	5,34	<b>8,24</b>
Sales of goods	1,96	3,92	<b>5,88</b>	1,80	2,38	<b>4,18</b>
Sales of Services	1,18	1,29	<b>2,47</b>	0,97	0,72	<b>1,69</b>
Licences and Royalties	0,97	0,07	<b>1,04</b>	0,13	2,24	<b>2,37</b>

Confirming the relevance of the strategic action plan on the product mix, equipment sales amounted to 5.9€ million, up sharply by +41% vs 2021, with a marked increase in the number of Roctool systems delivered, accompanied by the significant sale of tooling hardware (key components of the technology and a real indicator of the use of the technology).

Provision of services amounted to 2.5€ million, a strong increase of +46% vs 2021.

Licensing and royalty concessions amounted to 1.0€ million, down sharply compared to 2021, the year in which a major beauty contract was signed.

Growth in 2022 revenue was therefore built on a growing number of projects and new applications. To be noted, a large order portfolio for the beginning of 2023.

## Adoption of the “Eco Molding” initiative

**Eco-Molding has proven its worth and continues to seduce major clients. Its three pillars**, which are the transition to more eco-responsible materials, the mastery of the best molding technologies, and the use of mold surface treatment technologies to reduce or eliminate secondary operations, constitute major arguments for the adoption of this innovation. The many presentations at trade fairs and on different products demonstrate the obvious gains of “Eco-Molding”. In less than two years, it marks the in-depth transformation of Roctool and places the company more than ever on a trajectory of success.

## The breakthrough of the automotive sector

The automobile, Roctool's historic market, is making a comeback and represents 4.3€ million or 46% of turnover, followed by consumer products (20%), industry (15%) , beauty (11%), electronics (4%) and medical (2%).

## Appointment of an International Sales Director

Recruitment in September 2022 of Remo Soligon, benefiting from an experience of more than 15 years with industrialists on an international scale, who will actively contribute to the company's strategic initiatives and strengthen commercial actions at a global level in order to accelerate the commercial momentum already established.

## Outlook:

With the announcement, on January 16, of the signing of an **international partnership with Standex Engraving**, Roctool is counting on expanding its markets and multiplying new projects. Combining Standex Engraving Mold-Tech's global texturing capabilities with Roctool's heating and cooling technology provides convenient access to global expertise, support and technology, all in one step.

In addition, the **collaboration with the CEA** continues, suggesting new opportunities in the field of solar energy.

Confident in this good momentum, with cash at the end of 2022 in line with the group's expectations and following a path of profitable growth, the Group is maintaining a prudent policy of its resources to support growth. In addition to fine-tuning the cost structure, purchases and external charges, Roctool will propose to the Extraordinary General Meeting of March 6, 2023 to postpone the maturity date of the 2021 ORNANs from May 31, 2023 to December 31, 2023.

## Next publication

Annual results, 14th April 2023

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