

EXOSENS DELIVERS VERY STRONG FULL-YEAR 2024 RESULTS, OVERPERFORMING ON ITS IPO GUIDANCE SUSTAINED GROWTH DYNAMIC ANTICIPATED FOR 2025-2026

FY 2024 HIGHLIGHTS

- Strong revenue growth of +35.0%, above IPO guidance, to €394.1m in 2024, reflecting dynamic like-for-like growth (+24.9%) and successful integration of bolt-on acquisitions
- Significant increase in profitability, with adjusted EBITDA of €118.5m in 2024 (+37.8%), representing a best-in-class margin of 30.1% (vs. 29.5% in 2023), above IPO guidance and above top range of estimated landing given in January 2025
- Net profit of €30.7m in 2024, recording a strong growth of +66.7% over 2023
- Robust balance sheet with a net leverage of 1.2x at year-end 2024, enabling the execution of our growth strategy
- Proposed payment of a €0.10 cash dividend per share for the 2024 fiscal year, for the first time since Exosens' IPO

OUTLOOK FOR 2025 AND THE 2024-2026 PERIOD: SUSTAINED GROWTH DYNAMIC DRIVEN BY DEFENSE TAILWINDS

- Continued strong performance expected in 2025, with revenue growth in the high-teens and adjusted EBITDA growth in the low twenties
- Global market demand is higher than initially expected, with NATO and Tier-1 allies continuing to ramp up their procurement of night vision systems further improving the perspectives, which implies a high-teens 2024-2026 adjusted EBITDA CAGR
- In order to meet this demand Exosens decided to invest €20m to expand its production capacity not only in Europe but also in the US with, for the first time, a new production plant in the US, which will give us additional market opportunities

Mérignac (France), 3 March 2025 – Exosens (EXENS; FR001400Q9V2), a high-tech company focused on providing mission and performance-critical amplification, detection and imaging technology, today publishes its results for the fiscal year ended 31 December 2024. At its 28 February 2025 meeting, Exosens' Board of Directors approved the consolidated financial statements for 2024.

"We are pleased to announce our first results as a publicly-listed company, with 2024 performance exceeding our IPO guidance. In a dynamic defense market, driven by rising geopolitical tensions and increasing defense budgets across NATO countries and Tier-1 allies, Exosens fully benefited from these structural trends and is well-positioned to continue doing so. 2024 was a pivotal year, we flawlessly executed our strategy, reinforcing our leadership in mission-critical technologies, surpassing expectations, and further enhancing our best-in-class margins, that set us apart from our peers.

Amplification remains a key driver of our growth with higher-than-expected market demand, necessitating capacity expansion. As a result, we have decided to scale up capacity in Europe and enter the US market, anticipating sustained mid-term demand and emerging opportunities.

We are also accelerating the growth of D&I segment, which achieved +7% like-for-like growth in 2024, driven by an improved product mix, market share gains, and successful acquisitions. These markets are benefiting from AI-driven advancements in industrial control, nuclear energy, and healthcare research.

With a focus on sustainable growth, we remain committed to customer satisfaction, innovation, operational excellence, and disciplined acquisitions. Backed by a strong balance sheet and a dynamic market environment, we are well-positioned to accelerate expansion and create value for both customers and shareholders, including our first dividend payment.", commented Jérôme Cerisier, CEO of Exosens.

Key financial indicators

In € millions	FY 2023	FY 2024	Change (%)	LFL ¹ (%)
Revenue	291.8	394.1	+35.0%	+24.9%
Adjusted gross margin	131.1	189.6	+44.7%	-
As a % of revenue	44.9%	48.1%	+320bps	-
Adjusted EBITDA	86.0	118.5	+37.8%	-
As a % of revenue	29.5%	30.1%	+60bps	-
Adjusted EBIT	66.1	95.3	+44.1%	-
As a % of revenue	22.7%	24.2%	+150bps	-
Operating income	48.3	73.0	+51.2%	-
As a % of revenue	16.5%	18.5%	+200bps	-
Net profit	18.4	30.7	+66.7%	-
Net profit ex. PPA amortization	27.8	41.5	+49.2%	-
Free cash flow	20.5	55.4	+170.0%	-
Cash conversion (%)	69.3%	74.1%	+480bps	-
Net debt	302.3	144.1	(47.7)%	-
Leverage ratio (x)	3.3x	1.2x	(2.1)x	-

¹ Like-for-like.

