

GVS SPA

06.09.2022

Agenda



1

YTD Jun 2022 Outlook

2

Company Presentation

Appendix: Additional Materials

YTD Jun 2022 GVS Performance Highlights



Sales: 166,6 M€ +17% on the normalized (net Disp. Mask) H1 2021 and +14% on H2 2021.

- HC&LS positive trend with +2% on H1 2021 and +11% on H2 2021.
- E&M stable on the H1 2021 and with a +23% on the H2 2021.
- H&S +273% on the H1 2021, due to the RPB addition, and +17% on the H2 2021.

Adjusted EBITDA: 40 M€ and 24% of Adjusted EBITDA Margin

- H1 2022 Adj EBITDA Margin slightly higher than H2 2021, absorbing all the variables from the scenario (inflations, freights cost, energy cost, labor cost increase,...) but still reflecting the growth of the organizational structure.

NFP: 396 M€ of Net Financial Position.

- 40 M€ of net operative cash generation.
- STT Acquisition in February 2022.
- Haemotronic Acquisition in June 2022.
- Right of Use about 24 M€. including 14M€ from HT consolidation.

Leverage KPI: Debt/Equity 1,2 e NFP/EBITDA 4,2 on proforma basis

- The two key financial KPI reached the higher level due to the M&A activities concentration.
- 15 days of HT and 4 months of STT need of a proforma recalculation.

YTD Jun 2022 Evolution of Sales

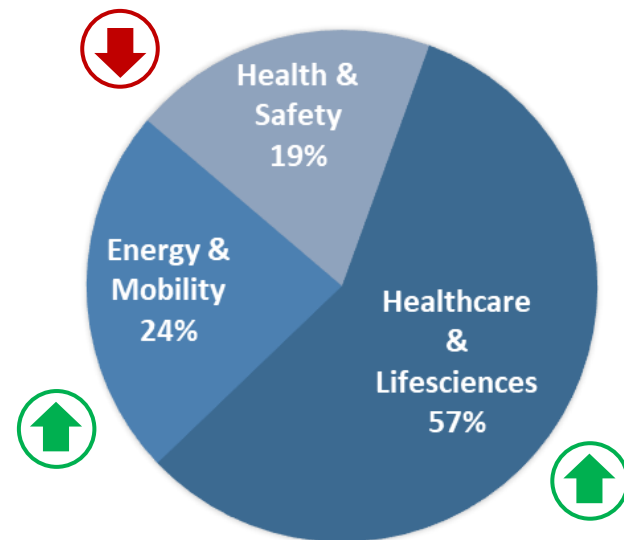


TOTAL Normalized SALES YTD Jun 2022: 166,6 M€ +14% vs H2 2021 and +17% vs H1 2021

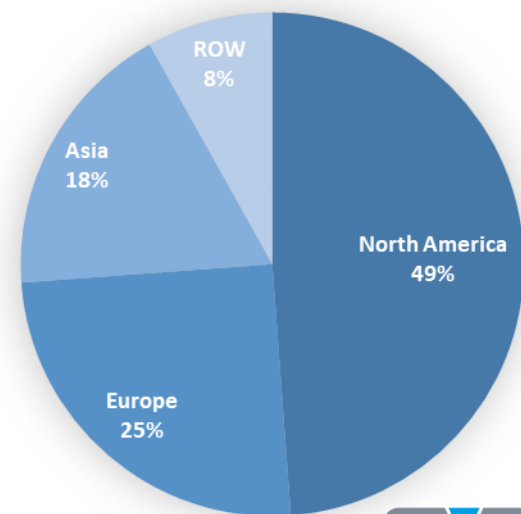
The Healthcare & Lifesciences division is growing on H1 2021 (+2%) and more on the H2 2021 absorbing the slow down of the Air&Gas business with the Liquid business growth due to the organic trend and the M&A addition.

The Energy & Mobility division increases 23% on H2 2021, orders with positive trend for the H2 2022.

The Health & Safety division reflects the seasonability of the blasting business in the SAR product Family (RPB business) registered in the Q1 2022 and the delay of the dust mask of GVS professional business but with positive signals in terms of POs starting from June.



YTD Giu 2022



Sales	€ 189,7	€ 148,4	€ 166,6
Normalized Sales	€ 141,7	€ 145,5	€ 166,6

Period	Healthcare & Lifesciences	Energy & Mobility	Health & Safety	Covid related Mask
H1 2021	€ 94,1	€ 39,0	€ 8,6	€ 48,0
H2 2021	€ 86,2	€ 31,7	€ 27,6	€ 2,9
H1 2022	€ 95,5	€ 38,9	€ 32,2	€ 0,0

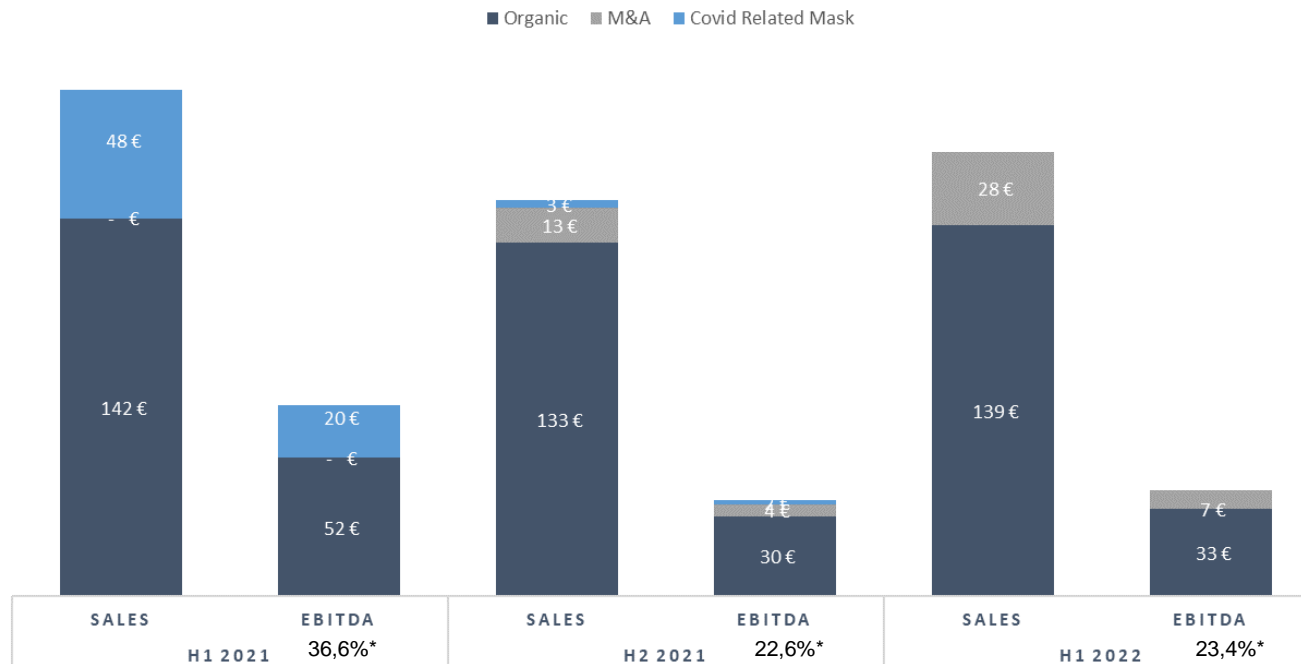


YTD Jun 2022 Evolution of Main Financials



- H1 2022 impacted by the addition of RPB acquisition, STT acquisition (4 months) and half month of Haemotronic acquisition.
- H2 2021 impacted by the addition of RPB acquisition (4 months) and a residual part of the Covid related extraordinary sales
- H1 2021 impacted by the extraordinary sales generated by the Covid 19 needs.
- Normalization: Sales and EBITDA less the extraordinary impact generated by Covid 19.

