

Leading player in **energy efficiency**

April 2024

Investor presentation



GROUPE AIRWELL



Speakers

2002

Joins Airwell as Export Director

2014

AIRWELL RESIDENTIAL CEO

2017

Acquisition of the AIRWELL DISTRIBUTION SAS focused on the French market

2021

Acquisition of AIRWELL RESIDENTIAL + IPO + formation of the AIRWELL GROUP



LAURENT ROEGEL

CEO

5 years

Accounting manager at Eidos (video games)

11 years

Administration & Finance Director at Cremonini restauration

2013

Joins Airwell as CFO



AXELLE LEMAULT

CFO

Leading French supplier of heat pumps for markets of residential and light-commercial buildings

+17%
€65m
2023 revenue

> 70
Partners for
services &
maintenance



110
Employees

Present in
80
countries

> 200
Commercial
partners

From equipment supplier... to creator of turnkey climate and thermal solutions

Product offering

B to B (distribution)
France & Export

Airwell

1947

A certifying and qualifying training

offering for the PRO sector
and to raise awareness of
END CUSTOMERS

Airwell
ACADEMY

2015

Development of connected & green premium Heat Pumps

in France
(in-house manufacturing)

Airwell
INDUSTRIE

2023

Differentiating "services" offering

B to C focus
(end-customers)
France

MA MAISON
HYBRIDE par Airwell

leezy

In development

A CLEAR ROAD MAP TO IMPROVE ITS VALUE CHAIN POSITION

Trailblazer positioning as an energy efficiency player

B to C service offering
Smart homes/buildings

Airwell

**ENERGY
EFFICIENCY**

Historical home automation specialists

Digital giants

Remote surveillance specialists

Telecom operators

**CHINESE
MANUFACTURERS**

Price & OEM





**KOREAN
MANUFACTURERS**

Strong
marketing &
technology





**EUROPEAN
PRODUCERS**

Significant
financial
resources &
installer networks







**JAPANESE
MANUFACTURERS**

High tech &
electronic







B to B product offering

Our vision: to become a leading player in energy efficiency

**From a heat pump
manufacturer to creator
of eco-thermal solutions**

To become French leader for smarter
climate and thermal solutions

**A market driven
by the energy
transition**

Reinventing consumer usage
Optimising their consumption
Promoting renewable energies

Clear targets for 2025: >€100m IN REVENUE

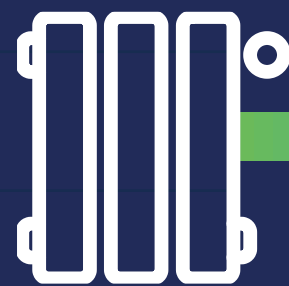
FRENCH BRAND



Favourable
market
momentum
driven by
regulations

GROUPE **AIRWELL**

Sound prospects in the Heating – Ventilation – Air conditioning market



24%

of greenhouse gases, just behind transport (27%)

87%

of energy consumption in the residential segment



50%

of the European energy bouquet must come from RE



only **7%**

of the installed base in 2020 but

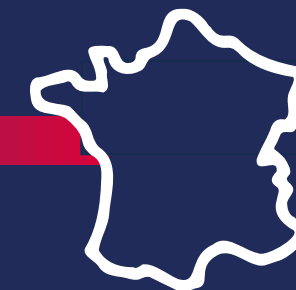
82%

of forecast sales in 2025



\$144_{bn}

Forecast HVAC market in 2026 (CAGR: 7.5% 2020/2026)



€ 7.4_{bn}

(+5.7% vs 2022) French market in 2023

Powerful regulatory drivers

Residential

- European directives - Renewable Energies (RES)
- RE 2020
- MaPrimeRénov subsidy
- Energy saving certificates
- Fuel > biomass – ANAH aid, tax credits, interest-free eco-loan

- Reducing energy consumption and the carbon footprint
- Gradual disappearance of gas and fuel
- Strong incentives to renovate
- Stricter regulations on energy efficiency

Light commercial

- The ELAN Law
- The LOM law
- The BACS decree
- The climate and Resilience Law

Base to be totally renewed

FROM AN OPTION
TO AN OBLIGATION
(SINCE 2020)

TRANSFORMING
A REGULATORY OBLIGATION
INTO AN OPPORTUNITY



A comprehensive offering for
the residential and light commercial usage

Heating – Air-to-air heat pump

(Wall-mounted, Console, built-in, mobile)

Heating – Air-water heat pump

Domestic hot water

Ventilation (hybrid double)



Residential



Light commercial

90% of revenue 10% of revenue

“Energy renovation pack” price
ranging from €10,000 to €30,000 for a standard home (150 m²)



The heat pump, our best-selling solution perfectly addresses new environmental provisions

The most efficient alternative to systems that use fossil fuels (oil, gas), both for heating and ventilation.

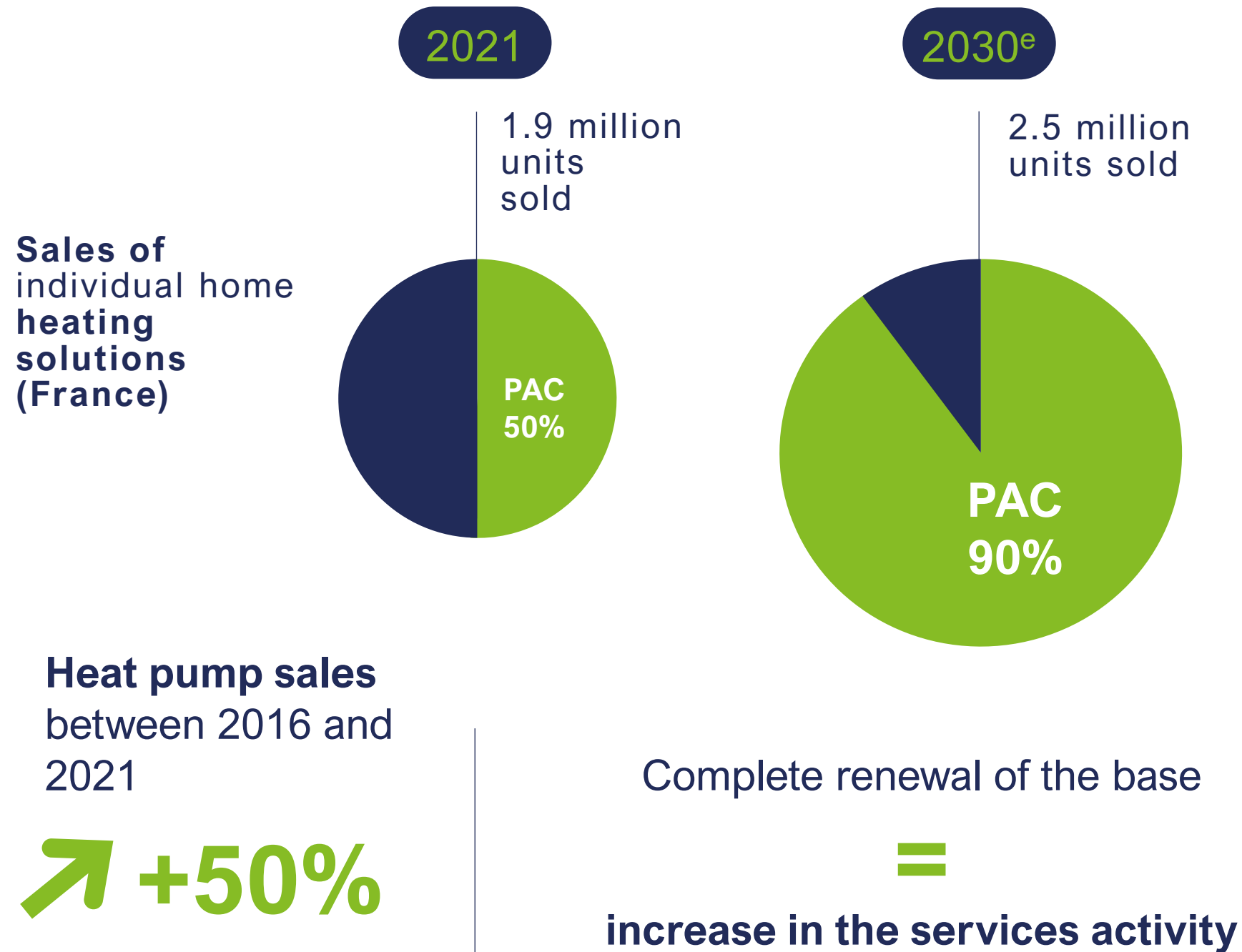
The leading technology, ahead of wood and solar PV in terms of Environmental Guarantee Recognition.