Strong revenue performance in FY 2024 in a dynamic market environment, outperforming our IPO guidance

In € millions	FY 2023	FY 2024	Change (%)	Like-for-like (%)
Amplification	209.9	280.2	+33.5%	+33.5%
Detection & Imaging	82.5	117.5	+42.5%	+6.8%
Eliminations & Other	(0.6)	(3.7)	n/a	n/a
Total revenue	291.8	394.1	+35.0%	+24.9%

Exosens posted a strong performance in FY 2024, outperforming its IPO guidance and continuing its strong growth trajectory, with consolidated revenue totaling €394.1 million, which represented a significant growth of +35.0% (or +€102.3 million) compared to FY 2023, of which +24.9% year-on-year on a like-for-like basis, mainly driven by a strong demand in Defense end-markets.

Amplification revenue reached €280.2 million in FY 2024, reflecting a significant growth of +33.5% compared to FY 2023, driven by stronger sales volumes and increased share of higher-performance image intensifier tubes for Defense’s night vision applications.

The global night vision market is benefiting from growing demand, driven by increasing defense budgets and the need for armies worldwide to enhance their night fighting capabilities, including the ongoing shift from monocular to binocular goggles. The return of high-density combat has underscored the critical importance of night operation abilities as a key tactical advantage. NATO and Tier-1 allies continued to ramp up their procurement of night vision systems in 2024, though they are still far from reaching the targeted equipment rate.

Reflecting this increasing market demand, Exosens, worldwide leader, has benefited from its position as the strategic supplier of NATO and Tier-1 allies for night vision image intensifier tubes with a number of major business wins in markets such as Germany, the UK, Poland, Belgium, Finland, France or Australia, among others.

On the M&A front, the Group announced agreement to acquire NVLS, a specialist in man-portable night vision and thermal devices, in October 2024, which will accelerate Exosens’ mid-term capability to develop next gen goggles with innovative solutions combining night vision and thermal devices. Closing is expected to occur in the coming months, pending customary clearances and approvals.

Detection & Imaging revenue totaled €117.5 million in FY 2024, representing an increase of +42.5% compared to FY 2023, mainly driven by a positive product mix and accelerated growth from 2023 bolt-on acquisitions (Telops, El-Mul, and Photonis Germany¹).

¹ Formerly ProxiVision.

Like-for-like growth reached +6.8% in FY 2024, **accelerating** from the +6.0% recorded in 9M 2024. This strong performance was driven by **market share gains** following new product launches, as well as **growing demand in our key high-growth end markets** (Life Sciences, Nuclear and Defense). These factors more than offset the softness in Industrial Control markets (China, machine vision).

Throughout the year, Exosens continued to execute on its disciplined bolt-on strategy with two synergistic acquisitions: Centronic (radiation detection solutions), in July, reinforcing our position as the key European leader in nuclear instrumentation, and LR Tech (FTIR spectrometry) in September, complementing Telops' products to strengthen our position in high-end spectroscopy instruments. Additionally, in November, Exosens announced the acquisition of Noxant, a specialist in high-performance cooled infrared cameras, set to close in Q1 2025.

Significant improvement in adjusted gross margin in FY 2024

	FY 2023		FY 2024		Change In %
	In €m	% of sales	In €m	% of sales	
Amplification	93.3	44.4%	132.4	47.3%	+42.0%
Detection & Imaging	37.7	45.7%	57.1	48.6%	+51.6%
Eliminations & Other	0.1	n/a	0.1	n/a	n/a
Adjusted gross margin	131.1	44.9%	189.6	48.1%	+44.7%

Exosens posted a **strong increase in adjusted gross margin at Group level and across both segments in FY 2024**, mainly due to higher sales volumes, improved yields and a favorable product mix. The Group's adjusted gross margin stood at €189.6 million in FY 2024, reflecting a growth of +44.7% compared to FY 2023. Adjusted gross margin rate reached 48.1% in FY 2024, marking a significant improvement of 320 basis points year-on-year.