EXTRAORDINARY IMPACT DISPOSABLE MASKS E M&A
H1 2022 VS H1 2021 AND H2 2021



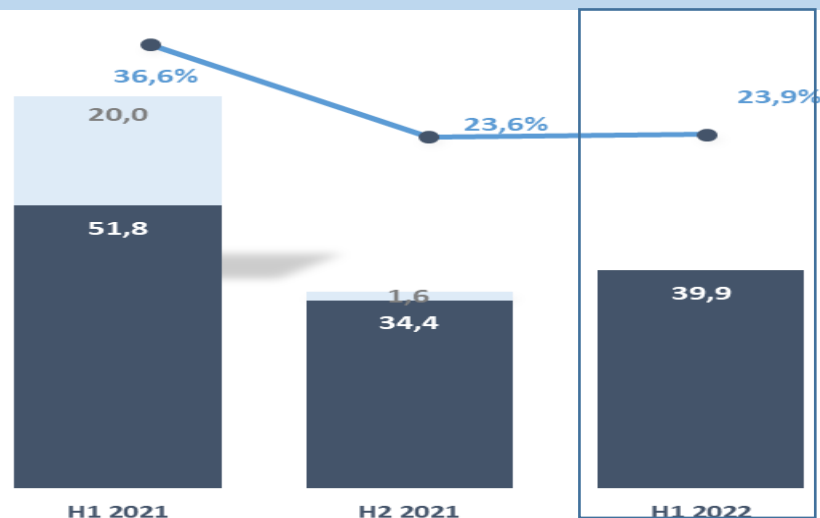
* Organic EBITDA %



Key Financial Highlights — EBITDA and EBIT

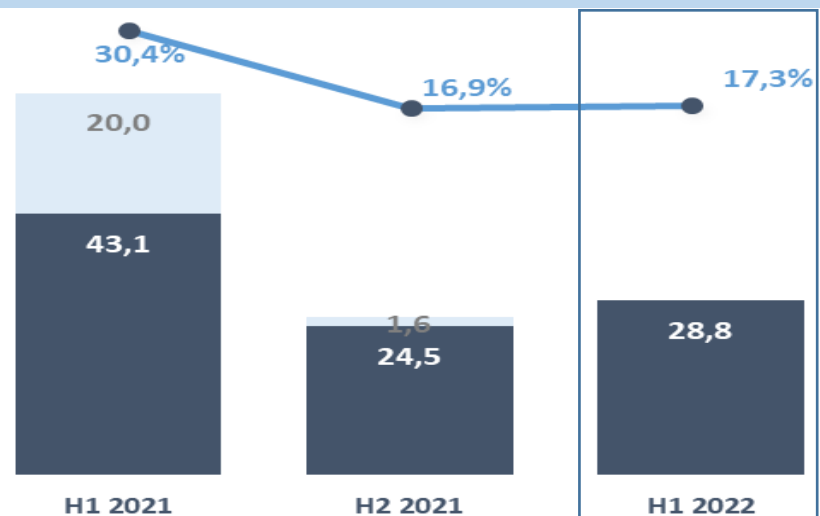
ADJUSTED EBITDA¹ (€M)

% on
Normalized
Sales



ADJUSTED EBIT² (€M)

% on
Normalized
Sales



KEY COMMENTS

Adjusted EBITDA:

- H1 2022 adjusted EBITDA slightly improved vs the H2 2021 due to:
 - Positive management of price increase and improvement of variable cost incidence, as a reference H1 2021 had the same raw material incidence of H1 2022 in a like for like analysis. The overall growth of the variable cost incidence is due to the RPB higher material incidence in their business model.
 - Flat values of service costs and other operating expenses.
 - Labor cost incidence is still decreasing in terms of Direct cost but also increasing in terms of commercial and managerial structure costs to face the business growth for the future.

Adjusted EBIT:

- EBIT has been adjusted for PPA related amortization, increased by the RPB and STT additions, too early for HT acquisition, other than non-recurring income and costs already adjusted in the EBITDA.

Note: margins calculated on revenues from contracts with customers excluding other income. Please refer to Appendix for further details on adjustments

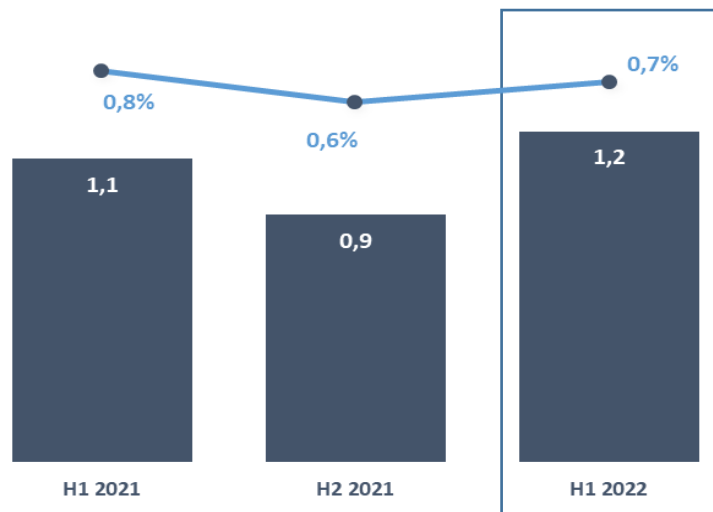
1. Adjusted for non recurring costs / income;
2. Adjusted for non recurring costs / income and PPA related amortization.

Key Financial Highlights — Net Income, Fin. Exp. & Taxes



NET FINANCIAL EXPENSES EXCL. FX GAINS/LOSSES (€M)

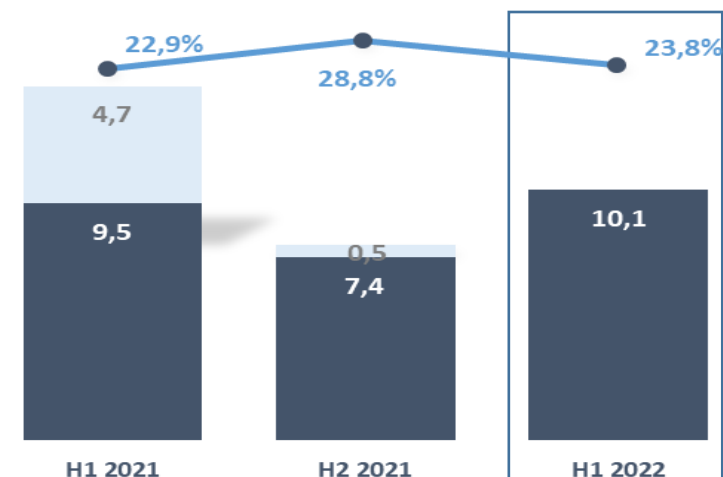
% on Normalized Sales



TAXES (€M)

