

# Your TRANSITIONS

# Consolidated results at December 31, 2024

Information meeting March 6, 2025

🖉 Séché

### FY 2024 in brief



Solid recovered fuel valorization - Changé (France)

Jesu Séché Consolidated financial statements 2024 | March 6, 2025

## Welcome message

Joël Séché Chairman of the Board of Directors

#### Welcome message





Maxime Séché Chief Executive Officer



Joël Séché Chairman of the Board of Directors

You can now send your questions by e-mail to to Manuel Andersen, Head of Investor Relations m.andersen@groupe-seche.com



**Baptiste Janiaud** Chief Financial Officer

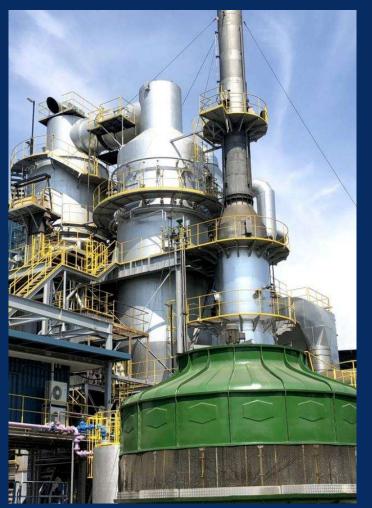
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A resilient, high-visibility model

#### A profitable and sustainable growth model for the ecological transition of economic players **Our missions Our** values OUR INTEGRATED INDUSTRIAL AND LOCAL AUTHORITIES OFFERING OUR CUSTOM SERVICES **OUR INDUSTRIAL** Reducing Family business with a AND TECHNOLOGICAL TOOLS climate impacts long-term vision Industrial and **Circular economy** local authority (water, energy, materials) facilities m tHH Chemical Innovation Reuse Logistics and sorting Material Excellence recovery of resources Sanitation Waste In . Decontamination Energy recovery ( 24/24 ( 24/24 **Emergency** response Putting people Industrial wastewate 22 Preserving recvclina at the heart 1.2.2.1 biodiversity Total Waste **Final waste** of our project Management Industrial treatment (A)

Water





Hazardous waste treatment - Eco (Singapore)

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## Strategic achievements Reinforced momentum of profitable, sustainable growth

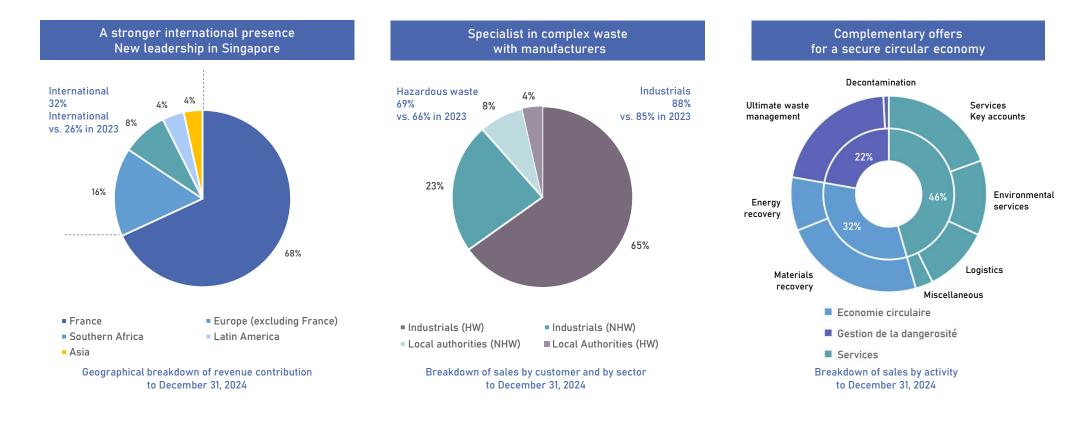
Maxime Séché CEO Financial and non-financial performance in 2024

#### 2024: Achievements confirm roadmap to 2026 Market sustainability and growth visibility



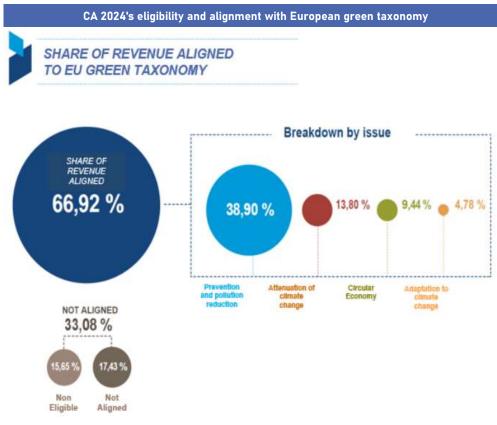
#### Séché, a player in the ecological transition

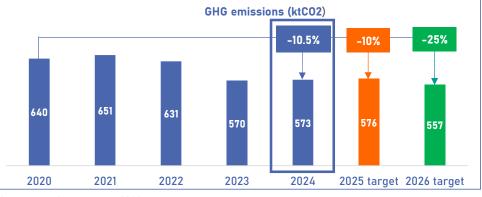
#### Responding to the challenges of a sustainable customer base Offer diversification and internationalization



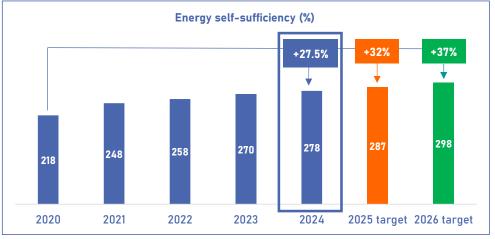
#### Séché, a player in the ecological transition