Heating and cooling power **3 to 6 times greater** than the quantity of electricity required for operation.

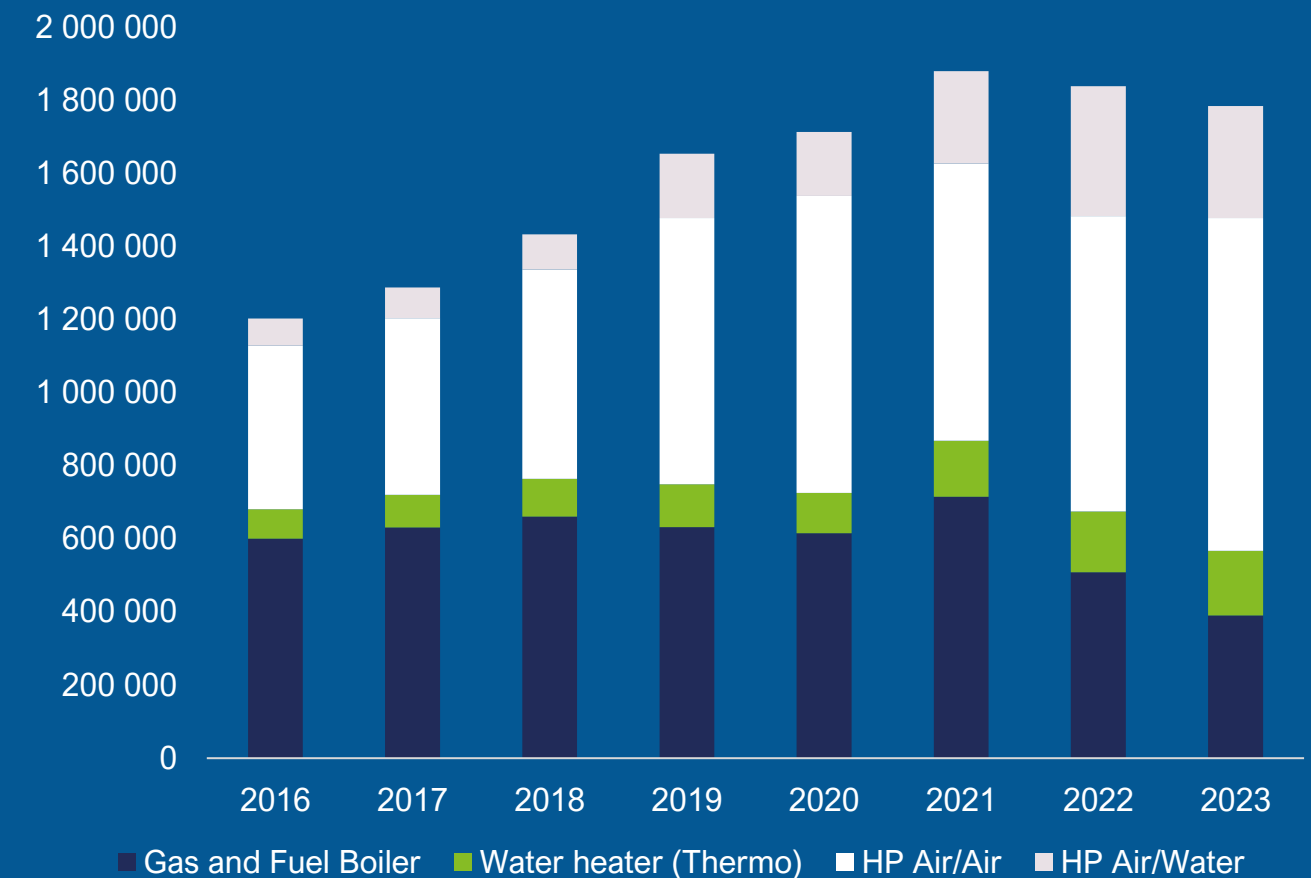


Heat pumps, the Group's leading market

STRONG MARKET GROWTH DRIVEN BY NEW REGULATIONS:



Annual sales (in units) by heating device in the French residential market



Source : Uniclimate

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2

Total control
of the
value chain

GROUPE AIRWELL

Agile business model, with leverage to address growth in our markets



MANUFACTURING

- Mostly Fables model (outsourcing)
- In-house manufacturing since 2023 of connected premium equipment (25 people)



DESIGN/MARKETING/SALES

- R&D /IOT** (8 people)
- Marketing** (4 people)
- Sales** (23 people)



DISTRIBUTION

BtoB (residential and light commercial)

- 85% Distributors/wholesalers
- 15% Installer network (200 trained by Airwell to date, with 20 members from the Hybrid House network)



The Amzair acquisition contributes total control of the value chain

AMZAIR 
La pompe à chaleur autrement!