Adjusted gross margin of the **Amplification** segment totaled €132.4 million in FY 2024 (+42.0% vs. FY 2023), representing a margin of 47.3% (vs. 44.4% in FY 2023). This strong increase in margin rate mainly reflected higher sales volumes, improved yields and a favorable product mix.

Adjusted gross margin of the **Detection & Imaging** segment amounted to €57.1 million in FY 2024 (+51.6% vs. FY 2023), representing a margin of 48.6% (vs. 45.7% in FY 2023). This improved margin rate was mainly driven by a positive product mix, improved yields and supply-chain cost synergies.

Continued strong operational execution driving further profitability increase in FY 2024

Exosens reported a further increase of its profitability at Group level in FY 2024, **reinforcing best-in-class margin**, driven by strong business momentum and continued operational excellence.

Adjusted EBITDA amounted to **€118.5 million** in FY 2024, representing a sharp growth of +37.8% (or +€32.5 million) compared to €86.0 million in FY 2023. As a result, adjusted EBITDA margin **improved by 60 basis points** to reach **30.1%** in FY 2024 (vs. 29.5% in FY 2023).

Adjusted EBIT totaled **€95.3 million** in FY 2024, posting a strong growth of +44.1% (or +€29.2 million) compared to €66.1 million in FY 2023. As a result, adjusted EBIT margin **increased by 150 basis points** to reach **24.2%** in FY 2024 (vs. 22.7% in FY 2023).

The Group's recorded an operating income of **€73.0 million** in FY 2024, representing a significant increase of +51.2% (or €24.7 million) compared to €48.3 million in FY 2023. As a percentage of sales, **operating margin improved by 200 basis points** to reach **18.5%** (vs. 16.5% in FY 2023).

Significant growth in net income, up +67% in FY 2024

Exosens recorded a significant increase in net profit, reaching **€30.7 million** in FY 2024, up by +66.7% (or €12.3 million) compared to FY 2023. Adjusted for PPA amortization, net profit was **€41.5 million** in FY 2024, representing a growth of +49.2% (or €13.6 million) compared to FY 2023.

Strong increase in free cash flow, up +€35 million in FY 2024

Exosens recorded a **significant increase in free cash flow to €55.4 million** in FY 2024 (vs. €20.5 million in FY 2023). This strong increase was achieved despite one-off expenses related to IPO consulting fees. In addition, **the Group achieved a higher cash conversion rate of 74.1% in FY 2024** compared to 69.3% in FY 2023, with increased investment towards the end of the year to support future growth.

Sustained R&D efforts in FY 2024 to support long-term growth and market leadership

R&D expenses grew by +35.0% to €30.4 million (7.7% of sales) in FY 2024 compared to €22.5 million (7.7% of sales) in FY 2023. **Continued efforts in R&D** like the development of 5G image intensifier tubes for Defense's night vision applications, or next gen detectors for Life Sciences and Nuclear will **sustain the group's future growth and maintain its leading positions.**

Completion of the first phase of capacity expansion

Capital expenditure reached €27.9 million in FY 2024 compared to €23.7 million in FY 2023, marking a reduction in **capex to sales ratio to 7.1%** (vs. 8.1% in FY 2023) following the completion of capacity expansion resulting from investments started in 2022-2023.

Strengthened capital structure, fully supporting our growth strategy

Following Exosens' successful IPO in June 2024, which included a capital increase of €180 million and a full debt refinancing (securing two new credit facilities of a total amount of €350 million), the Group has significantly deleveraged, with its net debt more than halving to €144.1 million as at 31 December 2024 compared to €302.3 million as at 31 December 2023. Accordingly, the leverage ratio decreased significantly to **1.2x as at 31 December 2024**, as compared to a ratio of 3.3x as at 31 December 2023, providing the Group with ample capacity to pursue its investments in growth.

