

**Press release**

Le Bourget-du-Lac, 29th January 2024 - 18h CET



## 2023, Strengthening its development potential

- ✓ Solid 2023 sales at 9M€
- ✓ Acceleration of the partnership with ENRX

**Roctool** (Euronext Growth - FR0010523167 - ALROC), specialists in mold heating and cooling technologies for plastics and composites, announced today its annual sales figures for the financial year of 2023. Roctool recorded a stable sales figure, despite a complex economic environment and the economic downturn in the industrial sector, as anticipated back in October 2023 ([press release dated October 12, 2023](#)). After a very good first half and a more challenging second half, this level of sales confirms the market's adoption of Roctool innovative solutions for performance, eco-responsibility and product quality.

Mathieu Boulanger, Roctool's CEO, comments: "2023 has enabled us to find our two strategic partners and thus seal the accelerated development of Roctool. While the first half of the year saw a fine performance, with a solid order portfolio and a sustained growth trend, our sales momentum was limited by the economic slowdown in the second half, particularly in the automotive sector, which weighed on the year's performance. We have therefore actively pursued our strategy and continued our discussions with ENRX, our supplier and partner for over ten years, who could invest significantly in our capital.

Our positioning with "Eco-Molding" is a real driving force for success. 2024 should see an acceleration in the marketing of our products, particularly those resulting from our current partnerships with STANDEX Engraving and ENRX. These various advances are all levers that will hopefully enable us to return to growth in 2024."

✓ In M€ - Consolidated group	2023			2022		
	S1	S2	Total	S1	S2	Total
<b>Turnover</b>	5,10	3,90	<b>9,01</b>	4,11	5,25	9,36
<i>Sales of goods</i>	3,31	2,51	<b>5,82</b>	1,96	3,87	<b>5,83</b>
<i>Sales of services</i>	1,19	0,82	<b>2,00</b>	1,18	1,31	<b>2,49</b>
<i>Licences and Royalties</i>	0,60	0,58	<b>1,18</b>	0,97	0,07	<b>1,04</b>

## Achievements and activities in 2023

Roctool's 2023 sales of 9 million € are slightly down by 4% compared with 2022. While the first half of the year was in line with the very strong growth momentum achieved over the past two years, the end of the year weakened this trend. The slowdown in the fourth quarter of 2023, due in particular to a cyclical effect, put a dent in these good figures.

However, this context did not undermine the dynamics of industrial and financial partnerships to which the company's management had committed it. In line with its strategic roadmap, Roctool is committed to forging two major partnerships, including the one signed at the end of 2023 with ENRX, which should enable it to accelerate the deployment of its solutions.

## The 2023 financial year confirms Roctool's international DNA, with 76% of sales generated outside France.

Equipment sales are stable compared with 2022, at €5.8 million.

Services amounted to 2.0 M€, down -19% vs. 2022.

Licensing, royalties, and strategic agreements are up +14%, for a total of 1.2 M€ vs. 2022.

## Roctool: a successful business diversification strategy

As in 2021, the beauty sector outperforms the industrial sector, and electronics sees a sharp rise of 79% versus 2022. Automotive, although down, still accounts for 32% of sales, followed by consumer goods (26%), beauty (15%), industry (11%), electronics (8%) and medical (3%). In the beauty industry, Roctool was able to renew its agreements with one of its biggest customers in 2023.

## A renewed outlook supported by a winning strategy

With the announcements, on January 16 and September 19, 2023, regarding the signing of **international partnerships with Standex Engraving and ENRX**, Roctool is focusing on expanding its sectors, multiplying new projects and accelerating the deployment of its solutions. For customers, these partnerships represent a new competitive advantage, with convenient access to global expertise, tailor-made support and breakthrough technology.

With the signing of ENRX's investment in Roctool scheduled for February 13, the company is pursuing its roadmap and is more mobilized than ever to deploy its solutions worldwide, in particular to support the transition towards eco-design of products.

The treasury position at the end of 2023 is equivalent to that at the end of 2022.

**Next publication:** annual results in April 2024

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