1 factory in France  **25 employees**  **€1.3m of revenue in 2023**

French heat pump manufacturer since 1998

Acquisition of assets and stocks (products and components)/
No acquired debt

Strengthen our salesforce in Western France
(2 sales representatives)
+ manage our innovation
(4 R&D workers)

Enhance our offering
(connected & green premium solutions)

Products worth from €3,000 to €7,000

Roll-out of digital developments and preventive maintenance for AIRWELL Industrie



Consolidated from 1st July 2023

Training offering to accelerate market growth

**Since 2015,
qualifying and
certifying
training
courses for
the professional
sector and for
marketing to
end-customers**

A three-fold objective:

1. To accelerate the adoption of new ENR offerings (residential market) and Predictive Maintenance (Light Commercial)
2. To support the sector (Installers/distributors) in enacting change
3. To address the needs of scarce human resources and ever-greater demand for qualified personnel

**TWO TRAINING CENTERS
MONTIGNY (78) & VALENCE (26)**

PARTNERSHIP WITH



New prospects in the Antilles

OPENING OF A SHOWROOM AND A TRAINING CENTRE IN GUADELOUPE

Opening of a showroom in Jarry-Pointe à Pitre and a training centre to welcome professionals in the heating and air conditioning

Objectives :

- Train HVAC professionals to address energy renovation challenges
- Promote the transmission of skills of the Airwell brand
- Promote skills building for professionals in the air conditioning universe in the Antilles

Consolidation of Airwell's presence in the Antilles with dedicated teams to work directly in this high-potential region



Inauguration of the Airwell showroom at Jarry-Pointe à Pitre (Guadeloupe) on 1st February 2024

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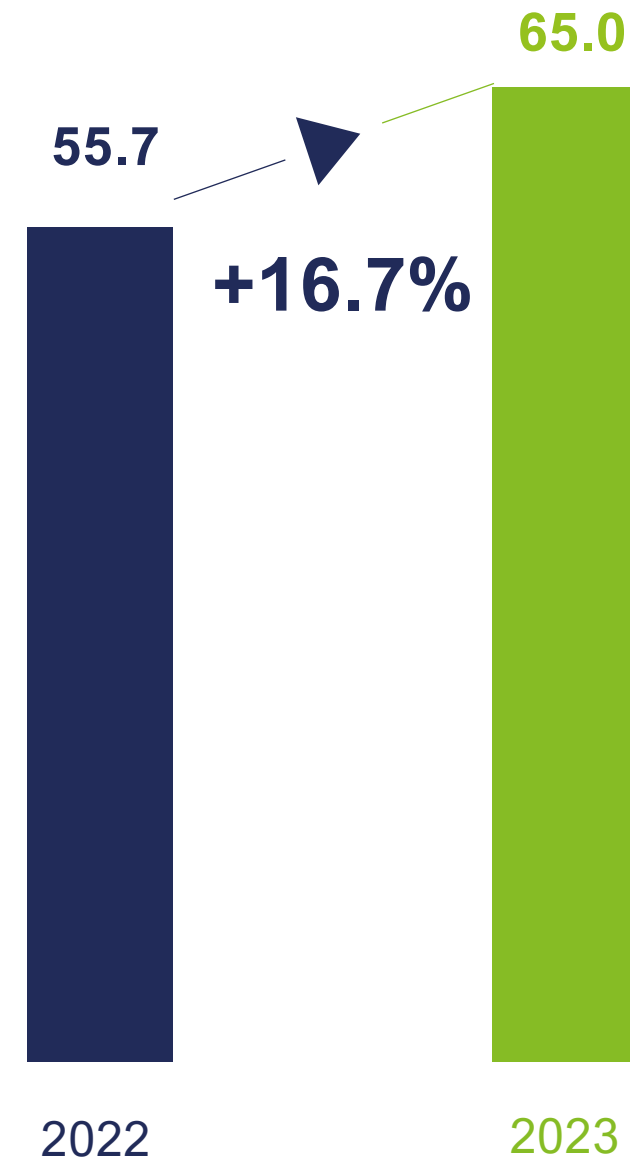
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Financial
data