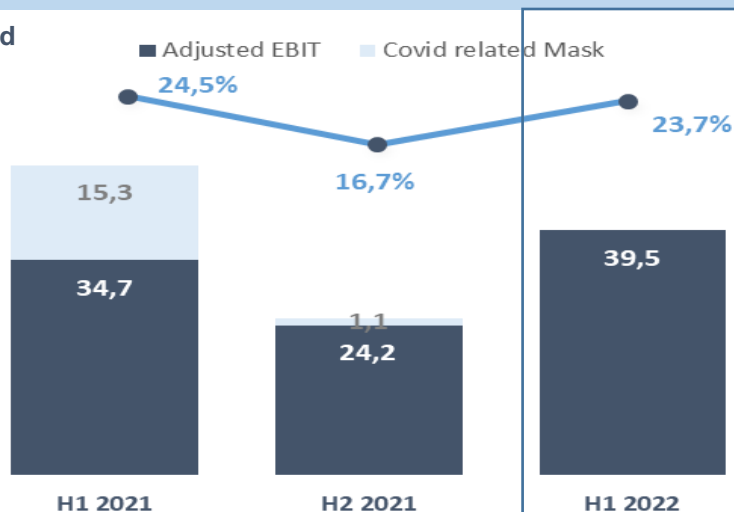
% EBT

■ Adjusted EBIT ■ Covid related Mask



ADJUSTED GROUP NET INCOME¹ (€M)

% on Normalized Sales



KEY COMMENTS

- Net Financial expenses at 1,2 M€ in H1 2022, increasing compared with the H1 2021 due to the general increase of average financial cost in the market and the higher level of gross debt related to the three acquisition closed in the last 12 months (RPB, STT and HT).
- The tax rate (calculated as percentage of EBT) shows a stable trend on 24%, but the second half is traditionally higher so the full year average should be higher than that.
- H1 2022 Adjusted Group Net Income margin at 23,7%, the big improving is due to the high level of positive exchange rate difference in the P&L.

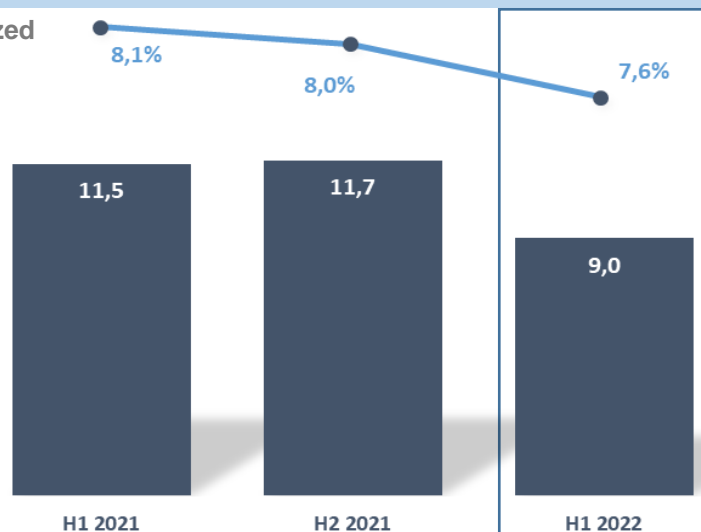
Note: margins calculated on revenues from contracts with customers excluding other income. Please refer to Appendix for further details on adjustments

1. Adjusted for non-recurring costs / income and relative fiscal impact, PPA related amortization and related fiscal impact and alignment of tax rates due to fiscal reforms.

Key Financial Highlights — CapEx, TWC and R&D

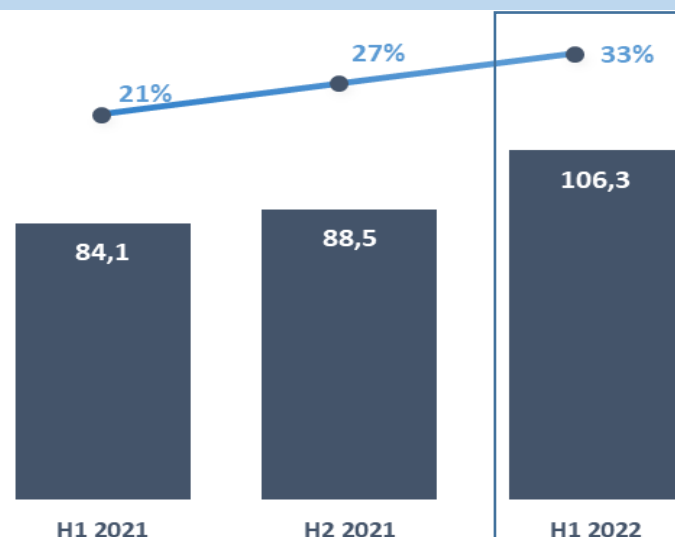
CAPEX¹ (€M)

% on Normalized Sales



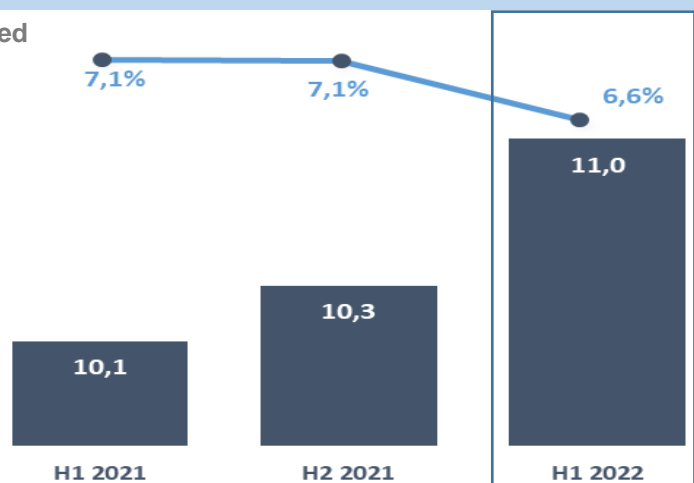
TRADE WORKING CAPITAL (€M)

% on LTM Sales



R&D² (€M)

% on Normalized Sales



KEY COMMENTS

- About 9 M€ as Capex, excluding 3,7 M€ of one off capex due to the new plant in China and extraordinary activities for M&A, with a trend in line with normal ongoing activity of the Group and expectations.
- TWC is still higher in value than the year end 2021, also considering it net of the last acquisitions contribution, with a consequent increase of the incidence on LTM sales due to the inventory management strategy to face the supply chain risks and to prevent inflationary impact.
- R&D expenses are increasing YoY about 10%.