#### European Green Taxonomy: high alignment rate confirmed Successful decarbonization strategy and energy policy



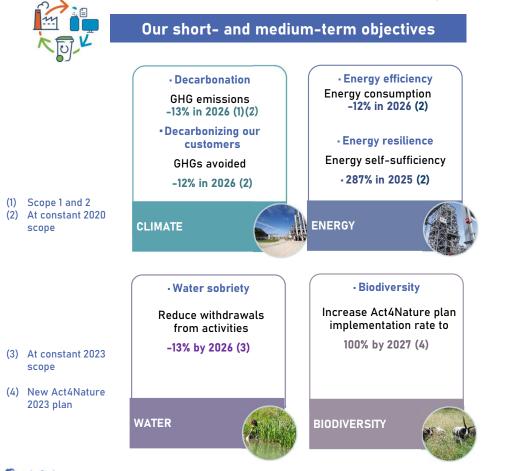




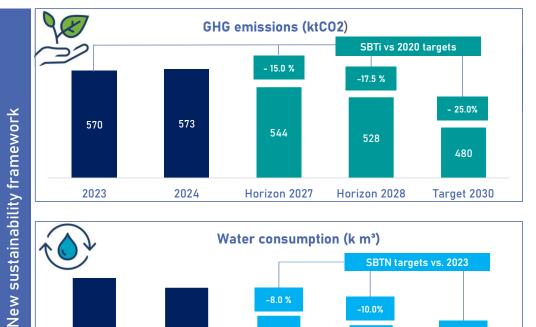


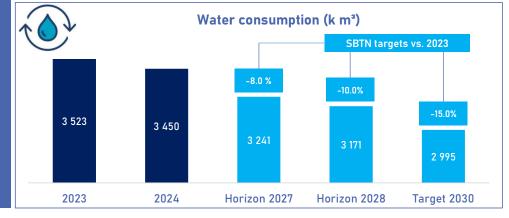
#### Environmental performance as a growth driver

#### Strong commitments to ourselves and our customers New Sustainability Framework rated "Strong" by S&P (as "SPO")\*.



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\* For the 5 compartments, i.e. indicator selection, calibration of sustainability performance targets and reporting.

(Sustainability framework published on the Séché Environnement website on December 18, 2024)

France: growth in Circular Economy and Decarbonization markets

#### New tools to help our customers decarbonize their businesses Strengthening our position in sustainable growth markets

Doubling of capacity at Speichim Processing (St Vulbas - France)

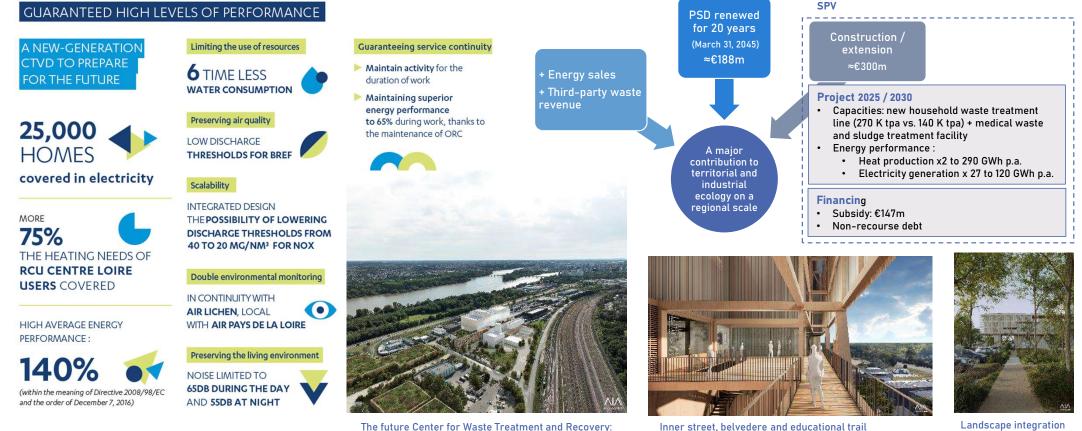


Ramping up of Mo'Uve (Montauban - France)



#### France: growth in Circular Economy and Decarbonization markets

#### Renewal and extension of Nantes' public service contract - Alcéa Séché, confirmed as a player in territorial ecology



« a signal in the city »

Inner street, belvedere and educational trail

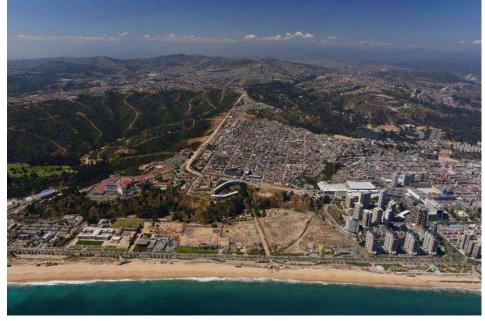
Landscape integration

🕼 Séché Consolidated financial statements 2024 | March 6, 2025 11

International: growth in Services markets

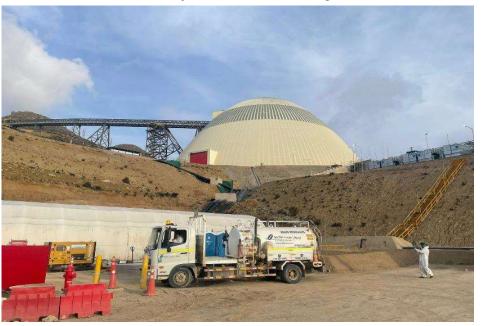
#### Latin America: major commercial successes boosting business visibility

Chile: "*Las Salinas*" contract One of the largest soil remediations ever carried out by the Group Séché, expert in the most technical pollution control solutions



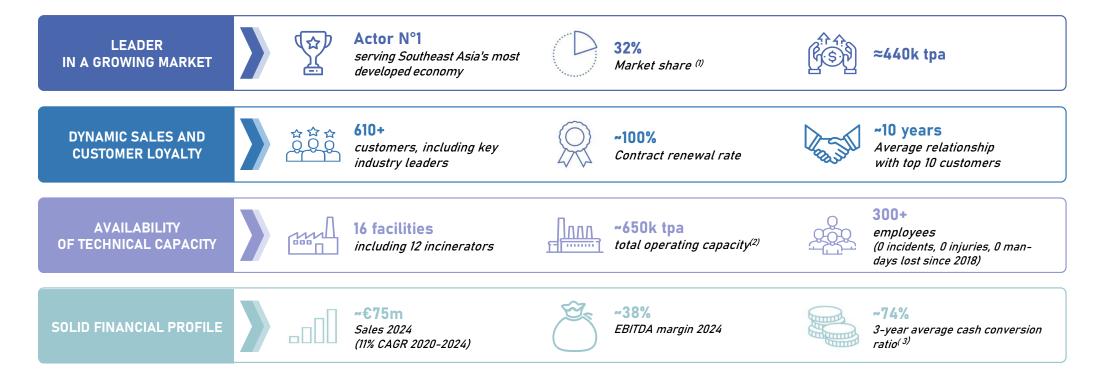
Viña Del Mar (Chile) A 7-hectare wasteland polluted with hydrocarbons An emblematic 3-year project

Peru: nearly €65m contracts over 5 years signed with major international mining groups Séché, expert in sustainable mining



The example of Quellaveco (Peru) A 5-year *Total Waste Management* contract The circular economy applied to mining waste

#### ECO, market leader in hazardous waste management in Singapore A high-quality asset in the heart of a dynamic industrial region



Notes: (1) Market share in the toxic waste management category in Singapore based on actual incinerator treatment volume in 2023. (2) Total operating capacity, including total incineration capacity (including sludge) of 439,000 tpa and other capacity (stabilization, soot etc.) of 210,000 tpa. (3) The cash conversion ratio is calculated as follows: EBITDA - recurring cash expenditure.