GROUPE AIRWELL

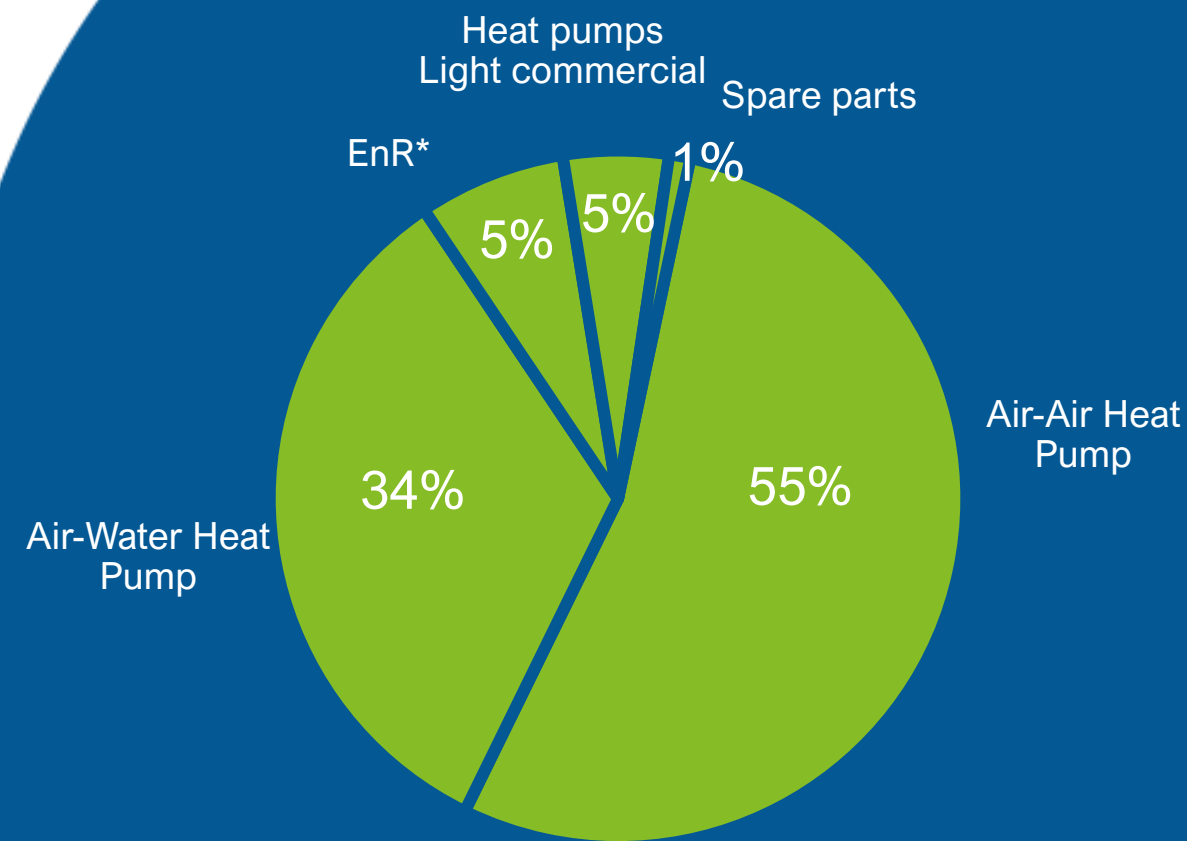
Revenue up 17%

2023 REVENUE (IN €m)



BREAKDOWN OF ACTIVITY 2023

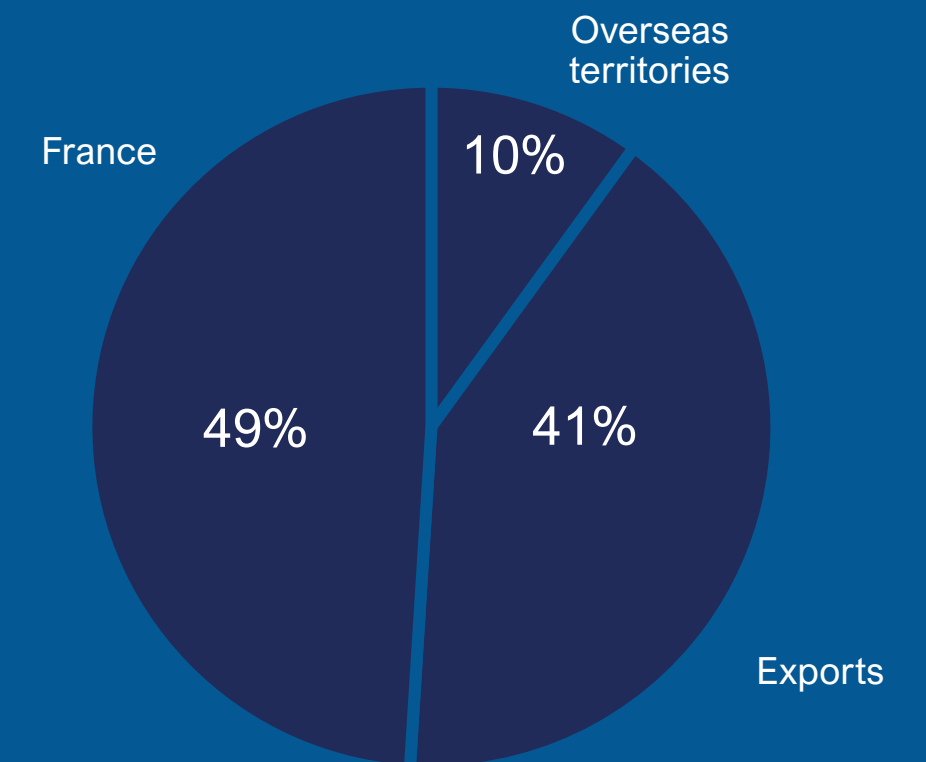
By product & market



* EnR = photovoltaic panels

Residential market accounts for 95% of sales in 2023 (+57% surge in Air-Water Heat Pumps vs. 2022)

By geographical zone



Increased contribution in 2023 from France (+47%), 1st market of the Group.

Simplified income statement

Strong growth for EBITDA – EBITDA margin of 4.8%

€k – French standards – audited	2022	2023	Change. %	
Revenue	55,742	65,037	+16.7%	Record revenue of €65m, up 17%
<i>Sales of goods</i>	<i>54,163</i>	<i>63,078</i>	<i>+16.4%</i>	
Gross margin	17,310	21,261	+22.8%	Increase of 1.6 points in gross margin, due to geographic mix
<i>Gross margin in %</i>	<i>31.1%</i>	<i>32.7%</i>	<i>+1.6 pts</i>	
Supply Chain and distribution costs	3,877	3,047	-21.4%	Good control of supply chain costs
<i>Revenue in %</i>	<i>7.0%</i>	<i>4.7%</i>	<i>- 3.7 pts</i>	
Marketing costs	1,448	2,322	+60.4%	Marketing and commercial costs increased against a backdrop of revenue growth, new offers launches and Airwell Industrie integration
<i>Revenue in %</i>	<i>2.6%</i>	<i>3.6%</i>	<i>+1 pts</i>	
Commercial costs	6,978	8,724	+25.0%	Expansion of industrial dimension (Airwell Industrie and Guadeloupe showroom) + €0.3m non-recurring (one-off fees)
<i>Revenue in %</i>	<i>12.5%</i>	<i>13.4%</i>	<i>+0.9 pts</i>	
Overheads	3,185	4,045	+27.0%	EBITDA margin of 4.8% in line with the objective and including an accounting reclassification on the change in Amzair Industrie inventories (€169 k)
<i>Revenue in %</i>	<i>5.7%</i>	<i>6.2%</i>	<i>+0.5 pts</i>	
EBITDA	1,822	3,123	+71.4%	
EBITDA margin	3.3%	4.8%	+1.5 pts	
Operating profit before goodwill	1,482	2,237	+50.9%	
Net financial profit (loss)	(394)	(883)	ns	Financial interest increase with bond issue of €5m
Corporate income tax	411	197	-73.0%	
Net profit	1,012	1,381	+21.0%	
Attributable net profit/(loss)	1,043	1,431	+37.2%	Net profit of €1.4m

EBITDA = Operating profit before depreciation, amortisation and impairment of goodwill

Balance sheet – assets

ASSETS – €k – audited	31/12/2022	31/12/2023
Intangible assets	4,391	4,576
<i>of which Goodwill</i>	500	500
Property, plant and equipment	686	1,394
Long-term financial investments	1,239	1,470
Fixed assets	6,316	7,440
Inventories and work in progress	12,241	15,244
Trade receivables	13,891	18,188
Other receivables and accruals	4,863	3,081
Cash and cash equivalents	2,070	3,471
Current assets	33,064	39,984
Total	39,381	47,423

New premise in Guadeloupe (showroom) and head office extension

Build-up in Air-Water Heat Pump inventories due to increased demand and impact of Airwell Industrie inventories (€0.5m)

Increased invoicing at end 2023

Available cash of €3.5m

Balance sheet – liabilities

LIABILITIES – €k – audited	31/12/2022	31/12/2023	
Shareholders' equity	3 907	10,695	Equity strengthened by €6.1m capital raising
Minority interests	-41	-91	
Provisions for risk and expenses	3,184	3,197	Goodwill on Airwell Residential
Loans and debts with credit Institutions	3,184	2,642	Loan guaranteed by the State (PGE)
Borrowings and financial liabilities	660	5,000	€5m bond issue in Jan. 2023 (5-year bullet maturity)
Trade payables	14,382	11,997	
Tax and social security liabilities	2,354	2,355	
Other liabilities and accruals	11,752	11,627	Includes €10.9m in factoring
Total	39 ,381	47,423	

Total financial debt: €7,642k

Gearing of 39% of shareholders' equity

EQUITY STRENGTHENED BY €6.1M CAPITAL RAISING
GOOD CONTROL OF DEBT RATIO (GEARING: 39% OF SHAREHOLDERS' EQUITY)