Dividend

The Company's Board of Directors decided, during its meeting on 28 February 2025, to **propose the payment of a €0.10 cash dividend per share for the 2024 fiscal year**. This amount will be subject to the approval of the Annual General Shareholders' Meeting, which will take place on 23 May 2025.

Outlook for 2025 and the 2024-2026 period: Sustained growth dynamic driven by defense tailwinds

Exosens expects a continued strong performance in 2025, with **revenue growth in the high-teens** and **adjusted EBITDA growth in the low twenties** compared to 2024.

The Group expects a **high-teens 2024-2026 adjusted EBITDA CAGR** and a **cash conversion² ratio in the range of 70%-75%** over the period, taking into account capacity investment in Europe and in the US.

Furthermore, the Group intends to pursue its growth strategy, at a pace consistent with historical trend, while maintaining a **leverage ratio³ of around 2x**.

Webcast

Jérôme Cerisier, CEO and Quynh-Boi Demey, CFO will hold a conference call and webcast to discuss Exosens' full-year 2024 results on Monday, **3 March 2025 at 9:00am CET**. This presentation will be followed by a Q&A session and can be accessed via the following link:

https://channel.royalcast.com/landingpage/exosens-en/20250303_1/

The press release and the presentation will be available in the Investor Relations section on Exosens' website at <https://www.exosens.com/investors>.

Audit procedures in respect of the consolidated financial statements are complete and the corresponding audit report of the auditors is in the process of being delivered.

² Cash conversion is defined as (adjusted EBITDA – capitalized R&D – capex) / (adjusted EBITDA – capitalized R&D).

³ Leverage ratio is defined as net financial debt / adjusted EBITDA.

Financial Calendar

- 28/04/2025: Q1 2025 revenue & adj. gross margin (publication before market opening);
- 29/04/2025: Publication of 2024 Universal Registration Document;
- 23/05/2025: Annual general meeting;
- 31/07/2025: H1 2025 results (publication before market opening);
- 27/10/2025: Q3 2025 revenue & adj. gross margin (publication before market opening).

About Exosens

Exosens is a high-tech company, with more than 85 years of experience in the innovation, development, manufacturing and sale of high-end electro-optical technologies in the field of amplification, detection and imaging. Today, it offers its customers detection components and solutions such as travelling wave tubes, advanced cameras, neutron & gamma detectors, instrument detectors and light intensifier tubes. This allows Exosens to respond to complex issues in extremely demanding environments by offering tailor-made solutions to its customers. Thanks to its sustained investments, Exosens is internationally recognized as a major innovator in optoelectronics, with production and R&D carried out on 12 sites, in Europe and North America and with over 1,700 employees. Exosens is listed on compartment A of the regulated market of Euronext Paris (Ticker: EXENS – ISIN: FR001400Q9V2). Exosens is a member of Euronext Tech Leaders segment and is also included in several indices, including CAC All-Tradable, CAC Mid & Small, FTSE Total Cap and MSCI France Small Cap. For more information: www.exosens.com.

Investor Relations

Laurent Sfaxi, l.sfaxi@exosens.com

Media Relations

Brunswick Group, exosens@brunswickgroup.com

Laetitia Quignon, + 33 6 83 17 89 13

Nicolas Buffenoir, + 33 6 31 89 36 78

APPENDICES

Reconciliation of adjusted EBITDA and adjusted EBIT

In € millions	FY 2023	FY 2024
Operating profit	48.3	73.0
Depreciation, amortization and impairment - net	29.2	34.1
Other income and expenses	4.6	3.9
EBITDA	82.0	111.0
Share-based payments	1.6	2.9
One-off costs	2.4	4.5
Adjusted EBITDA	86.0	118.5
Depreciation, amortization and impairment ex. PPA amortization	(19.9)	(23.3)
Adjusted EBIT	66.1	95.3

