



CONFERENCE CALL

9 M-2021 Financial results

November 15th , 2021



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2021 HIGHLIGHTS



Euro '000					
P&L	30/09/20 unaudited	%	30/09/21 unaudited	%	Var.%
Revenues	268.168		405.300		51,1%
EBIT	18.135	6,8%	44.577	11,0%	145,8%
Revenues	30/09/20	%	30/09/21	%	Var.%
Medical	159.742	59,6%	220.476	54,4%	38,0%
Industrial	108.425	40,4%	184.824	45,6%	70,5%

	CAGR 9m 19/21
Consolidated revenues	19,7%
Medical	13,6%
Industrial	28,4%



Financial Highlights

Income Statement – 9M 2021



Euro '000	30/09/19 unaudited	%	30/09/20 unaudited	%	30/09/21 unaudited	%	Cagr%
Medical	170.761	60,4%	159.742	59,6%	220.476	54,4%	13,6%
Industrial	112.187	39,6%	108.425	40,4%	184.824	45,6%	28,4%
Revenues	282.948	100,0%	268.168	100,0%	405.300	100,0%	19,7%
Gross margin	111.145	39,3%	94.407	35,2%	150.203	37,1%	16,2%
Operating Expenses	31.032	11,0%	23.978	8,9%	33.984	8,4%	4,6%
Staff expenses	47.497	16,8%	44.659	16,7%	60.556	14,9%	12,9%
EBITDA	32.616	11,5%	25.770	9,6%	55.663	13,7%	30,6%
Depr., amort., accruals	6.171	2,2%	7.635	2,8%	11.086	2,7%	34,0%
EBIT	26.445	9,3%	18.135	6,8%	44.577	11,0%	29,8%
Net financ.income(charges)	1.166	0,4%	(981)	-0,4%	1.156	0,3%	-0,4%
Other income (expense) net	9	0,0%	(279)	-0,1%	(171)	0,0%	
EBT	27.621	9,8%	16.875	6,3%	45.562	11,2%	28,4%