Gearing = (financial debt– cash and available cash) / shareholders' equity

Cash flow statement

€k – French standards – audited	31/12/2022	31/12/2023	
Net profit	1,012	1,381	
Cash flow from operating activities of integrated companies	1,253	2,221	— Solid cash flow from operating activities of integrated companies of €2.2m in 2023 (+77.2%)
Change in operating receivables	(4,733)	(1,765)	
Change in inventories	(2,975)	(2,756)	
Change in operating liabilities	7,306	(3,824)	
Working capital requirement	(401)	(8,345)	— One-time increase in WCR, due to the impact of inventories (including 0.5m on Airwell Industrie) and reduction in trade payables (due to exceptional early payments given to some suppliers)
Net cash flow from operating activities	852	(6,124)	
Net cash flow from investing activities	411	(1,631)	— Continued R&D investments (in particular Air Home application), IT expenses and building developments (head office, new Guadeloupe showroom)
Fixed asset acquisitions/disposals	(518)	(1,400)	
Change in financial assets	(107)	(231)	
Net cash flow from financing activities	(1,103)	9,156	} Capital increase (€6.1m gross) and bond issue in Jan. 2023 (€5m)
Capital increase	1,500	5,357	
Bonds issued	820	5,111	
Loan repayments	(3,423)	(1,312)	
Change in cash flow	161	1,401	
Opening cash position	1,909	2,070	
Closing cash position	2,070	3,471	

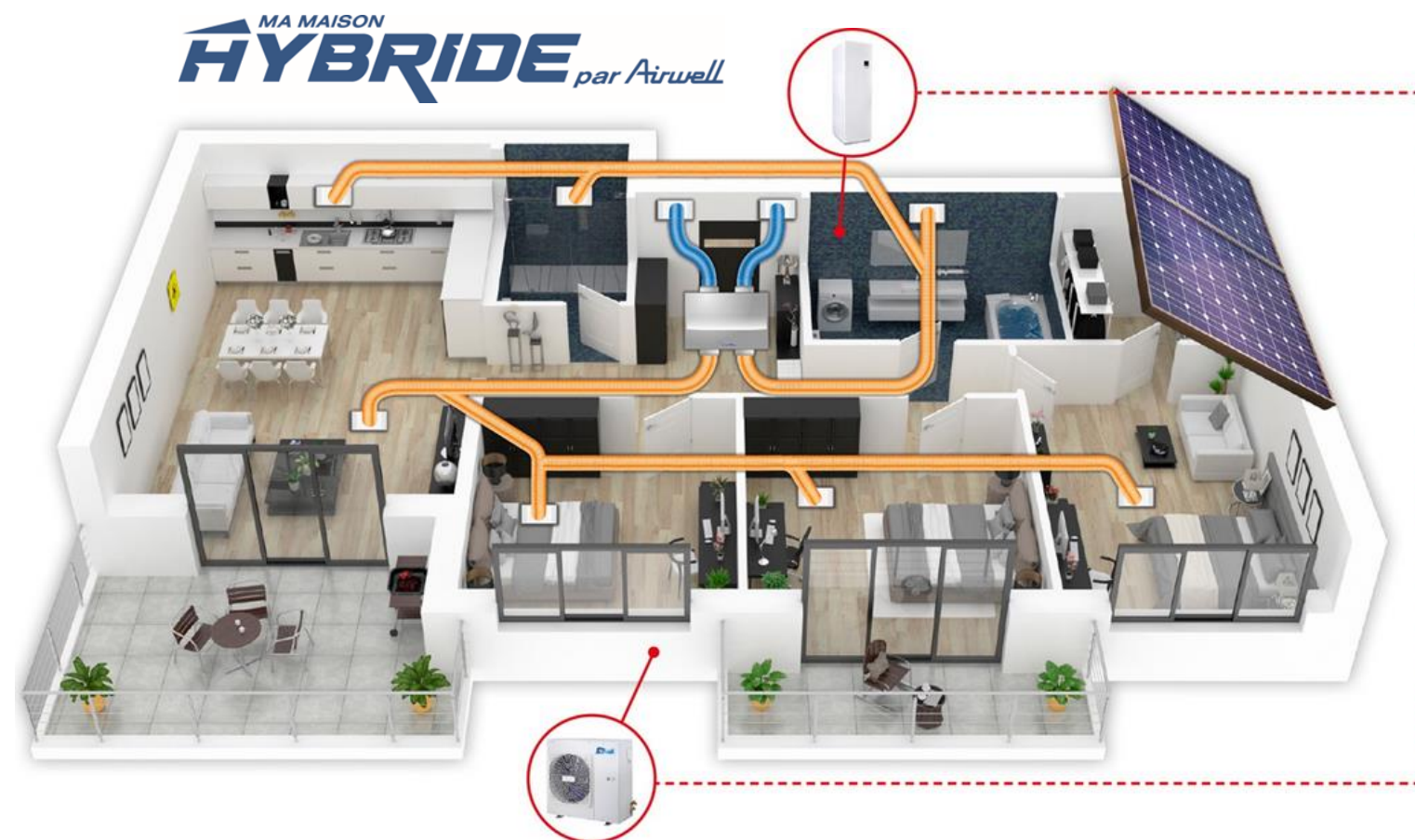
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4

Growth
sources
drivers:
Eco thermal
solutions for the
residential

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New service offerings underway on residential business



OFFER BEING UPDATED REGULARLY

Remote control to improve energy performance
(connected home)

leezy



LAUNCH IN 2024

Energy leasing
(OPEX (not purchasing) offer with
equipment and maintenance)

Hybrid House

GLOBAL, SMART AND CONNECTED ECO-THERMAL OFFERING FOR A HOME CONSUMING THREE TIMES LESS ENERGY

HEAT PUMP

- Air-Air Heat Pump
- Multi-zone ducting
- Air-Water Heat Pump
- Thermal storage tank
- Controlled mechanical ventilation
- Accessories

Airwell

SOLAR

- Photovoltaic panels
- Thermal panels
- Hybrid panels

AirSolar
SOLUTIONS
UNE MARQUE DU GROUPE AIRWELL

I/O & DATA

- Connected products
- Connected sensors
- Charging stations
- Energy meter
- Interface
- Gateway

ovoltis

LACROIX

legrand

FINANCING

- Leasing offer with optimised energy performance
- Energy savings to offset rental costs