Reconciliation of free cash flow and cash conversion

In € millions	FY 2023	FY 2024
Adjusted EBITDA	86.0	118.5
Capitalized research and development costs	(8.6)	(11.0)
Adjusted EBITDA after capitalized R&D costs	77.4	107.5
Change in working capital ⁴	(21.4)	(10.7)
Tax paid	(6.9)	(6.7)
Maintenance capital expenditure ⁴	(6.4)	(12.5)
Others	(4.9)	(7.0)
Free cash flow before growth	37.8	70.7
Growth capital expenditure ⁴	(17.3)	(15.3)
Free cash flow after growth	20.5	55.4
Adjusted EBITDA after capitalized R&D costs and capital expenditure ^(A)	53.7	79.6
Adjusted EBITDA after capitalized R&D costs ^(B)	77.4	107.5
Cash conversion (%) ^{(A) / (B)}	69.3%	74.1%

⁴ Capital expenditures not paid at year-end 2024 were reclassified in working capital.

Consolidated statement of income

In € millions	FY 2023	FY 2024
Revenue	291.8	394.1
Cost of sales	(76.0)	(103.0)
Other purchases and external expenses	(54.1)	(65.5)
Taxes and duties other than income tax	(1.6)	(1.6)
Employee benefits expenses	(81.3)	(110.8)
Other operating income / (expenses)	4.4	2.0
Depreciation, amortization and additions to provisions	(30.4)	(38.2)
<i>o/w PPA amortization</i>	<i>(9.5)</i>	<i>(10.8)</i>
Current operating profit / (loss)	52.8	76.9
<i>Current operating profit / (loss) ex. PPA amortization</i>	<i>62.3</i>	<i>87.8</i>
Other income / (expenses)	(4.5)	(3.9)
Operating profit / (loss)	48.3	73.0
<i>Operating profit / (loss) ex. PPA amortization</i>	<i>57.7</i>	<i>83.8</i>
Net financial result	(28.0)	(31.2)
Profit / (loss) before tax	20.2	41.8
<i>Profit / (loss) before tax ex. PPA amortization</i>	<i>29.7</i>	<i>52.6</i>
Income tax	(1.8)	(11.1)
Net profit / (loss)	18.4	30.7
<i>Net profit / (loss) ex. PPA amortization</i>	<i>27.8</i>	<i>41.5</i>

Consolidated statement of cash flows

In € millions	FY 2023	FY 2024
Net profit / (loss)	18.4	30.7
Net financial results	28.0	31.2
Income tax	1.8	11.1
Charges net of reversals to depreciation and amortization	30.9	36.9
Other income / (expenses)	(0.2)	2.5
Income tax received / (paid)	(6.9)	(6.7)
Change in net working capital	(21.7)	(9.5)
Net cash flow from / (used in) operating activities	50.5	96.2
Net investments in assets	(31.4)	(41.3)
Net acquisition of equity investments	(69.3)	(31.4)
Investment grant received and other flows	1.1	(0.0)
Net cash flow from / (used in) investment activities	(99.6)	(72.7)
Capital increases / (decreases)	0.0	180.0
Acquisitions and disposals of treasury shares	0.0	(0.3)
Change in financial liabilities and IFRS 16 leases	57.6	(65.1)
Interest payments (including IFRS 16 leases)	(24.4)	(24.2)
Other	2.3	(14.1)
Net cash flow from / (used in) financing activities	35.5	76.3
Effect of changes in exchange rates	0.2	0.4
Increase / (decrease) in cash and cash equivalents	(13.5)	100.2
Cash and cash equivalents at the beginning of the period	29.0	15.5
Cash and cash equivalents at the end of the period	15.5	115.6

Consolidated balance sheet – Assets

In € millions	31-Dec-2023	31-Dec-2024
Goodwill	174.3	189.5
Intangible assets	202.4	204.9
Tangible assets	72.1	93.6
Right-of-use of leases	10.8	10.6
Investment in associates	3.4	3.4
Financial assets and other long-term investments	0.7	0.9
Deferred tax assets	0.0	(0.0)
Non-current assets	463.7	502.8
Inventory	78.5	93.0
Accounts receivable	69.2	71.0
Derivative financial instruments	0.2	0.0
Financial assets and other short-term investments	29.4	33.0
Cash and cash equivalents ⁵	15.5	117.2
Current assets	192.7	314.2
Total assets	656.4	817.0

⁵ As at 31 December 2024, cash and cash equivalents balance sheet position amounts to €117.2 million. Adjusted for bank overdrafts for €0.3 million and interests to be received for €1.2 million, cash and cash equivalents amount to €115.6 million as reported in the cash flow statement.

