



FINANCIAL PRESS RELEASE

dlsi[®]
Groupe

Friday, 16 February, 2024 after market close

Annual consolidated sales 2023: +4% to €204.5m Significant growth in international sales: +14.4

Consolidated revenue for the DLSI Group, an operator specializing in permanent, fixed-term and temporary employment solutions, totalled €204.5 million at December 31, 2023, compared to €196.7 million at December 31, 2022, an increase of 4% at current exchange rates.

Q4 2023 sales up 1.2% on 2022, despite a difficult economic environment.

Revenue (k€)	2023	Variation	2022	Variation	2021
Consolidated at 31/12					
Q1	46,134	7.1%	43,083	-0.5%	43,284
Q2	53,098	5.9%	50,156	-0.9%	50,593
HY1	99,232	6.4%	93,239	-0.7%	93,877
Q3	52,664	2.4%	51,438	2.6%	50,152
Q4	52,639	1.2%	52,009	1.3%	50,12
12 months	204,535	4.0%	196,686	0.9%	194,941

Unaudited revenue

2023, compared with 2022, was marked by a 14.4% growth in international business, which accounted for 43.4% of total revenue:

Revenue (€K)	2023	Variation	2022	Variation	2021
France & International					
France	115,731	-2.8%	119,075	-4.1%	124,208
% Revenue	56.6%		60.5%		63.7%
International	88,804	14.4%	77,611	9.7%	70,733
% Revenue	43.4%		39.5%		36.3%
12 months	204,535	4.0%	196,686	0.9%	194,941

🔍 Recruitment difficulties observed in many business sectors were confirmed in 2023 and contributed significantly to the erosion of revenue in France.

- 📍 International revenue, up 14.4% at current exchange rates (11.67% at constant exchange rates), represented 43.4% of consolidated revenue, mainly in Switzerland, but also in Germany and Luxembourg.
- 📍 Revenue from core activities in 2023 totalled €17 million, up 1.5% from 2022.
- 📍 Sales of executive contracts signed with major accounts will reach €23.5 million in 2023, up 12.8% from €20.9 million in 2022.

Perspectives:

In France, sales are expected to grow more strongly in the core businesses, the service sector and the investment business over the current year. Other operations, both in France and abroad, should see sustained growth, while maintaining the Group's policy of vigilance with regard to margins.

Upcoming:

Publication of consolidated annual results at 31/12/2023, March 28, 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.

ISIN FR0010404368 - Ticker symbol: ALDLS

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