leezy



ENERGY EFFICIENCY

- Scenarios
- Algorithms

cea

Airwell

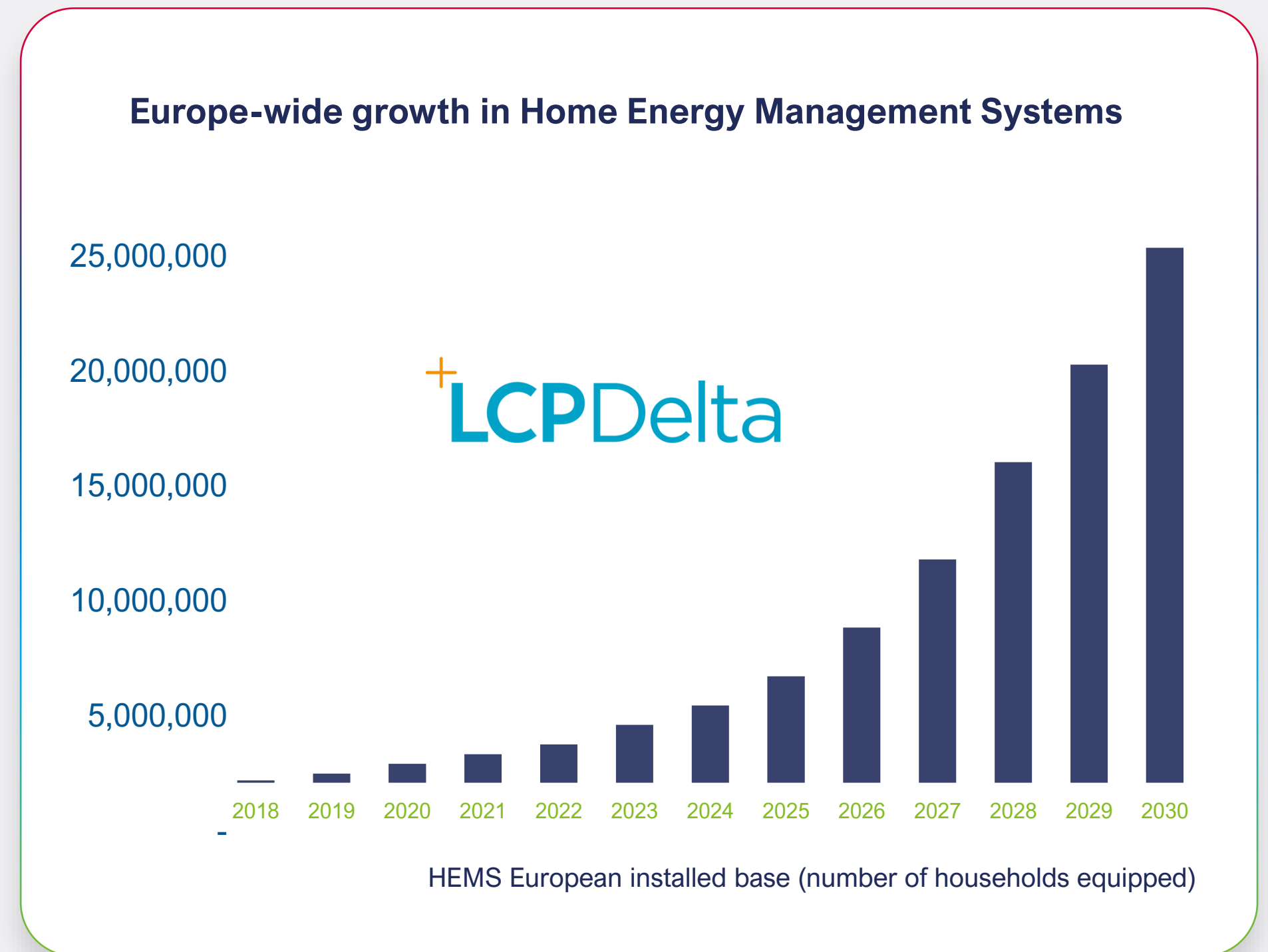
Average electricity consumption of an all-electric 100 m² home without solar PV

20,000 kWh > 6,730 kWh

Strategy to address a growing priority: energy management

Increasing shift towards services, **where the product will be part of a larger smart ecosystem**

- **Steady growth in customers seeking to better manage their overall consumption** limit their carbon footprint and reduce their energy bills.
- **Development of home automation:** new solutions now integrate Artificial Intelligence and connectivity.
- **Covid knock-on effect:** people now invest more in their homes.



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Strategy
and outlook

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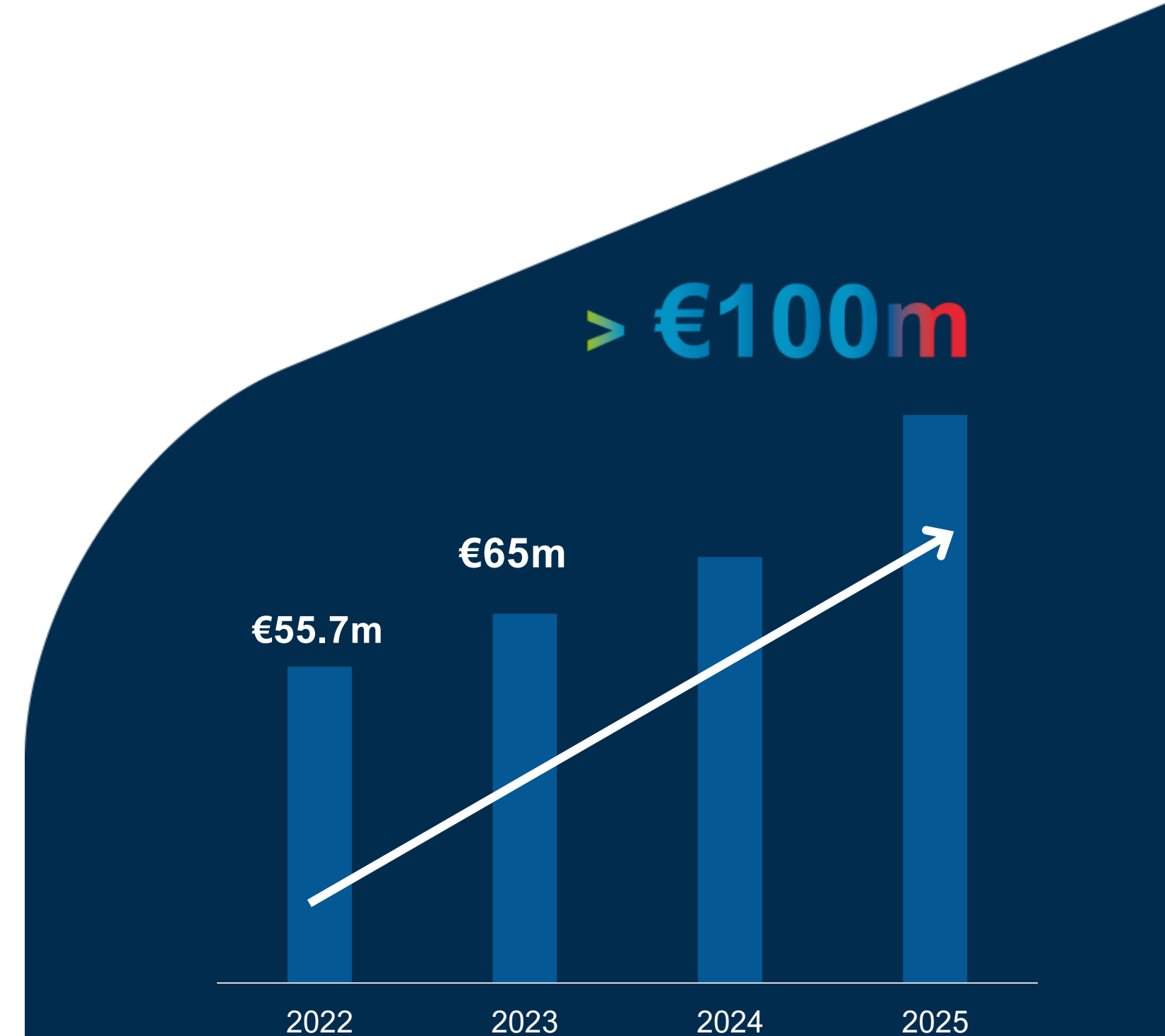
Outlook

