



PSB INDUSTRIES
Emballage et chimie de spécialités

PRESS RELEASE

Annecy, March 4, 2015

Year one in the Ambition 2020 Plan
Solid and steady gains
EBIT: €22.7 million (Δ + 8.1%) - NET RESULT: €13.9 million (Δ + 10.3%)
Final stages of Plastibell acquisition

Consolidated data (in €million)*	2014	2013	Variation
Revenues	262.0	257.0	+ 1.9%
EBITDA**	40.0	38.3	+ 4.5%
Operating income (EBIT)	22.7	21.0	+ 8.1%
<i>In % of revenues</i>	<i>8.7%</i>	<i>8.2%</i>	<i>+ 0.5 pts</i>
Consolidated net income	13.9	12.6	+ 10.3%

* Audited accounts – 2014 data including acquisition of C+N Packaging since September 22, 2014

** EBITDA: Earnings Before Interest, Taxes, Depreciation, and Amortization

PSB INDUSTRIES posts sustained growth in operations with revenues of €262 million, 64% of it earned internationally.

During the period, the Group kicked off its transformation in line with the Ambition 2020 strategic plan. In addition to successfully completing its first step to external growth (acquisition of C+N Packaging in September), which initiated a new development mix, PSB INDUSTRIES was able to launch its main value-creating initiatives, per market, to boost its competitiveness and the innovation capability available to clients.

- **Solid, sustained growth**

Building on progress in 2013, the Group continued to improve its financial performance in all respects during 2014..

As a result of strict cost management and reinforced sales activity, EBITDA grew by €1.7 million (to €40 million), representing more than 15% of revenues.

Operating income (EBIT) was slightly over forecasts at €22.7 million, or 8.7% of revenues.

Consolidated net income rose 10.3% to €13.9 million, accounting for 5.3% of revenues.

The financial structure is continuously improving, with a gearing ratio¹ of 63% of shareholder equity and a leverage ratio² of 1.7 x. Excluding the C+N Packaging acquisition, the gearing ratio was 45% and the leverage ratio 1.3 x.

- **2015–2020: stepping up the mix of growth**

After an initial year right in line with Ambition 2020 plan objectives, PSB INDUSTRIES will move forward with its transformation. In addition to strengthening its capacity to tap new markets, the steps taken to improve its prospective financial management should consolidate improvements in performance while enabling the company to pursue a mix of internal/external growth.

PSB INDUSTRIES confirmed that it would proceed with the acquisition of the Plastibell group, an international plastic injection specialist with revenues of nearly €50 million in 2014. With the bodies representing staff affected by the transaction having submitted their opinion on February 27, PSB INDUSTRIES should be able to complete this transaction very soon. This new acquisition should enable the Group to bolster its position in the plastics market for the Healthcare sector and for niche applications in the Industrial sector.

Olivier Salaun, president and CEO of PSB Industries said: *"I'm very satisfied with our results for 2014, which have allowed PSB INDUSTRIES to successfully calibrate its Ambition 2020 plan, satisfy its customers, and significantly improve its ROCE. We are firmly committed to sustainably transforming the Group to become the preferred partner, through passion and innovation, in our strategic markets of Luxury & Beauty, Healthcare & Hygiene, Food & Distribution, and Lighting & High-tech Industries. In 2015 PSB INDUSTRIES will continue to improve its performance, with revenues in excess of €280 million (excluding 2015 acquisitions) and an expected EBITA of over 8%."*

- **Financing**

PSB INDUSTRIES has finalized a deal with five bank groups to secure a €100 million syndicated loan with a minimum maturity of five years, to be used to finance acquisitions and investments within the Ambition 2020 plan. For the operation, the Group was advised by bfinance group, and by the law firm Herbert Smith Freehills.

"We are proud of the renewed confidence shown by our historic banking partners as well as the participation of new banks in the first syndicated loan in the history of the Group. Structuring financing is an important step in the deployment of the Ambition 2020 plan and it will give the Group the necessary means to sustain its growth," noted **CFO Rémi Weidenmann**.

- **Dividend**

After examining the high quality of 2014 financial accounts and following the payment of an interim dividend of €0.50 per share in January, the Board of Directors will propose a dividend of €1.60 per share at the May 22, 2015 General Meeting.

¹ Gearing: Net debt to equity ratio

² Leverage: Net debt to EBITDA ratio

PSB INDUSTRIES is an innovation-driven industrial group with leadership positions in packaging and specialty chemicals. The group reported consolidated revenues of €262 million in 2014, including over 60% from international sales. The group has production plants in France, Poland, the United States, Japan, and Mexico.