#### ECO: growth strategy

## Ramp-up of Processing activities

Rapid implementation of synergies in Circular Economy businesses CVC-DIF acquires stake to support growth initiatives in APAC

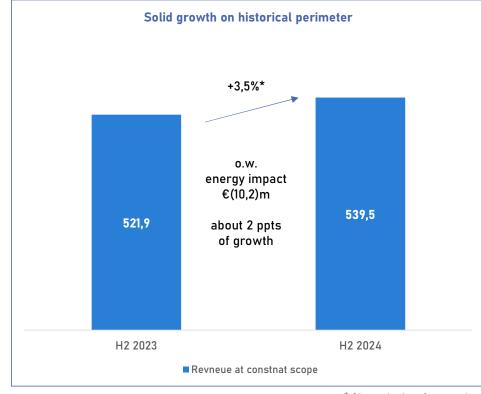


~70 M€ of capex invested over the 2020-2023 period, and a utilization rate capable of absorbing additional demand over the coming years.

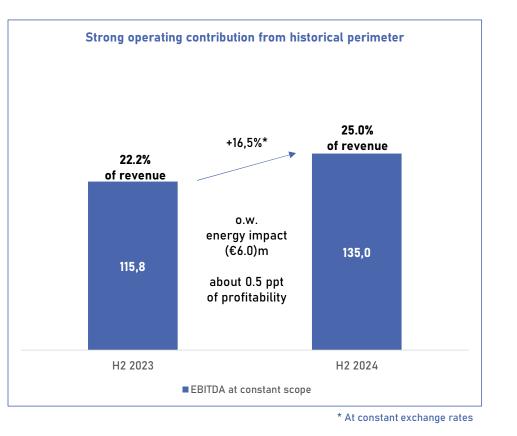
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**Economic and operational achievements** 

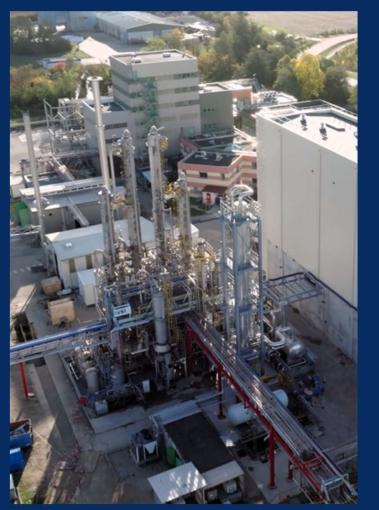
#### Solid sales and operating performance in H2 2024 confirming the resilience of our sustainable and profitable growth model







#### 2024 consolidated financial statements



Hazardous waste recovery - Speichim (France)

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# Economic, operational and financial performance in 2024

**Baptiste Janiaud Chief Financial Officer** 

#### Consolidated financial statements at December 31, 2024

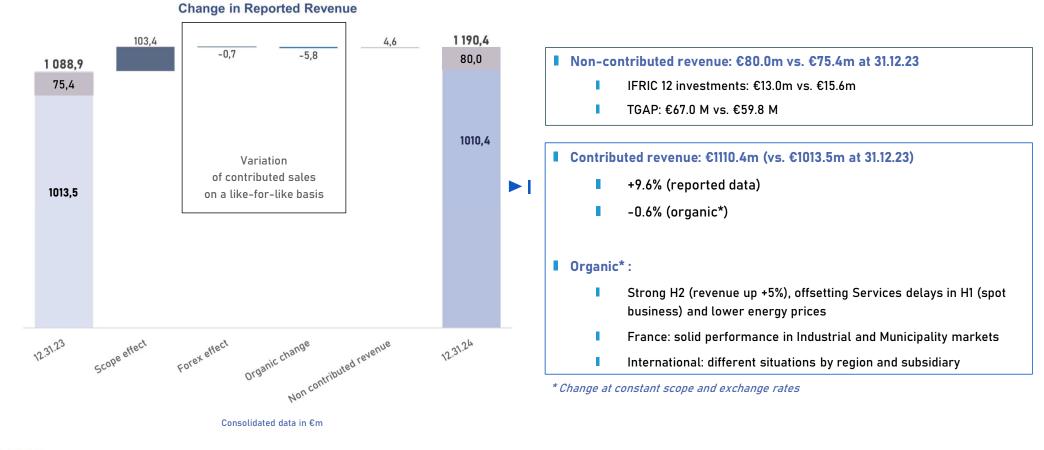
#### Trends in key indicators economic and financial performance

At December 31 In €M	2023	As % of sales	2024	As % of sales	Gross change	Scope effect	Forex impact	Organic change
Contributed revenue	1 013,5	100,0%	1 110,4	100,0%	+9,6%	103,4	(0,7)	(0,6)%
EBITDA	217,7	21,5%	242,3	21,8%	+11,3%	21,5	0,0	+1,5%
Current operating income	101,2	10,0%	101,1	9,1%	(0,1)%	14,3	(0,1)	(14,3)%
Operating income	91,4	9,0%	91,7	8,3%	+0,3%	14,1	0,1	(15,2)%
Net financial income	(22,2)	(2,2)%	(35,4)	(3,2)%	+59,5%	(1,2)	0,2	+55,0%
Consolidated net income	50,0	5,0%	38,2	3,4%	(23,6)%	11,2	0,2	(46,4)%
Net income, Group share	47,8	4,7%	35,5	3,2%	(25,7)%	6,3	0,1	(39,1)%
Earnings per share (in € per share)	6,13	-	4,57	-	(25,7)%			
Recurring operating cashflow	190,2	18,8%	206,4	18,6%	+8,5%			
Net industrial Capex	(88,7)	(8,8)%	(79,4)	(7,2)%	(10,5)%			
Operating free cashflow	101,3	10,0%	111,5	10,0%	+10,2%			
Net debt IFRS	641,9	-	849,7	-				
Financial leverage*	2,8x	-	3,2x	-	+0.4 pt			