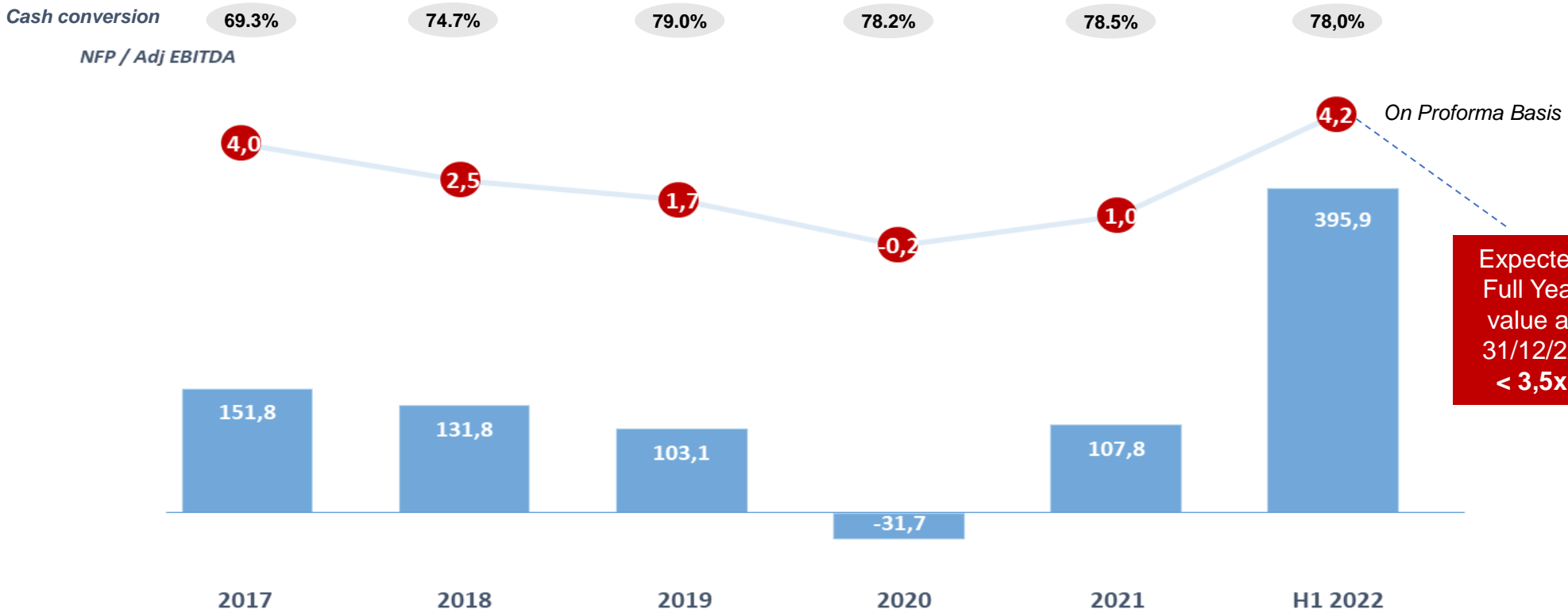
Note: Capex and R&D % of revenues calculated on revenues from contracts with customers excluding other income

1. Exclude investments in financial assets and M&A; 2 Includes R&D expenses included in income statement and capitalized costs

Key Financial Highlights — Net Financial Position



NET FIN. INDEBTEDNESS (€M) AND CASH CONVERSION¹



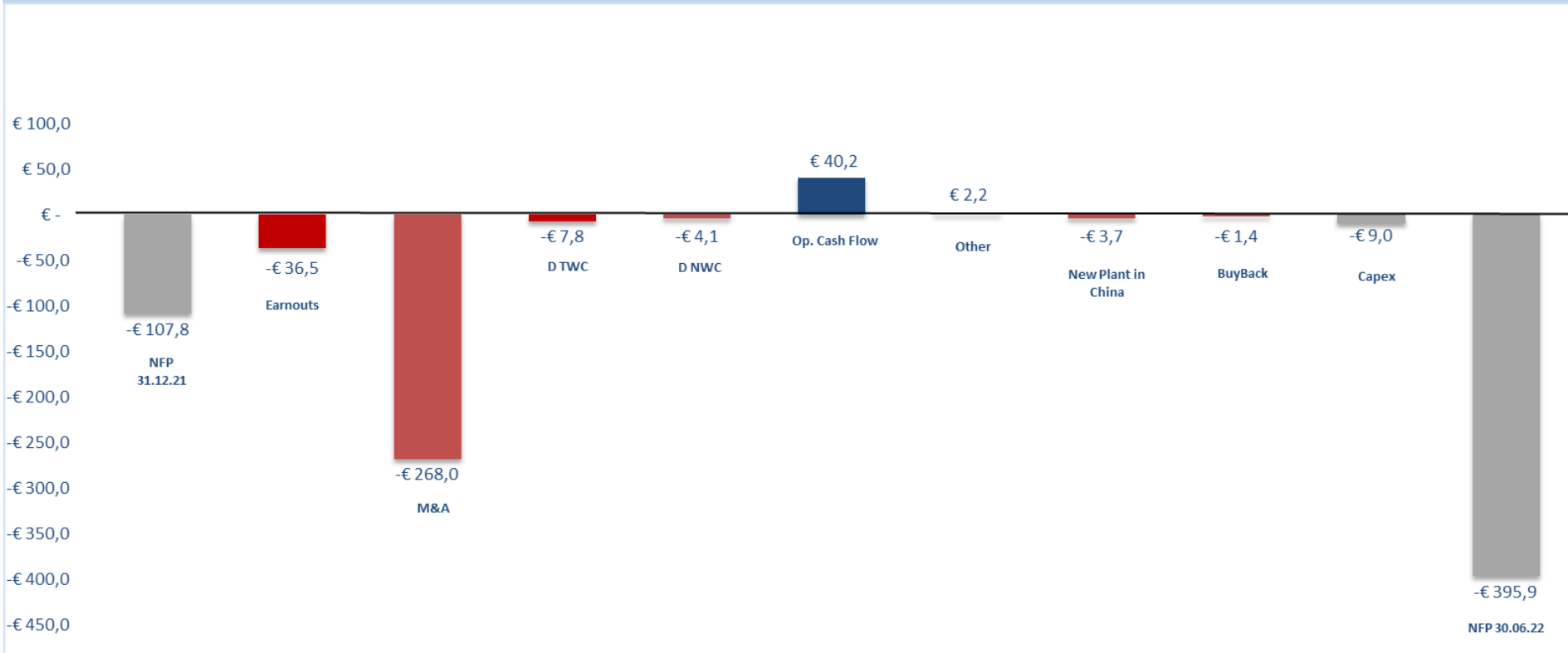
KEY COMMENTS

NFP increased up to 396M€ due to the concentration of the last three acquisitions;
 Leverage on a proforma basis about 4,2x, with a covenant waiver for the H1 2022 measurement period.
 The expectation is to recover the covenant level for the year end 2022 (<3,5x).
 Cash Conversion on 78% excluding the one off capex related to the new plant in China.

1. Cash conversion calculates as (Adjusted EBITDA- Ordinary Capex)/Adjusted EBITDA). Capex exclude M&A and other extraordinary investments.

Key Financial Highlights — Net Financial Position

NET FIN. INDEBTEDNESS (€M) BRIDGE 2021 VS 2020



KEY COMMENTS

NFP has increased due to the last HT acquisition up to 395,9 M€:

- STT Acquisition **60,8M€** cash + **7,7 M€** as NPV of future earn-out. HT Acquisition **207M€** Cash + **28,4** as NPV of future earn-out.
- Operative Cash flow generation about **40 M€** in the period with partial absorption from TWC for short term inventories policies (net of the STT and HT impact).
- About **1,4 M€** of Equity cash out due to the end of the buyback process in January.

VISIBILITY ON FUTURE PERFORMANCE AND H2 FOCUS



GVS is on track with the long term vision.

The stand alone forecasts confirm the 2022 expectations with a level near to the one reached in 2021, with a slight growth in sales and a dilution in terms of EBITDA margin.

Three main topics under focus for the next quarter:

1

Execution

Industrial optimization and efficiency improvement

2

M&A

Still part of Company strategy for future growth

3

Supply Chain

Managing price increases and cost controlling

CAGR is considered on 2019 to neutralize the Covid19 impact on the trend.

