



FINANCIAL PRESS RELEASE

dlsi[®]
Groupe

Monday 30 October 2023

Consolidated sales for the first 9 months of the year: €151.9m (+5%)
3rd quarter 2023 consolidated sales: €52.7 M (+2,4%)
Sluggish sales in France in a difficult environment
Robust growth in international business
Favorable Swiss franc exchange rate impact of 1.3% on consolidated sales

This press release cancels and replaces the press release dated 27 October 2023, specifying that the sales figure of €151.9m relates to the first 9 months of the financial year.

The DLSI Group recorded consolidated sales of €52.7 million in Q3 2023, compared with €51.4 million in Q3 2022.

- Consolidated sales for the first nine months of 2023 totaled €151,896 K, compared with €144,677 K at September 30, 2022 (+5.0%) at current exchange rates:

Revenues (K€) consolidated at 09/30	2023	Variation	2022	Variation	2021
1st quarter	46,134	7.1%	43,083	-0.5%	43,284
2nd quarter	53,098	5.9%	50,156	-0.9%	50,593
1st semester	99,232	6.4%	93,239	-0.7%	93,877
3rd quarter	52,664	2.4%	51,438	2.6%	50,152
9 months	151,896	5.0%	144,677	0.4%	144,029

Unaudited revenues

- International sales for the first 9 months of the year rose by 17.2% at current exchange rates. It accounted for 42.4% of consolidated sales.

Revenues (K€) France & International	2023	Variation	2022	Variation	2021
France	87,557	-2.5%	89,766	-0.8%	90,520
% of revenues	57.6%		62.0%		62.8%
International	64,338	17.2%	54,911	2.6%	53,509
% of revenues	42.4%		38.0%		37.2%
9 months	151,896	5.0%	144,677	0.4%	144,029

Sales in France reached €87.6 million (-2.5%), compared with the Prism'emploi barometer, which forecasts a 5.8% year-on-year decline to August 31, 2023.

Continued momentum in Nuclear activities, with cumulative sales of €13,128 K to the end of September for the first three quarters of the year, up 2.3% on comparable sales to the end of September 2022. For the second year running, the Group's Nuclear Division has achieved its highest level of cumulative Q3 sales in 6 years.

Sales generated under framework contracts amounted to €17,904 K at September 30, 2023, or 20.1% of sales in France, compared with 16.8% with €15,936 K at September 30, 2022.

Internationally, the 3rd quarter of 2023 saw a 17.2% increase on the 3rd quarter of 2022, taking sales growth for the first nine months into positive territory at current exchange rates, in a still-contrasting environment (+13.5% at current scope and exchange rates for our Swiss subsidiary). The evolution of the CHF/€ exchange rate has had a positive effect of 3.5% in constant euros on sales in Switzerland, which, representing almost 40% of consolidated sales, increased consolidated sales by 1.3% at current exchange rates.

The Group is seeing a sharper-than-expected decline in orders, penalized in particular by higher financing costs and a wait-and-see attitude on the part of customers in an unfavorable economic and geopolitical environment.

The sharp drop in new construction already observed, particularly in the real estate sector in 2023, and the outlook communicated by industry players, mainly in Europe, point to a contraction in the Group's activities related to these sectors.

DLSI SA remains determined to navigate this uncertain and demanding economic environment with prudence and perseverance.

The company continues to adapt to market challenges, while investing in its core organic growth strategy and digital transformation plan to maintain its position as a benchmark player in the temporary employment market.

- Upcoming:

Publication of the 4th quarter revenue on 16 February, 2024 (after market close)

About DLSI:

The DLSI Group represents a network of over 70 agencies located throughout France, in Luxembourg, Germany and in Switzerland.

With a foothold in all industries, we offer all employment solutions, from indefinite-term contracts to fixed-term contracts and temporary employment.

Listed on the Euronext Growth market of Euronext Paris since 2006, the Group generated revenue of 196.7 million euros in 2022.

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