2024

- **2024 revenue: double digit growth**, driven by France market
- **Launch of new offers**, “My Hybrid House” and an energy renovation financing offer for the residential sector (leezy)
- **A sustained level of investment** (around €2.5m to €3m) with focus in Airwell Industrie to prepare new offers and be a player in the major challenges of the “Made in France”

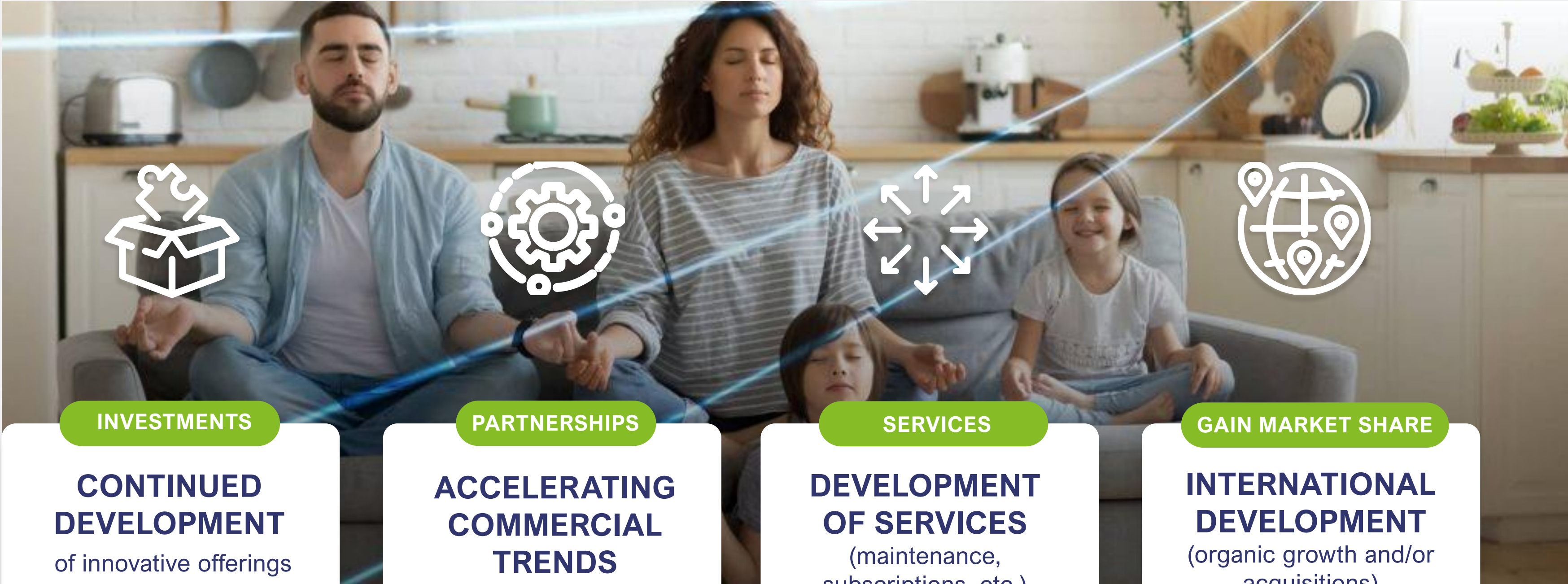
Solid drivers to continue our growth trajectory:

- A dynamic market in France, driven by strong regulatory incentives
- Strong demand for efficient global energy solutions
- Ability to penetrate the Antilles market directly



A CLEAR AMBITION FOR 2025: >€100M IN SALES
AND EBITDA MARGING > 5%

Areas of development



INVESTMENTS

CONTINUED DEVELOPMENT

of innovative offerings
(IOT – A/I)

PARTNERSHIPS

ACCELERATING COMMERCIAL TRENDS

and partnerships
+ New recruitments

SERVICES

DEVELOPMENT OF SERVICES

(maintenance, subscriptions, etc.)

GAIN MARKET SHARE

INTERNATIONAL DEVELOPMENT

(organic growth and/or acquisitions)