Net financial position

31/12/20

30/09/21
unaudited

64.168

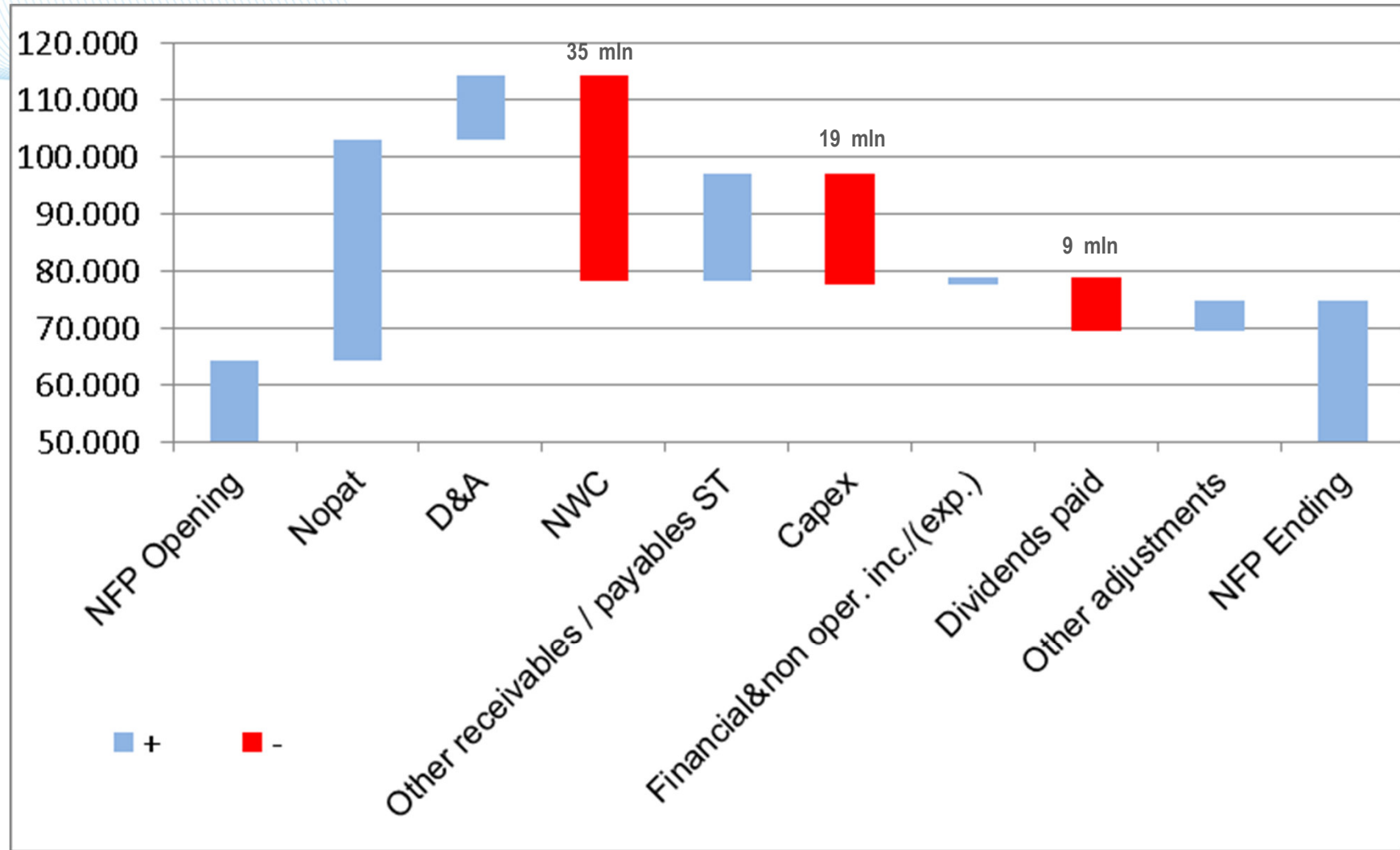
74.743

Income Statement – Q3 2021



	Euro '000	Q3-2019	%	Q3-2020	%	Q3-2021	%
		unaudited		unaudited		unaudited	
Revenues		94.498	100,0%	105.646	100,0%	131.388	100,0%
Gross margin		36.761	38,9%	34.530	32,7%	50.287	38,3%
Operating Expenses		9.516	10,1%	7.920	7,5%	13.221	10,1%
Staff expenses		15.231	16,1%	15.325	14,5%	20.541	15,6%
EBITDA		12.013	12,7%	11.285	10,7%	16.525	12,6%
Depr., amort., accruals		2.280	2,4%	2.438	2,3%	2.805	2,1%
EBIT		9.733	10,3%	8.847	8,4%	13.720	10,4%
Net financ.income(charges)		899	1,0%	(761)	-0,7%	68	0,1%
Other income (expense) net		95	0,1%	(153)	-0,1%	(60)	0,0%
EBT		10.727	11,4%	7.932	7,5%	13.727	10,4%