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YTD Dec 2021 Outlook

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Appendix: Additional Materials



COMPANY PRESENTATION

Healthcare & Life Sciences

Health & Safety

Energy & Mobility

THE ONLY WAY TO SAY FILTRATION



BOARD OF DIRECTORS



**Grazia
Valentini**
Chairman



**Massimo
Scagliarini**
CEO



**Marco
Scagliarini**
VP Energy &
Mobility



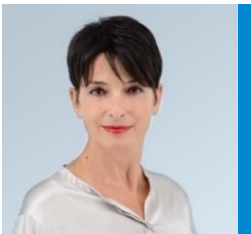
**Matteo
Viola**
COO



**Mario
Saccone**
CFO



**Nadia
Buttignol**
Independent
Director



**Arabella
Caporello**
Independent
Director



**Alessandro
Nasi**
Independent
Director



**Michela
Schizzi**
Independent
Director



KEY PEOPLE



**Massimo
Scagliarini**
CEO

- 37 years in GVS
- Started as Sales Manager and currently serves as CEO
- Holds a diploma in Accounting



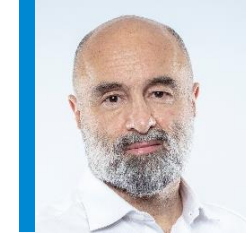
**Mario
Saccone**
CFO

- 26 years in GVS
- MBA from Profingest Management School, Bologna, Italy
- MSc in Economics from University Federico II, Naples, Italy



**Matteo
Viola**
COO

- 13 years in GVS
- Started as controller in GVS, currently serves as COO
- MSc in Economics from University of Parma, Italy



**Marco
Scagliarini**
VP E&M

- 37 years in GVS
- Held several managerial position in GVS, currently CEO of GVS Real Estate and VP of Energy & Mobility



**Luca
Zanini**
VP HC&LS

- 22 years in GVS
- He started his career as sales manager, previously at Comar Condensatori and then at SMS srl
- Currently serves as VP of Healthcare & Lifesciences



**Pierre
Dizier**
VP H&S

- 8 years in GVS
- MSC in International Business and Finance from Université de la Méditerranée, Marseille, France
- 17 years experience in Personal Safety
- Currently serves as VP of Health & Safety



**Luca
Querzè**
VP R&D

- 24 years in GVS
- Covered different managerial roles in GVS, currently serves as VP Research and Development
- MSc Engineering from University of Bologna, Italy, MBA from Profingest, Bologna, Italy



**Paola
Musuraca**
HR Director

- 1 year in GVS
- Master's degree in Management Engineering from University of Bologna, Italy
- More than 10 years experience in HR development and management
- Currently serves as Corporate HR Director



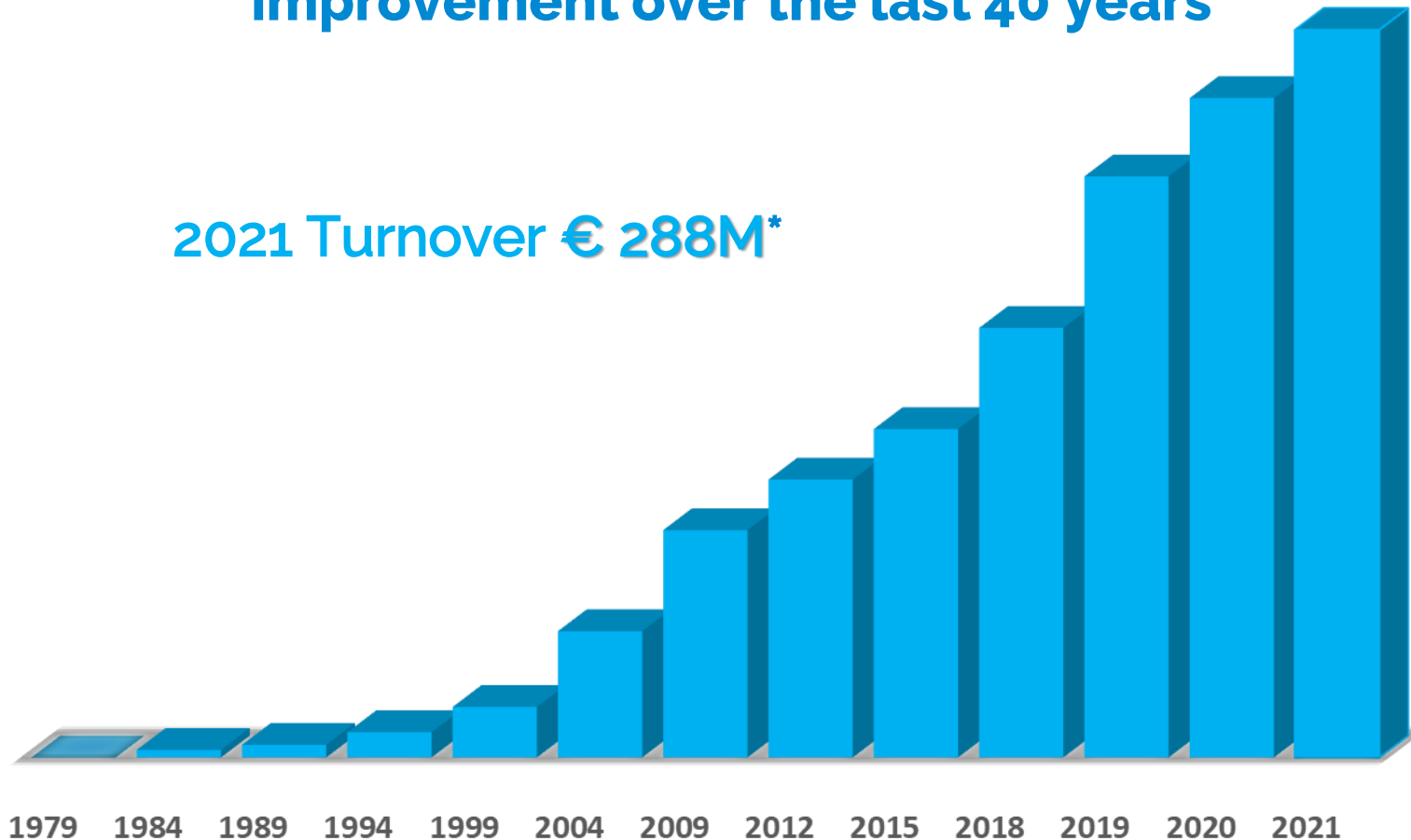
GVS provides advanced filtration solution for critical application in highly-regulated end markets



Our **TECHNOLOGY**
supports **LIFE**
and guarantees
SAFETY in the
most **CRITICAL**
ENVIRONMENTS



GVS economic and production improvement over the last 40 years



* This graph excludes the sales of disposable masks which occurred as a result of the global pandemic, while mask sales in 2021 as a result of Covid-19 stood at € 338M.