Consolidated balance sheet – Equity and liabilities

In € millions	31-Dec-2023	31-Dec-2024
Share capital	1.9	21.6
Additional paid-in capital	188.1	342.5
Reserves	14.1	48.5
Total equity	204.1	412.6
Long-term financial debt	300.8	247.8
Long-term lease liabilities	7.7	8.2
Pension liabilities	7.6	7.5
Provisions and other long-term liabilities	8.6	13.4
Deferred tax liabilities	17.6	20.6
Non-current liabilities	342.3	297.4
Short-term financial debt	7.0	2.5
Short-term lease liabilities	2.4	2.7
Derivative financial instruments	-	0.1
Accounts payable	32.3	26.0
Provisions and other short-term liabilities	68.4	75.6
Current liabilities	110.1	107.0
Total equity and liabilities	656.4	817.0

Definitions

Like-for-like growth is the revenue growth achieved by the Group excluding currency impact and scope effect, which corresponds to revenue recorded during period "n" by all the companies included in the Group's scope of consolidation at the end of period "n-1" (excluding any contribution from the companies acquired after the end of period "n-1"), compared with revenue achieved during period "n-1" by the same companies. Like-for-like growth for the fiscal year ended 31 December 2024 therefore excludes the contribution of Telops, El-Mul and Photonis Germany (formerly ProxiVision), acquired by the Group in October 2023, July 2023 and June 2023, respectively, as well as Centronic and LR Tech, acquired by the Group in July 2024 and September 2024, respectively.

Adjusted gross margin is equal to the difference between the selling price and the cost price of products and services (including notably employee benefits).

Adjusted EBITDA is defined as operating profit, less (i) additions net of reversals to depreciation, amortization and impairment of non-current assets; (ii) non-recurring income and expenses as presented in the Group's consolidated income statement within "Other income" and "Other expenses", and (iii) the impact of items that do not reflect ordinary operating performance (in particular business reorganization and adaption costs, costs relating to acquisition and external growth transactions, as well as the IFRS 2 share-based payment expense).

Adjusted EBIT is defined as operating profit, less (i) non-recurring income and expenses as presented in the Group's consolidated income statement within "Other income" and "Other expenses", and (ii) the impact of items that do not reflect ordinary operating performance (in particular business reorganization and adaption costs, costs relating to acquisition and external growth transactions, as well as the IFRS 2 share-based payment expense). Depreciation, amortization and reversal of impairment losses on non-current assets, included in adjusted EBIT, exclude the amortization of the part of non-current assets corresponding to purchase price allocation.

Cash conversion is calculated as follows: (adjusted EBITDA – capitalized research and development costs – capital expenditure) / adjusted EBITDA – capitalized research and development costs).

Leverage ratio is calculated as net debt / adjusted EBITDA as defined in the Group's New Senior Credit Facilities Agreement entered into as part of the refinancing executed in the frame of the IPO.

Forward-looking statements

Certain information included in this press release are not historical facts but are forward-looking statements. These forward-looking statements are based on current beliefs, expectations and assumptions, including, without limitation, assumptions regarding present and future business strategies and the environment in which Exosens operates, and involve known and unknown risks, uncertainties and other factors, which may cause actual results, performance or achievements to be materially different from the forward-looking statements included in this press release. These risks and uncertainties include those set out and detailed in Chapter 3 "Risk Factors" of the registration document approved on 22 May 2024 by the French financial markets' authority ("Autorité des marchés financiers") under number I. 24-010. Forward-looking statements speak only as of the date of this press release and the Group expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements included in this press release to reflect any change in expectations or any change in events, conditions or circumstances on which these forward-looking statements are based. Forward-looking information and statements are not guarantees of future performances and are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of the Group. Actual results could differ materially from those expressed in, or implied or projected by, forward-looking information and statements. This press release is provided for information purposes only. It does not constitute and should not be deemed to constitute an offer to the public of securities.