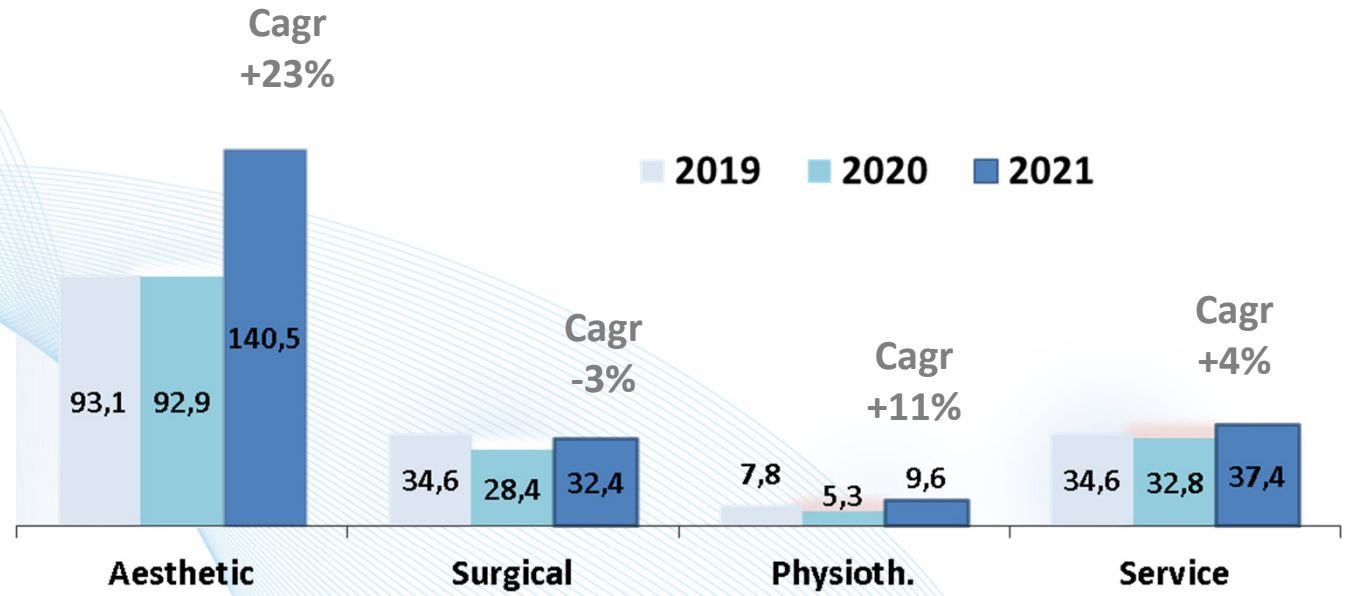
9 Months Cash Flow



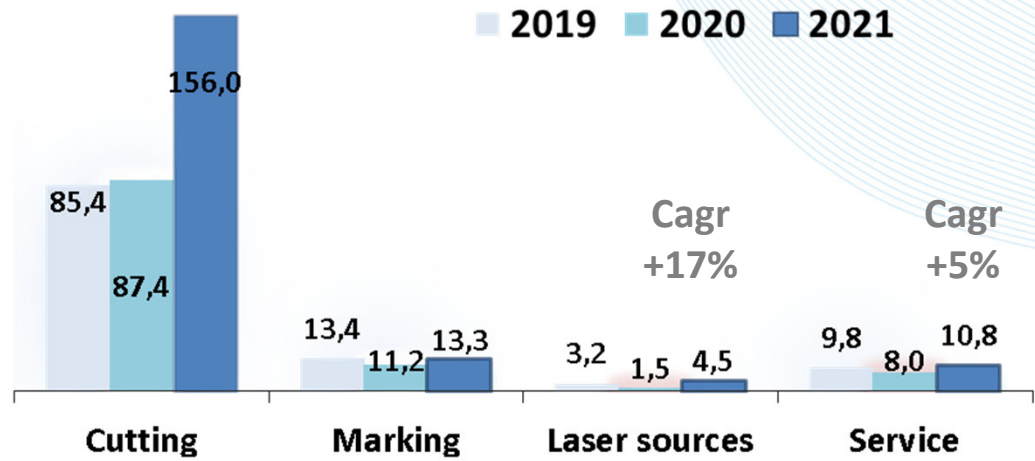


Revenue breakdown by business

Medical
Cagr 19/21:
+14%



Industrial
Cagr 19/21:
+29%

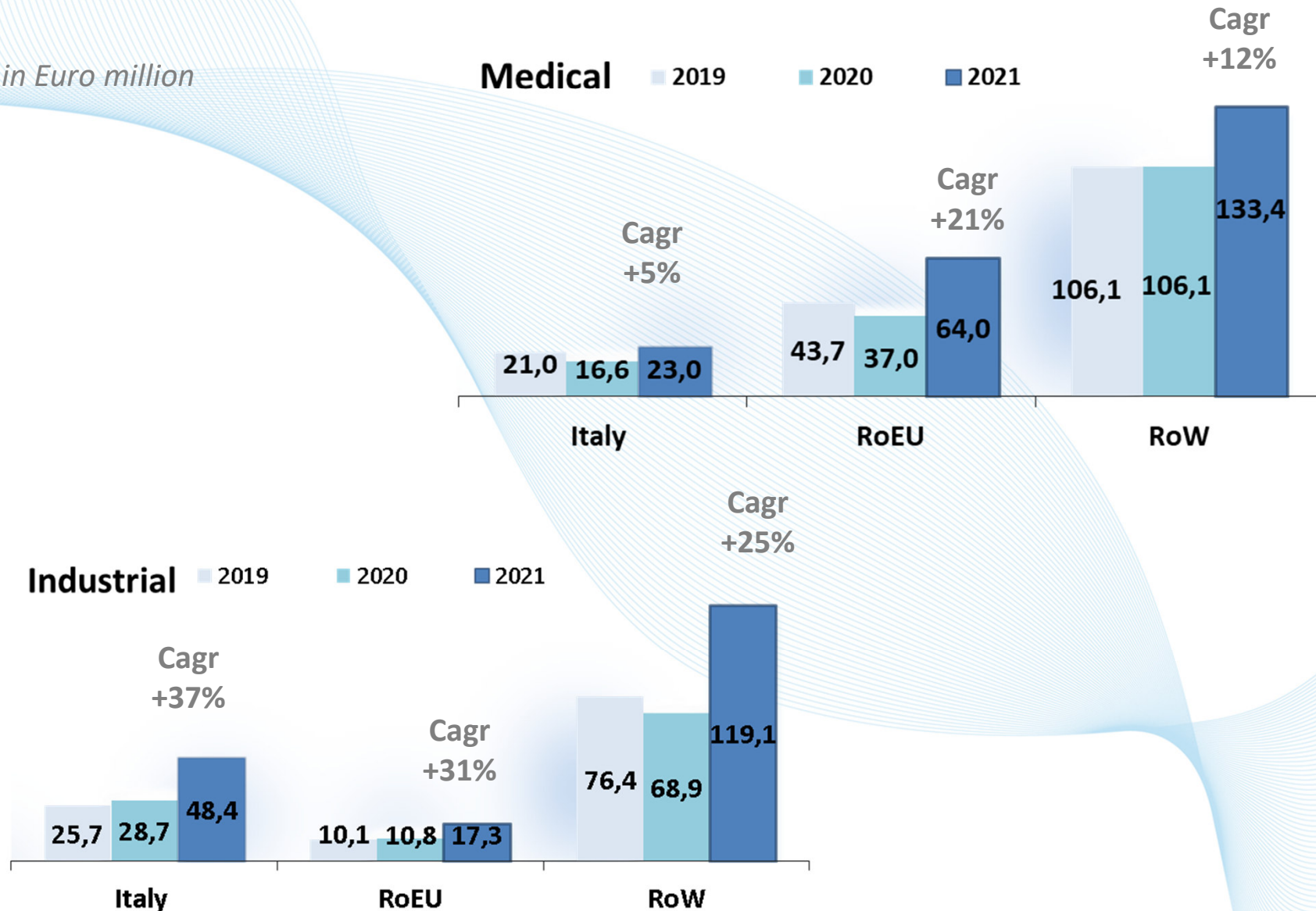


in Euro million

Revenue breakdown by area



in Euro million



2021 Guidance



2021 vs 2020:

Revenue target >550 mln €

EBIT H2 \geq EBIT H1



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