\* Calculated according to banking documentation methodology

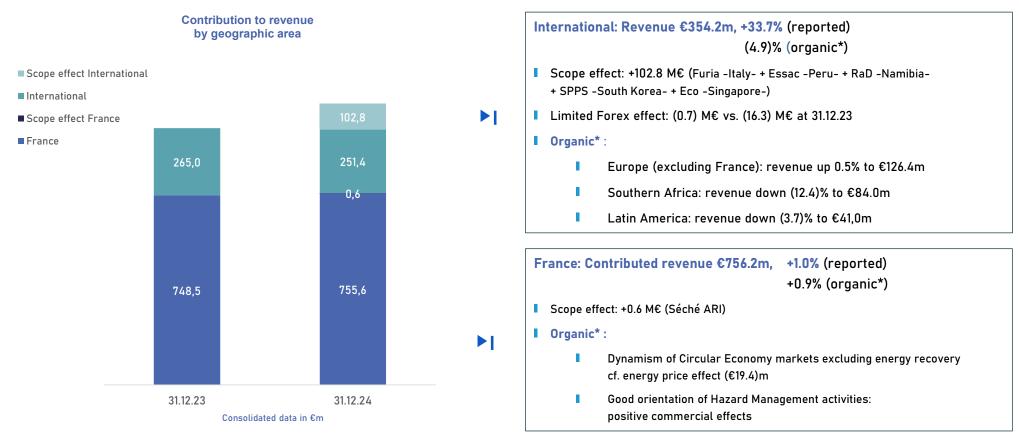
#### Contributed revenue

#### Significant increase in Contributed Revenue: +10%. Scope effect - Sustained growth in H2



#### Revenue by geographic area

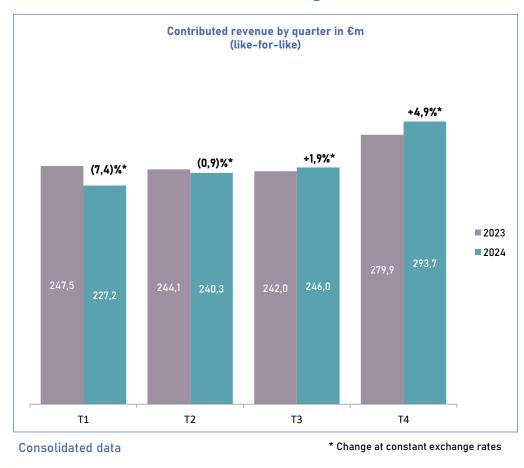
#### Dynamic business in France Varying trends internationally

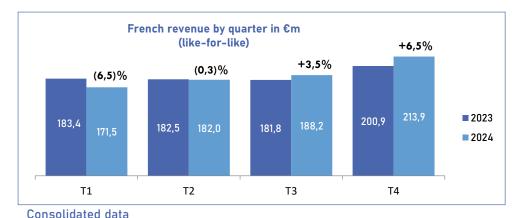


\* Change at constant scope and exchange rates

#### Quarterly revenue performance by scope of consolidation

#### Good market trend in France (68% of revenue) Strong contribution in H2, particularly in France

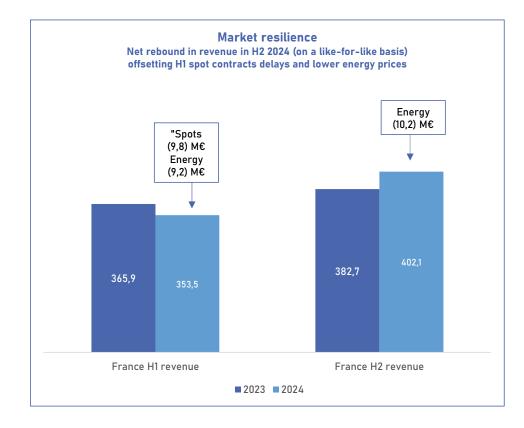


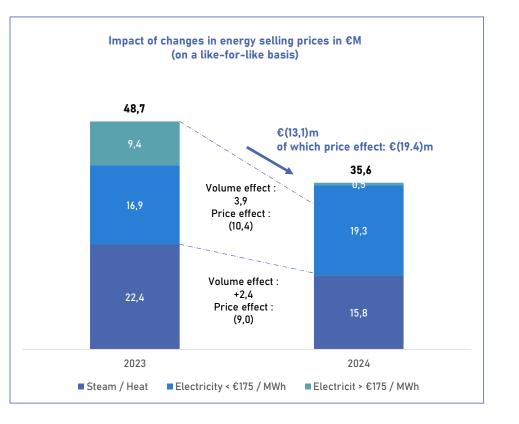




Focus: H2 2024 activity

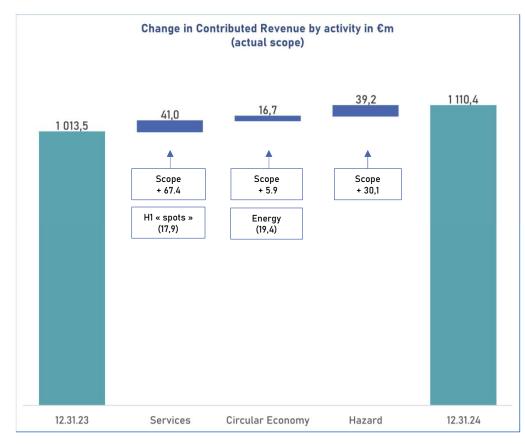
#### H2 well on track, especially in France, absorbing the impact of energy and the delay in spot business in H1

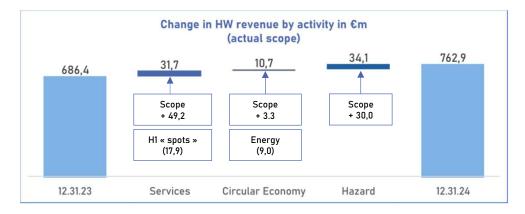


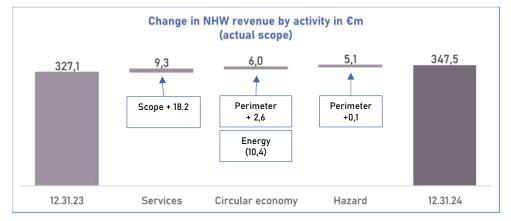


Business mix by sector

#### Dynamism in the Hazardous Waste Division Strong contribution from the Circular Economy (excluding energy) and Hazard Management