Employees breakdown by geography - 2022



ASIA & PACIFIC



14%

641

Team
Members

EMEA



43%

1.843

Team
Members

NORTH & SOUTH AMERICA



46%

2.167

Team
Members



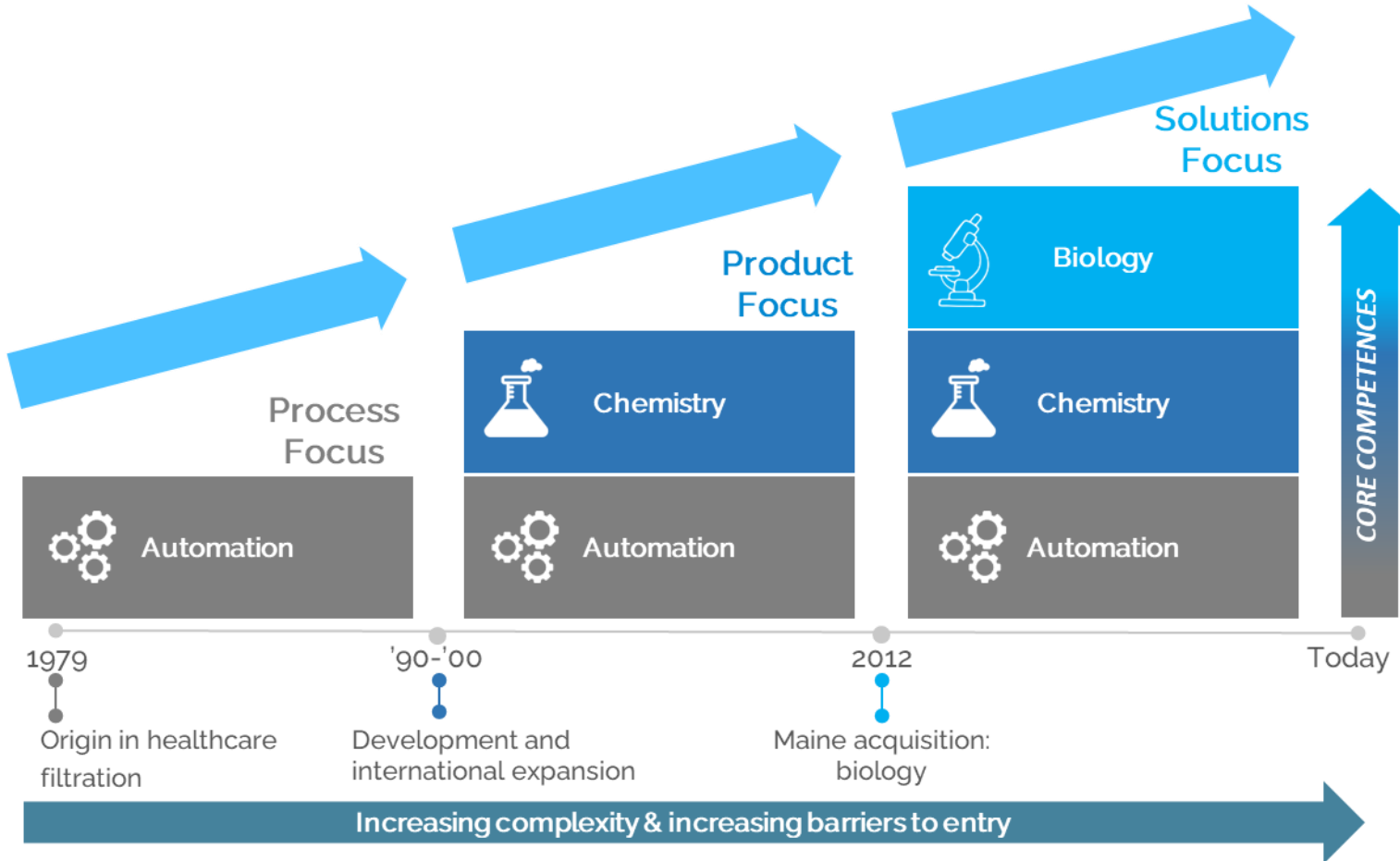
GVS has 20 production facilities, in several locations worldwide



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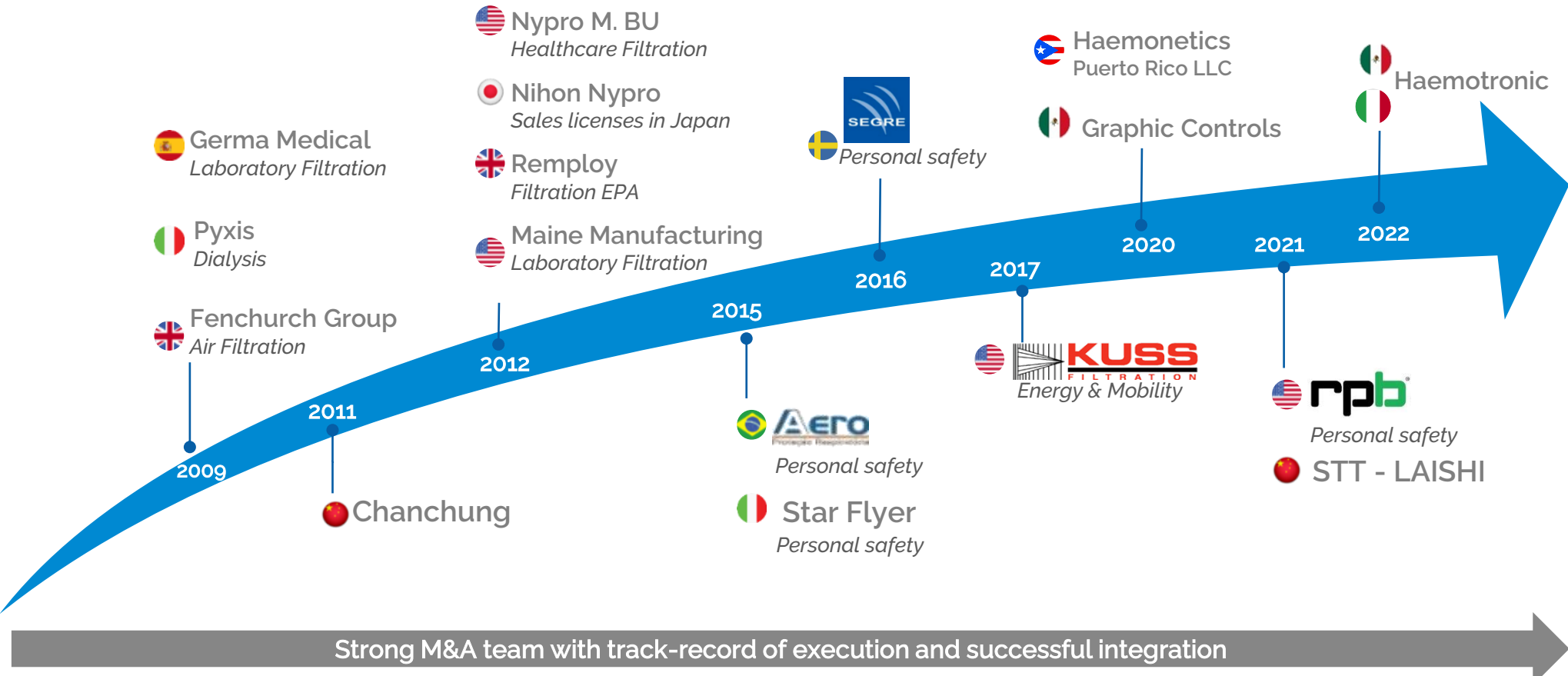
GVS evolved from a small healthcare components supplier into a global diversified filtration group





17 M&A TRANSACTIONS SINCE 2009

Adding capabilities and strengthening presence across China, the UK and North America



Strong M&A team with track-record of execution and successful integration

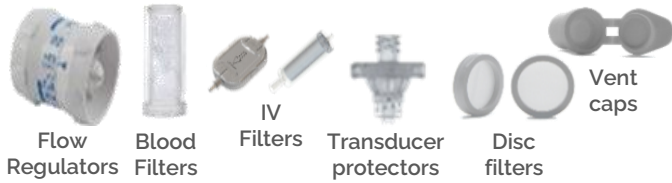
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DIVISIONS & PRODUCT LINES