AN OFFENSIVE STRATEGY ON THE GLOBAL RENOVATION MARKET

Our strenghts

1

**A strong
brand name
in France
and
worldwide**

2

**A huge
underlying
market**

3

**Highly
favourable
French and
European
environmental
policies**

4

**An
innovative
strategy**

5

**A broad
range of
products
and related
services**

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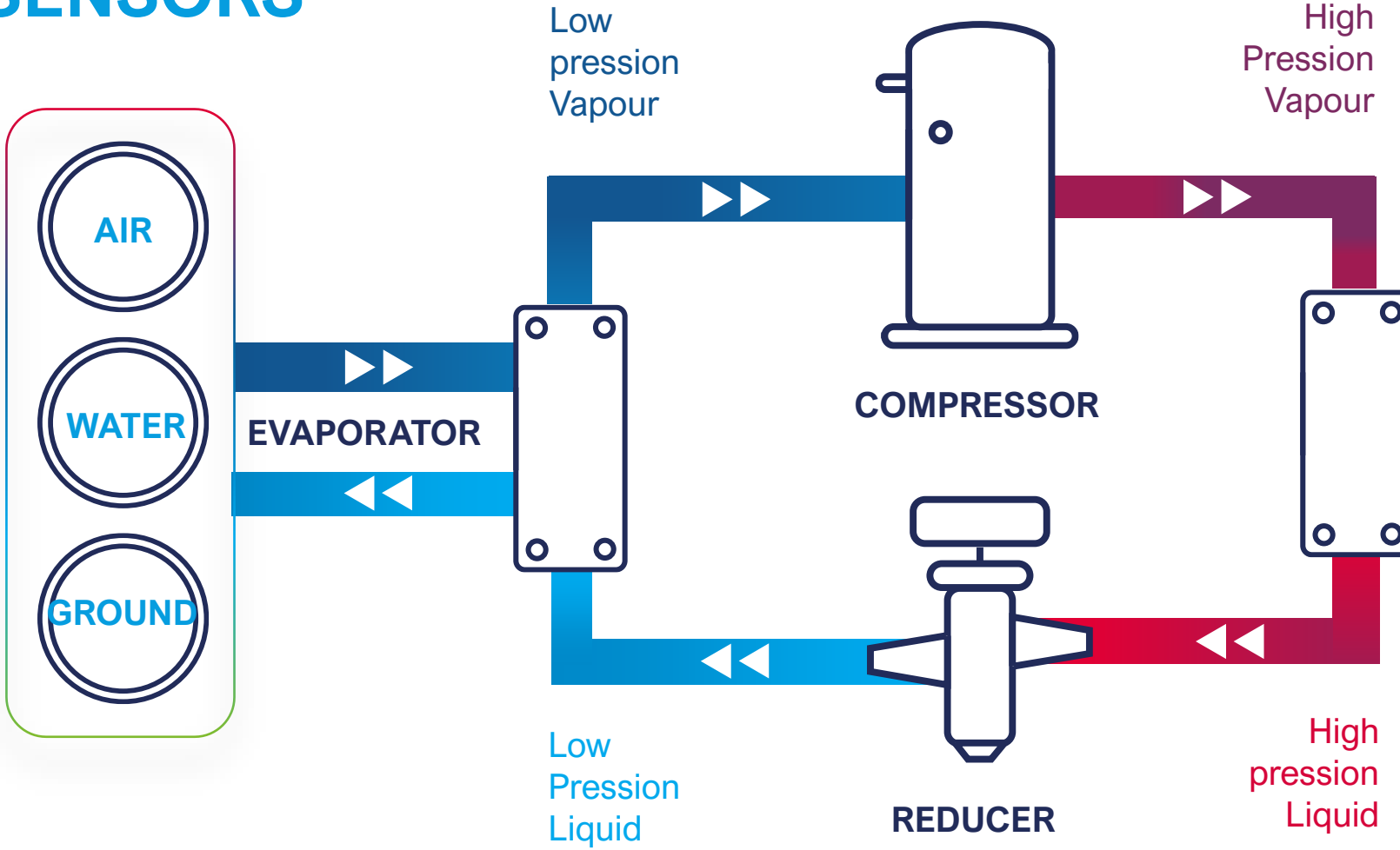
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Appendices

Heat pump: operating principles

EXTERNAL SENSORS



RADIATOR UNDERFLOOR HEATING



Governance



LAURENT ROEGEL

CEO



AXELLE LE MAOULT

CFO



PHILIPPE CORMIER

(independent Director)

Director of the Réseau
Entreprendre des Yvelines



ANNE IMBERT

(independent Director)

VP Branding and Content –
Orange



STÉPHANIE LE BEUZE

(independent Director)

Stock market information & shareholding

SHAREHOLDING STRUCTURE

Shareholding structure as of 31st december 2023

Market: Euronext Growth

ISIN code: FR0014003V77

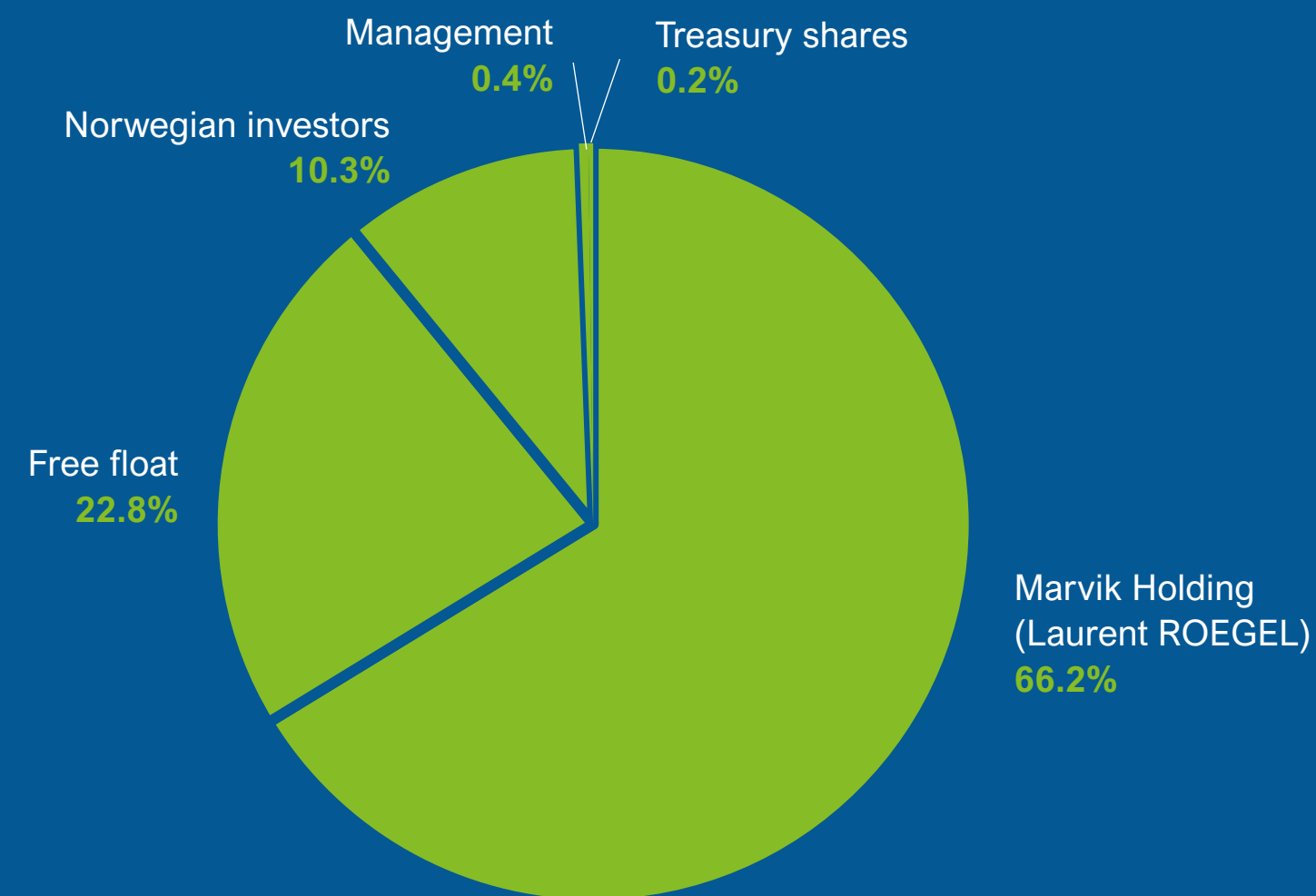
Ticker symbol: ALAIR

Eligible PEA,PEA-PME

Number of shares: 6,083,542

Share price: €5.30/share (at 15/04/2024)

Market capitalisation: €32.2m (at 15/04/2024)



CONTACTS

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THANK YOU FOR YOUR
ATTENTION

GROUPE **AIRWELL**