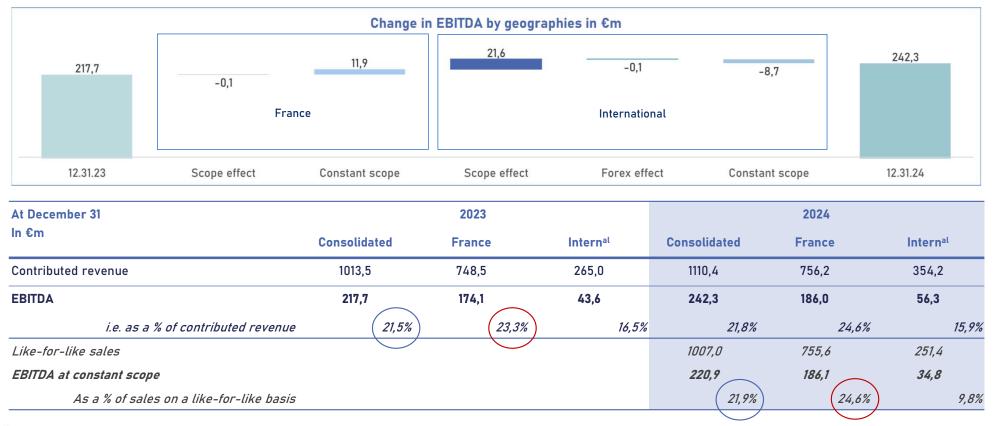




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#### EBITDA performance

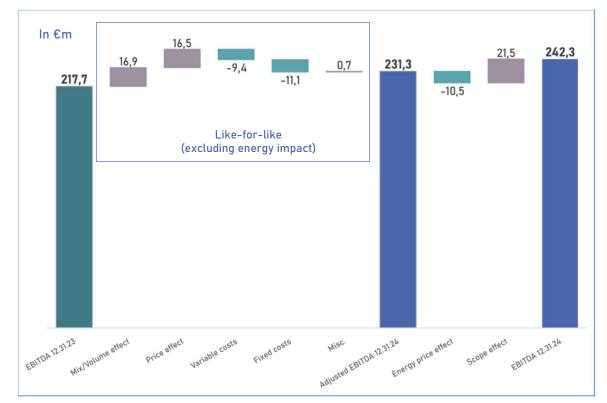
#### EBITDA up +11% Solid performance of historical perimeter in France



#### EBITDA performance

#### Resilience of operating margins Positive commercial effects in France

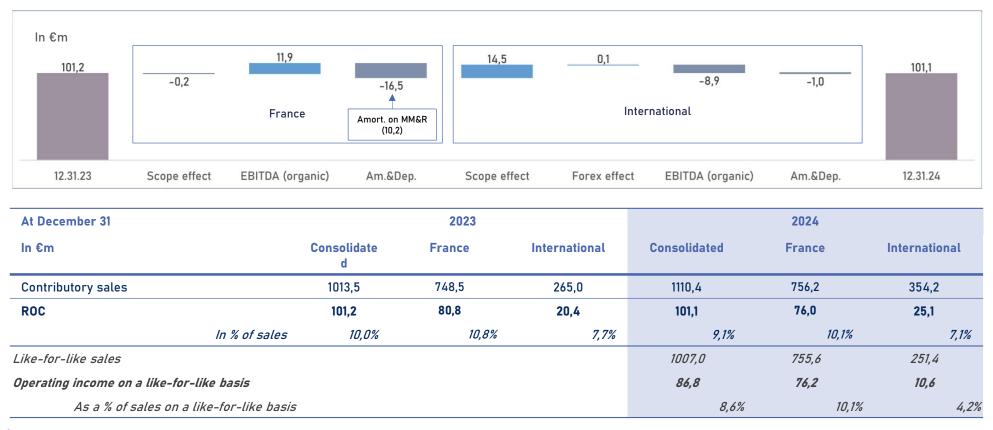
- EBITDA up +11.3% to €242.3m, or 21.8% of revenue (vs. 21.5% at 12.31.23)
- Scope effect: +€21.5m
- On a like-for-like basis: EBITDA at 22.6% of revenue excluding energy effect
  - Volume and mix effects: good trend in volumes in France, but decline internationally due to delays on spot markets
  - Positive price effects in Hazard Management businesses; stability in International activities
  - Variable operating costs under control: growth in line with sales, but higher subcontracting costs in France
  - Fixed operating costs: control of payroll and maintenance costs in France and higher payroll costs internationally to support growth



\* Net price effect of the tax on electricity producers' infra-marginal income - Amending Finance Law for 2023

#### Change in Current operating income

#### Stable Current operating income One-off impact of provisions (France)



#### Main intermediate operating totals

# From recurring operating income to Group net income

At December 31 In €m	2023	As % of sales	2024	As % of sales	Gross change	Organic change
Current operating income	101,2	10,0%	101,1	9,1%	(0,1)%	(14,3)%
Operating income	91,4	9,0%	91,7	8,3%	+0,3%	(15,2)%
Financial result	(22,2)	(2,2)%	(35,4)	(3,2)%	+59,5%	+55,0%
QP Income from associated companies	(1,3)	-	0,2	-	-	-
Income tax	(17,8)	-	(18,3)	-	-	-
Consolidated net income	50,0	4,9%	38,2	3,4%	(23,6)%	(46,4)%
Minority	(2,2)		(2,7)	-		-
Net income, Group share	47,8	4,7%	35,5	3,2%	(25,7)%	(39,1)%

Change in Operating Income: effect of business combination for (€7.8) million

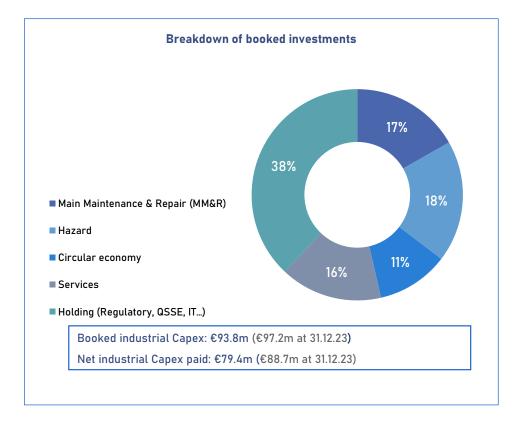
Financial result impacted by the increase in gross financial debt :