Healthcare & Life Sciences

Healthcare & Liquid



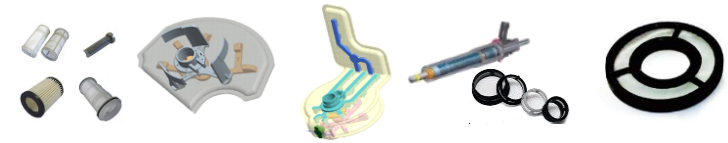
Health & Safety

Personal Safety

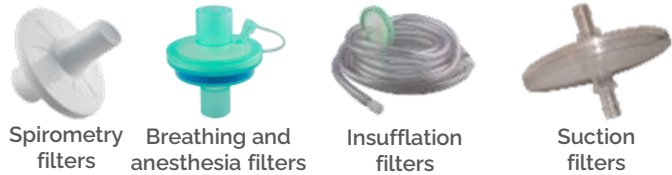


Energy & Mobility

Powertrain & Drivetrain



Healthcare Air & Gas



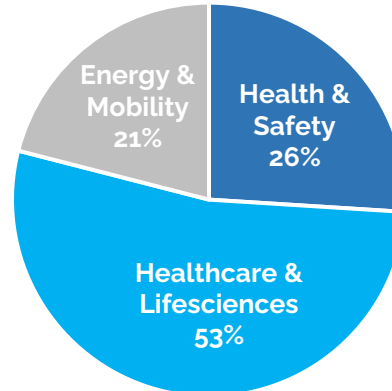
Air Safety



Safety & Eletronics



Laboratory



Sports & Utility



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DIVERSIFIED BLUE-CHIP CLIENT BASE

DIVISION		2020 A REVENUES BREAKDOWN ¹ (%)	ILLUSTRATIVE EXAMPLE OF COMPANIES REQUIRING FILTRATION SOLUTION ²	
End Markets	Healthcare & Life Sciences	Healthcare Air & Gas	14%	
		Healthcare Liquid	30%	
		Laboratory	9%	
	Health & Safety	Personal Safety	24%	
		Air Safety	2%	
	Energy & Mobility	Powertrain & Drivetrain	9%	
		Safety & Electronics	6%	
		Sports & Utilities	6%	

Over 4,600 customers, long-tenured relationship with top clients

1. Excluding €3.2m other income not attributable to single categories; 2. Most of them are GVS clients.

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GVS's divisions differentiate for an integrated & highly synergistic business model

Healthcare
& Life Sciences

Health
& Safety

Energy
& Mobility



Sales & Distribution

Similar Stringent Approval Processes

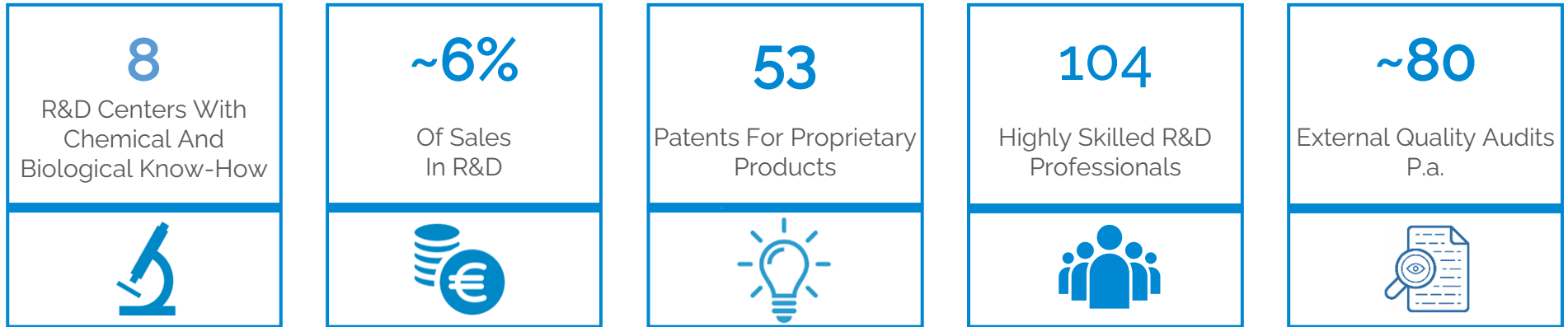
Common Manufacturing Processes & Technologies

High Quality Standards Required

Shared R&D Activities



Our success is based on strong focus on innovation and customer satisfaction





QUALITY CERTIFICATION

GVS has obtained several Quality Certification, from several Certification Bodies

Kiwa Cermet Italia S.p.A.
Società con socio unico,
soggetta all'attività di
direzione e coordinamento di
Kiwa Italia Holding Srl
Via Cadriano, 23
40057 Granarolo dell'Emilia
(BO)
Tel +39.051.459.3.111
Fax +39.051.763.382
E-mail: info@kiwacermet.it
www.kiwacermet.it



CISQ AUTOMOTIVE
Consorzio di Organismi di
Certificazione Italiani dei
sistemi di gestione aziendale
accreditato IATF

www.cisqautomotive.it



AN ESG-COMPLIANT ORGANIZATION

ENVIRONMENTAL

1

- UNI EN ISO 14001 certification for Environmental Management System (EMS)
- Group environmental policy with annual objectives
- Local for local production strategy to reduce transportation-related pollution
- Constant effort in reducing the use of polluting materials
- Sustainable packaging



SOCIAL

2

- Support of a range local charitable and non-profit organizations
- Christmas donations
- Collaboration with Schools and Universities
- Occupational Health and Safety certification



Save the Children



**Fondazione Ricerca
Fibrosi Cistica - Onlus**
italian cystic fibrosis research foundation



GOVERNANCE

3

- Ethics Code
- Board of Statutory auditors with 3 members guaranteeing protection of shareholders' rights
- Supervisory board overseeing and controlling the governance system
- Internal approval procedure with segregation of duty



AN ESG-COMPLIANT ORGANIZATION

“The ability to do business in an innovative and sustainable way, to facilitate the ecological transition and to enhance the value of people, are one of the pillars of GVS Group's strategy.”

Massimo Scagliarini,
CEO GVS Group



STRATEGIC GOAL SETTINGS

STRATEGIC PILLAR	COMMITMENT	TARGET
<p>INNOVATIVE AND SUSTAINABLE BUSINESS</p>	<p>INNOVATE TO PROMOTE SAFETY AND WELL-BEING</p>	<p>IMPROVE THE PROTECTION LEVEL OF OUR PPE AND PROMOTE AWARENESS AND BEST PRACTISES IN ALL WORK ENVIRONMENTS</p>
	<p>WE BRING INNOVATION IN HEALTHCARE USING SCIENCE</p>	<p>DEVELOP AND DELIVER HEALTHCARE DEVICE AND COMPONENTS THAT COMBINE THE SAFETY OF SINGLE-USE WITH RESPONSIBLE CONSUMPTION OF NATURAL RESOURCES. DESIGN AND DEVELOP POLYMERIC MEMBRANES OBTAINED BY MORE ENVIRONMENTAL FRIENDLY SOLVENT</p>
	<p>WE BRIDGE RELIABILITY WITH TOMORROW'S TECHNOLOGY</p>	<p>DEVELOP EFFICIENT MEMBRANES AND SEPARATORS THAT SAVE ENERGY CONSUMPTION IN THE CUSTOMER'S APPLICATION</p>
<p>FACILITATE THE ECOLOGICAL TRANSITION</p>	<p>CARBON NEUTRALITY BY 2040</p>	<p>REDUCE BY 30% THE GHG INTENSITY BY 2030, WITH RESPECT TO 2020 LEVEL</p>
<p>ENHANCE THE VALUE OF PEOPLE</p>	<p>SAFE AND HEALTHY WORKPLACE</p>	<p>ALL PLANT 45001 CERTIFIED</p>
	<p>INCLUSIVE WORKPLACE</p>	<p>NO DISCRIMINATION FOR DIVERSITY IN HIRING, REMUNERATION AND CAREER PATHS</p>

