



CUMULATIVE RESULTS UP TO 1ST QUARTER 2023



Results of the 1st Quarter 2023

Highlights

- >> Turnover reaches **31.1 million euros**, an increase of **2.8%** compared to the previous year;
- >> EBITDA of **6.2 million euros** represents an increase of **49.7%** compared to the analogous period in 2022;
- >> Positive net income reaches **1.5 million euros**, an increase of **649%** compared to the previous year;



Activity

The first quarter of 2023 was again marked by the inflationary pressure which continues to be felt in the global economy, resulting from the still ongoing geopolitical crisis of the invasion of Ukraine. However, despite this adverse environment, Vista Alegre has demonstrated strong resilience, based on the continued growth of its brands' awareness at a global level, which can be seen by the increase in sales via physical and online retail channels of Vista Alegre and Bordallo Pinheiro products at both national and international levels.

Additionally, the Horeca channel saw an increase of **43%** in 2023 compared to 2022 and was one of the biggest contributors to the growth of the brand's sales.

Vista Alegre thus achieved a consolidated turnover in the 1st quarter of 2023 of **31.1 million euros** and an EBITDA of **6.2 million euros**.

The porcelain segment was the main driver of sales growth, with sales reaching **11.4 million euros**, representing an increase of **11.1%** compared to the previous year.

Segments	T €		
	Jan to Mar 2023	Jan to Mar 2022	Variation (%)
	Total	Total	Total
Porcelain and related products	11,389	10,256	11.1%
Earthenware	3,593	3,314	8.4%
Stoneware	12735	13,402	-5.0%
Crystal and Glass	3,398	3,288	3.3%
Total	31,115	30,260	2.8%

The stoneware segment saw a **5%** reduction in its sales volume, as a result of the company's strategy of reducing the number of private label projects, particularly in the oven stoneware segment.



On the other hand, the tableware segment, both in terms of the *Casa Alegre* brand and products for IKEA customers, recorded a significant growth in sales compared to the same period last year.

The international markets of Brazil and the United States of America, and the markets of the Netherlands, France, Spain and Germany in Europe, were the main contributors to sales in the foreign market, representing **74.8%** of the turnover of Vista Alegre, with **23.3 million euros** in sales.

Results

The consolidated results for 1Q23 of Grupo Vista Alegre reflect excellent performance compared to the same period in 2022, with turnover increasing **2.8%** to **31.1 million euros**, and EBITDA of approximately **6.2 million euros**, a growth of **49.7% y/y**.

It should be noted that the inflationary pressure felt globally has a direct impact on production costs, namely the cost of energy, logistics, raw materials and personnel, repressing the company's results. However, the efficient management of our operations and the favourable evolution in terms of sales portfolio of branded porcelain and crustal products from Vista Alegre and artistic earthenware from Bordallo Pinheiro, allowed for an improvement in results compared to the same period last year.

Headings	3M 2023	3M 2022	Var. 3M Amount	Var. 3M %
Turnover	31.1	30.3	0.9	2.8%
EBITDA	6.2	4.2	2.1	49.7%
	<i>EBITDA Margin</i>	<i>13.8%</i>		<i>6.3 pp</i>
Operating Income	3.1	0.9	2.2	234.0%
	<i>Operating Margin</i>	<i>3.1%</i>		<i>6.9 pp</i>
Income before taxes	2.0	-0.3	2.3	812%
Income tax	-0.5	0.0		
Net income	1.5	-0.3	1.7	649%



The Group recorded an operating income of **3.1 million euros** and the net income for the financial year grew by **1.7 million euros**, compared to the same period of 2022, reaching **1.5 million euros**, compared to a negative result of **268 thousand euros** in March 2022.

Investment

Investment during the first quarter was **2.6 million euros**, mostly relating to the Cerexport production plant and included the overhaul of an oven for greater energy efficiency and improved flexibility of production lines, so as to respond to more efficiently to the market fluctuations demand.

Debt

As a result of the usual seasonality of our business activity, the 1st quarter is the most demanding in terms of working capital needs, reflected in the slight increase in our consolidated net debt during the first 3 months of 2023. Nonetheless, our net debt to EBITDA remained stable.

	t€	31-03-2023	31-12-2022	Variation 2023/2022
Financial debt (bank loans, bond and leasing)		79,815	83,172	-3,357
Operating debt (exports, confirming and factoring)		7,789	7,020	768
Operating lease (IFRS 16)		6,497	6,911	-414
Consolidated debt		94,101	97,103	-3,003
Availabilities		-19,742	-27,746	8,005
Consolidated net debt		74,359	69,357	5,002
EBITDA LTM		29,596	27,527	2,069
Net debt / EBITDA		2.51x	2.52x	-0.01x



Consolidated Income Statement

31st of March 2023 and 2022

Headings	3M 2023	3M 2022	T €
Sales and services provided	31,115	30,260	
Cost of goods sold and material consumed	-11,548	-13,464	
Production variation	3,253	2,432	
Gross margin	22,821	19,229	
External supplies and services	-4,506	-4,350	
Personnel costs	-12,581	-11,079	
Amortisations	-3,128	-3,259	
Impairments	-3	2	
Provisions for the financial year	0	0	
Other operating expenses and losses	-368	-535	
Impairment of depreciable tangible fixed assets	13	25	
Other profit and operating income	869	901	
Operating income	3,118	934	
Interest and similar expenses incurred	-1,262	-1,251	
Interest and similar income obtained	159	34	
Financial result	-1,103	-1,216	
Result before taxes	2,015	-283	
Income tax	-545	15	
Consolidated income for the financial year	1,470	-268	



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