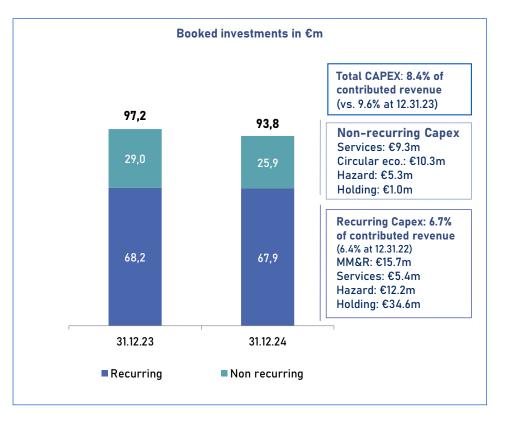
- Stable cost of gross debt at 3.52% (vs. 3.49% in 2023) and higher average gross debt
- Decrease in "Financial income and expenses": bank fees of €(2.3)m mainly related to the acquisition of Eco vs. (1.0) in 2023 + accretion of the 30-year provision €(0.7)m vs. +€2.3m in 2023

Income tax: effective tax rate of 32.5% vs. 25.8% in 2023

#### Industrial investments

#### Control of industrial investments Targeted development investments



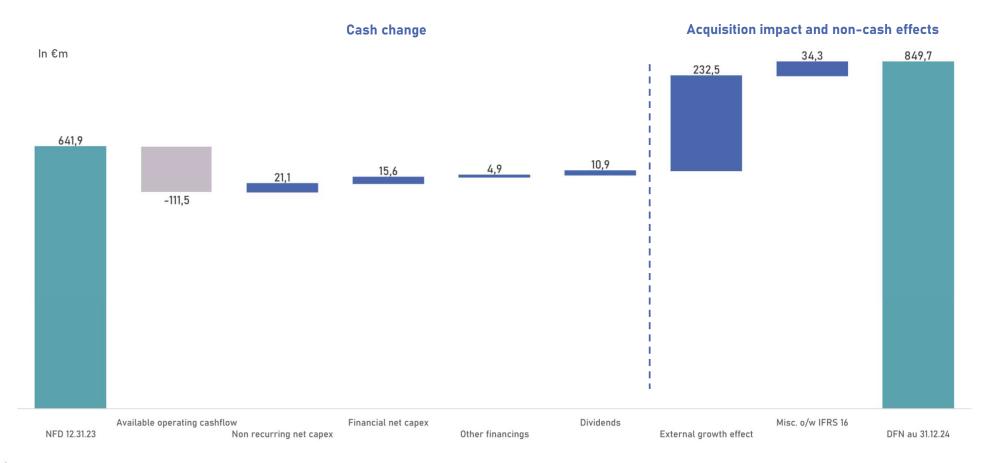




#### Control of WCR and recurring Capex Strong generation of free operating cashflow

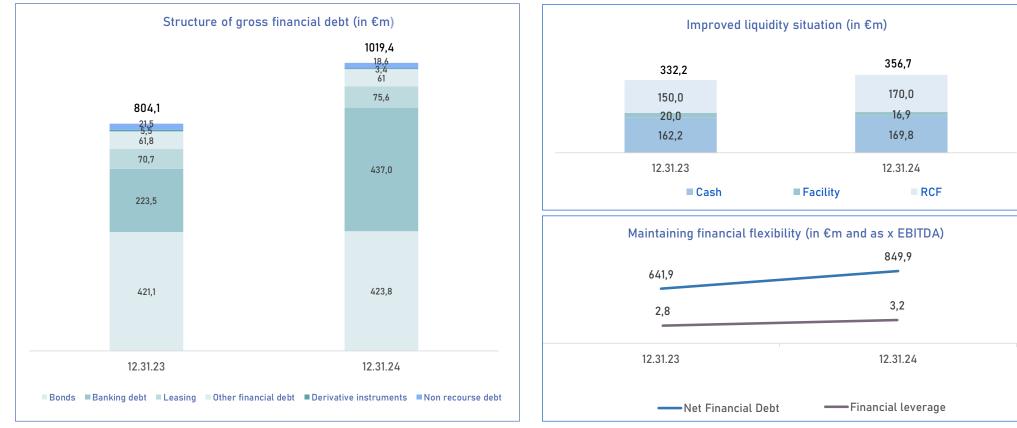
In €m		
At December 31	2023	2024
EBITDA	217,7	242,3
Other operating income and expenses	(0,6)	(4,9)
Rehabilitation and maintenance expenses on concession sites and assets (including ESM)	(26,9)	(31,0)
Recurring operating cashflow	190,2	206,4
Net recurring cash capex	(46,5)	(42,6)
Change in WCR	(6,3)	(5,4)
Taxes paid	(12,9)	(15,5)
Net interest paid (including interest on finance leases)	(23,2)	(31,4)
Available operating cashflow	101,3	111,5
Cash conversion rate (Available operating cashflow / EBITDA)	47%	46%

#### Financial agility Net debt reduction on a like-for-like basis (and before IFRS 16)



#### Financial situation

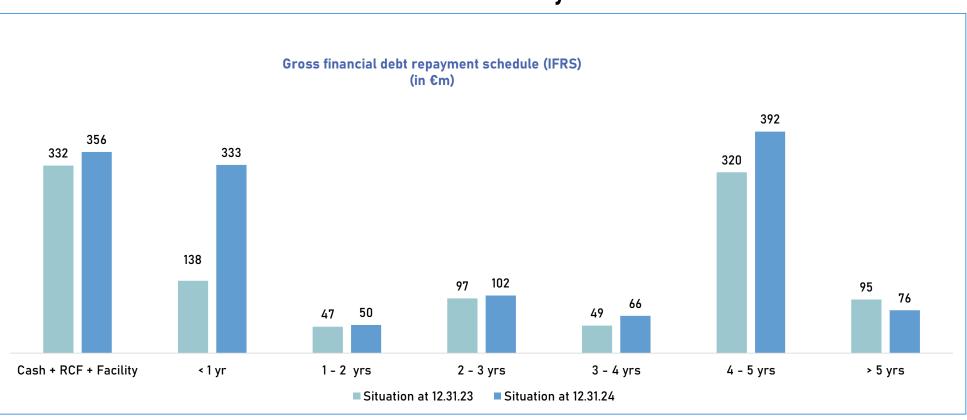
#### Financial flexibility maintained Liquidity situation maintained at a high level



\* Calculated in accordance with bank documentation.