Agenda



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YTD Sep 2021 Outlook

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Company Overview

Appendix: Additional Materials

Key Financial Highlights — Income Statement

H1 2022 (€m)	YTD Jun 2021A	H2 2021A	YTD Jun 2022A	YoY Var. %	Var. % H1 22 vs H2 21
Healthcare & Life Sciences	94,1	86,2	95,5	1,5%	10,8%
Energy & Mobility	39,0	31,7	38,9	-0,3%	22,7%
Health & Safety	8,6	27,6	32,2	274,4%	16,7%
Normalized Revenues	141,7	145,5	166,6	17,57%	14,48%
Covid related mask	48,0	2,9	0,0		
Revenues from contracts with customers	189,7	148,4	166,6	-12,18%	12,24%
Other Income	2,9	2,0	1,6		
Total Revenues	192,6	150,4	168,2	-12,71%	11,77%
Raw Materials	(46,6)	(49,5)	(52,4)		
Personnel	(52,9)	(45,7)	(56,2)		
Cost of Services	(18,0)	(18,6)	(21,0)		
Other Costs	(3,6)	(1,8)	(2,1)		
EBITDA	71,5	34,8	36,5	-49,0%	5,0%
Margin (%)	37,7%	23,4%	21,9%		
Non recurring costs (income)	0,3	1,2	3,4		
Adjusted EBITDA	71,8	36,0	39,9	-44,5%	10,7%
Margin (%)	37,9%	24,3%	24,0%		
D&A and write-offs	(10,6)	(13,4)	(15,8)		
o/w PPA related amortization	(1,8)	(3,6)	(4,7)		
EBIT	61,0	21,4	20,7	-66,0%	-2,9%
Margin (%)	32,1%	14,4%	12,4%		
Adjusted EBIT	63,1	26,2	28,8	-54,3%	10,2%
Margin (%)	33,3%	17,6%	17,3%		
Net Financial Expenses net of FX gains/(losses)	(1,2)	(1,4)	(1,9)		
o/w Non recurring financial expenses		0,6	0,7		
FX gains/(losses)	2,6	7,4	23,6		
EBT	62,4	27,3	42,5	-32,0%	55,4%
Margin (%)	32,9%	18,4%	25,5%		
Taxes	(14,3)	(7,9)	(10,1)		
o/w Non recurring inc./cost tax effect	(0,3)	0,5	(1,8)		
Net Income	48,1	19,5	32,4	-32,7%	66,3%
Margin (%)	25,4%	13,1%	19,4%		
Adjusted Net Income	50,0	24,7	39,4	-21,2%	59,3%
Margin (%)	26,4%	16,7%	23,7%		

Note: margins calculated on revenues from contracts with customers excluding other income

Key Financial Highlights — Adjustments Overview

	H1 2022 (€m)	YTD Giu 2021A	YTD Giu 2022A
Non recurring costs (income)	EBITDA	71,5	36,5
	Capital gains from sale processes and leaseback	(2,2)	
	Start-up costs		
	Write-off of tax receivables		
	Personnel reorganization costs		
	Provisions to restructuring fund		1,4
	Valuation of inventory at fair value		1,0
	Transaction costs	1,4	1,0
	M&A addition		
	Covid Related Normalization		
	IPO costs	1,0	
	Adjusted EBITDA	71,8	39,9
	<i>Margin (%)</i>	<i>37,9%</i>	<i>24,0%</i>
EBIT	61,0	20,7	
Non recurring costs (income)	0,3	3,4	
PPA related amortization	1,8	4,7	
Adjusted EBIT	63,1	28,8	
<i>Margin (%)</i>	<i>33,3%</i>	<i>17,3%</i>	
Group Net Income	48,1	32,4	
Non recurring costs (income)	0,3	3,4	
PPA related amortization	1,8	4,7	
Non-recurring interest expenses (gains)	0,0	0,7	
Fiscal impact of non-recurring interest expenses (gains)			
Fiscal impact of amortization of intangible assets recorded under the PPA method & non recurring	(0,3)	(1,8)	
Alignment of tax rates due to fiscal reforms			
Adjusted Group Net Income	50,0	39,5	
<i>Margin (%)</i>	<i>26,4%</i>	<i>23,7%</i>	

Note: margins calculated on revenues from contracts with customers excluding other income.

Key Financial Highlights — Balance Sheet

<i>H1 2022 (€m)</i>	2021	YTD Giu 2022A
Property Plant & Equipment	77,6	106,9
Intangible Assets	227,7	495,7
Right of use	10,4	20,9
Financial Fixed Assets	1,3	4,8
Net Fixed Assets	317,1	628,3
Inventories	72,4	113,6
Trade Receivables	53,0	73,4
Trade Payables	(23,8)	(48,5)
Trade Working Capital	101,5	138,5
Other Current Assets / (Liabilities)	(2,4)	(9,9)
Net Working Capital	99,2	128,6
Other Assets / (Liabilities)	(4,0)	(10,5)
Funds and Provisions	(9,0)	(13,4)
Net Invested Capital	403,2	733,0
Shareholders' Equity	295,3	337,1
Financial Debt	241,5	503,9
Lease Liabilities	11,5	24,0
(Cash & cash equivalents ¹)	(145,2)	(131,9)
Net Financial Indebtedness	107,8	395,9
<i>Net Financial Indebtedness / Adjusted LTM EBITDA</i>	<i>1x</i>	<i>5,21x</i>
<i>Net Financial Indebtedness / Adjusted LTM EBITDA on Proforma Base</i>		<i>4,15x</i>
Total Sources	403,2	733,0

¹ Includes also the item Current Financial Assets.

Key Financial Highlights — Cash Flow Statement



H1 2022 (€m)	2021	YTD Jun 2022A
Earning Before Tax	89,8	42,5
D&A	23,5	15,8
Others	(3,7)	(18,2)
Operative Cash Flow	109,6	40,0
Δ Trade Working Capital	(20,6)	(7,8)
Δ Other Current Liabilities	(33,6)	(4,1)
Operating Cash Flow	55,4	28,1
Ordinary Capex	(23,2)	(9,0)
Extraordinary Capex (new plant in China)	-	(3,7)
Free Cash Flow	32,2	15,5
M&A Invest.	(148,2)	(304,5)
Cash Flow net of extraordinary activities	(116,0)	(289,0)
Dividends	(22,7)	-
IPO	-	-
BuyBack	(3,4)	(1,4)
Others	2,7	2,2
Change in net debt	(139,4)	(288,2)
NFP Before of Period	31,6	(107,8)
NFP End of Period	(107,8)	(396,0)

Basis of preparation of financials



- Financial Overview slides present consolidated and division financial information of GVS S.p.A. and its reporting units
- The financial information has been prepared in accordance to IFRS
- Due to rounding, numbers expressed in millions throughout this section may differ from those expressed precisely to the totals
- EBITDA is defined as the sum of net income, taxes, net financial expenses, depreciation and amortization and net impairment losses on financial assets

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