In 2024, average net financial debt stands at €821.1m and 12-month adjusted EBITDA stands at €254.3m

## Financial situation



#### **Debt maturity**



Séché Group Peru teams - Kanay (Peru)

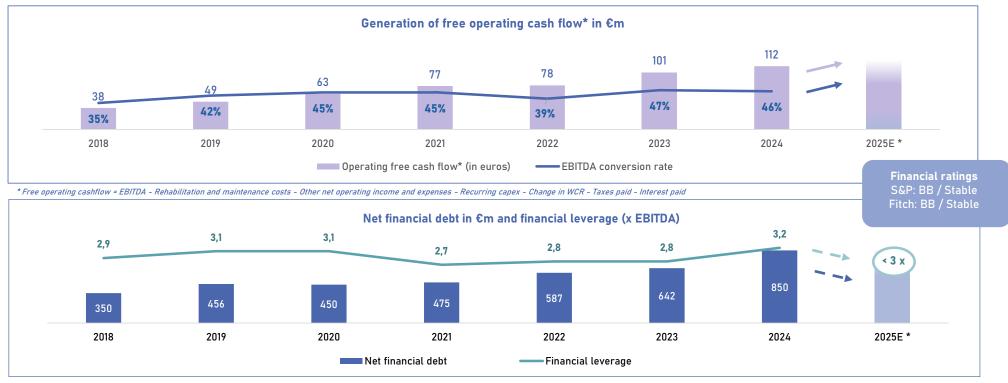
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## **Targets 2025 - 2026**

**Baptiste Janiaud Chief Financial Officer**  32

#### Solid financial profile

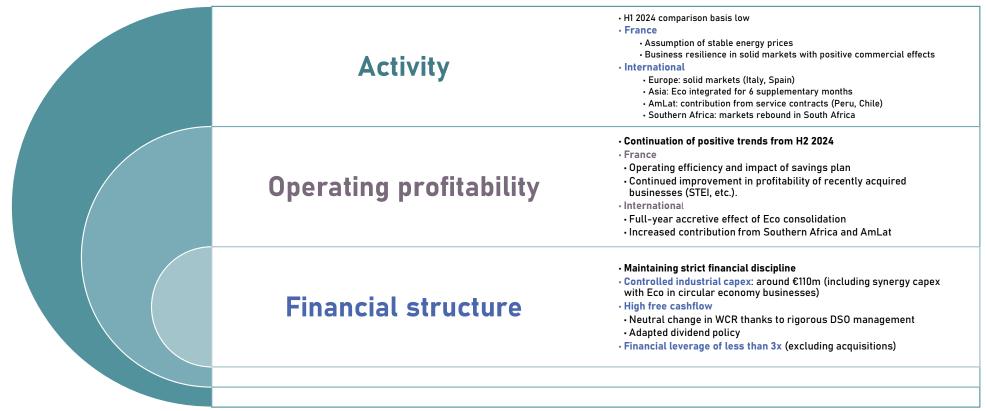
#### Financial discipline: deleveraging and flexibility Financial leverage < 3x within 12 months of acquisitions



\* Excluding acquisitions

## 2025 objectives

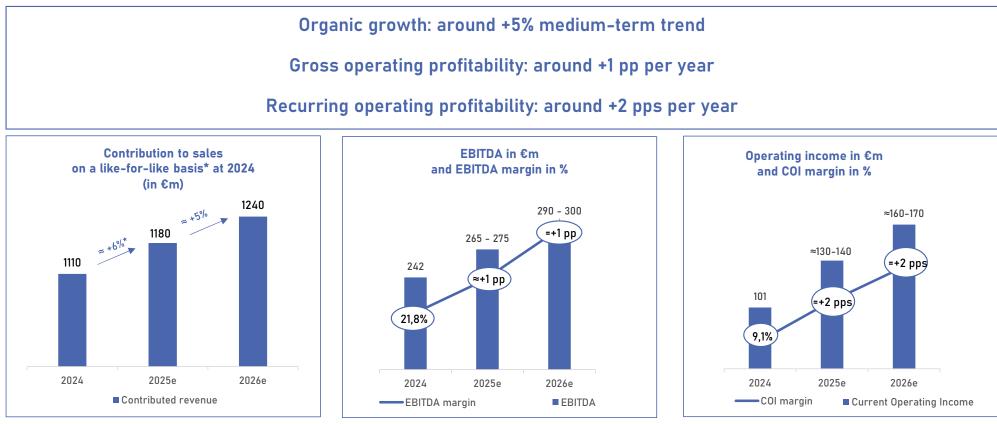
#### Continued growth and higher operating profitability



\* EBITDA - Rehabilitation and general operating expenses - Other net operating income and expenses - Industrial capex - Financial capex - Change in WCR - Net taxes paid - Net interest paid - Dividends

#### Outlook 2025 - 2026

#### Horizon 2026: confirmation of Roadmap 2026\* trends



\* Including Eco over an additional 6 months in 2025

\* Cf. Investor Day on December 12, 2023

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Analysis laboratory - Interwaste (South Africa)

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## Appendices



#### Appendix 1 Definition of contributory sales

**IFRIC 12 sales**: investments in concession assets recognized as sales and operating expenses under EBITDA in accordance with IFRIC 12.

I TGAP: General Tax on Polluting Activities paid by waste producers and collected on behalf of the State by treatment operators. This tax is expected to increase significantly between 2021 and 2025, and will vary considerably from one sector to another and from one type of treatment to another, leading to the inclusion in published sales of non-economic sales resulting from the significant increase in the amount of tax collected, particularly in the NHW sector. It would show differentiated trends between activities, not representative of their economic trends, particularly within the treatment businesses (incineration and storage of final waste).

In €m – At December 31		2022	2023	Gross change
Published sales		1 088,9	1 190,4	+9,3%
	IFRIC 12 sales	15,6	13,0	(16,7)%
	TGAP	59,8	67,0	12,0%
Contributed revenue		1 013,5	1 110,4	+9,6%

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#### Appendix 2 Contributory sales: details of scope effect

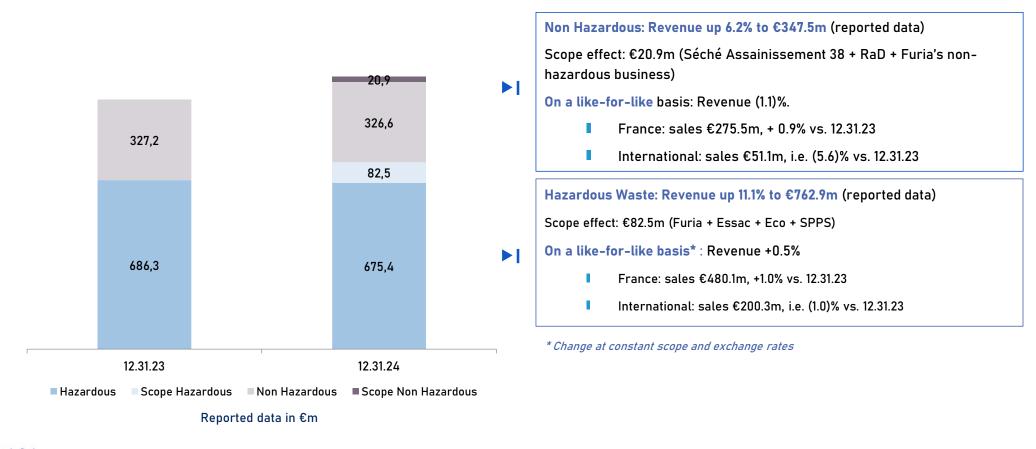
At December 31, 2024 – In €m	France	International	Total
Hazardous waste stream	0,0	82,6	82,5
Non-hazardous waste stream	0,6	20,2	20,9
Total	0,6	102,8	103,4

Change in scope of consolidation :

- Séché Assainissement Rhône-Isère -ARI- (consolidated at 1er July 2023): +€0.6 M
- Furia (consolidated at October 1<sup>er</sup> 2023): €49.7m
- Essac (consolidated at October 1<sup>er</sup> 2023): +€3.4m
- Rent-Drum (consolidated at January 1<sup>er</sup> 2024): +€8.0m
- SPPS (consolidated retroactively to January 1<sup>er</sup> 2024): +€4.0m
- Eco (consolidated at July 1<sup>er</sup> 2024): +€37.7m

#### APPENDICES

#### Appendix 3 Breakdown of revenue by division





#### Appendix 4 Change in Operating Income

At December 31	2023			Gross change	
	€m	% Contributed Revenue	€m	% Contributed Revenue	
Contributed revenue	1 013,5		1 110,4		+9,6%
EBITDA	217,7	21,5%	242,3	21,8%	+11,3%
C0I	101,2	10,0%	101,1	9,1%	(0,2)%
Operating Income	91,4	9,0%	91,7	<i>8,3%</i>	+0,3%

■ R0 to €91.7m, or 8.3% of contributed revenue

- Change in current operating income: €(0.1)m
- Impairment of intangible assets: €(0.0)m vs. €(7.1)m at December 31, 2023
- Impact of business combinations: €(7.8)m vs. €(1.5)m at December 31, 2023



#### Appendix 5 Net financial expense

At December 31 - In €m	2023	2024
Gross cost of debt	(26,1)	(36,9)
Cash and cash equivalents	2,9	4,6
Other financial income and expense	0,9	(3,2)
Net financial income	(22,2)	(35,4)

#### Change in gross cost of debt

- Average cost of gross debt at 3.52% (vs. 3.49% in 2023)
- Increase in average gross debt over the period
- Other financial income and expenses
  - Accretion of the thirty-year provision: €(0.7)m vs. +2.3 M€ in 2023
  - Foreign exchange result: €(0.0)m vs. €(0.3)m in 2023
  - Other (mainly bank commissions): €(2.3)m vs. €(1.0)m in 2023



### Appendix 6 Non-financial performance 2024

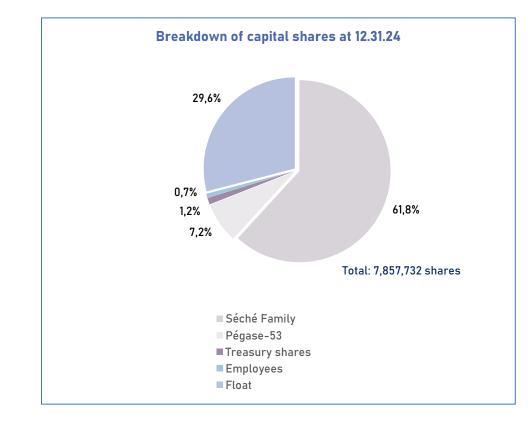
Non-financial indicators	2020	2021	2022	2023	2024	2025 targets	2026 targets
CLIMATE-ENERGY							
GHG emissions (ktC0 ) $_{\rm 2}$	640	651	631	570	573 (-10%)	576 ( <b>-10%</b> )	557 <b>(-13%)</b>
Energy consumption (GWh)	459	489	456	428	430 (-6%)	413 ( <b>-10%</b> )	404 ( <b>-12%</b> )
GHGs avoided by material recovery (ktCO ) $_{\rm 2}$	143	161	161	182	149 (-4%)	221 ( <b>+40%</b> )	214( <b>+50%</b> )
Energy self-sufficiency (%)	218	248	258	270	278 (+21%)	287 ( <b>+32%</b> )	298 ( <b>+36%</b> )
WATER							
Water consumption (km ) <sup>3</sup>	/	3 754	3 663	3 523	3 450 (-8%)	3 380 ( <b>-10%</b> )	3 256 ( <b>-13%</b> )
BIODIVERSITY							
Act4Nature progress	50%	75%	100%	34%*	58%*	60%*	80%*

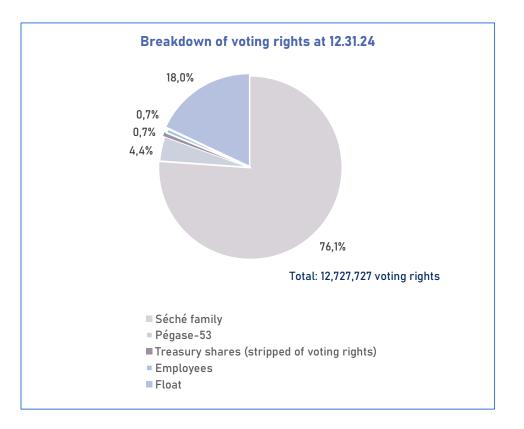
Data at constant 2020 scope

\* New Act4Nature cycle 2023-2027



#### Appendix 7 Breakdown of shares and voting rights









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This information represents either trends or objectives at the date of this document, and should not be regarded as forecasts of results or any other performance indicator.

By their very nature, these statements are subject to risks and uncertainties that are difficult to predict and generally beyond the Company's control, and which could cause actual results and developments to differ materially from the stated trends and objectives. These risks include those described in the Company's Universal Registration Document, available on its website (www.groupe-seche.com).

This information does not reflect the Company's future performance, which may differ materially, and no guarantee can be given that these forward-looking statements will materialize. The Company does not undertake to update this information.

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#### <u>Contact</u>

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