



## COMPANY PRESENTATION

# CONFERENCE CALL

9M 2022 Financial results  
November 15<sup>th</sup>, 2022



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Certain statements in this slide show, including those addressing the Company's beliefs, plans, objectives, estimates or expectations of possible future results or events, are forward-looking statements. Forward-looking statements involve known or unknown risks, including general economic and business conditions, and conditions in the industry we operate and may be affected should our assumptions turn out to be inaccurate. Consequently, no forward-looking statement can be guaranteed and actual future results, performance, or achievements may vary materially from those expressed or implied by such forward-looking statements. The Company undertakes no obligation about the contents nor to update the forward-looking statements to reflect events or circumstances that may arise after the date hereof.



Euro '000

P&L	30/09/21 unaudited	%	30/09/22 unaudited	%	Var.%
Revenues	405.300		484.348		19,5%
EBIT	44.577	11,0%	57.924	12,0%	29,9%

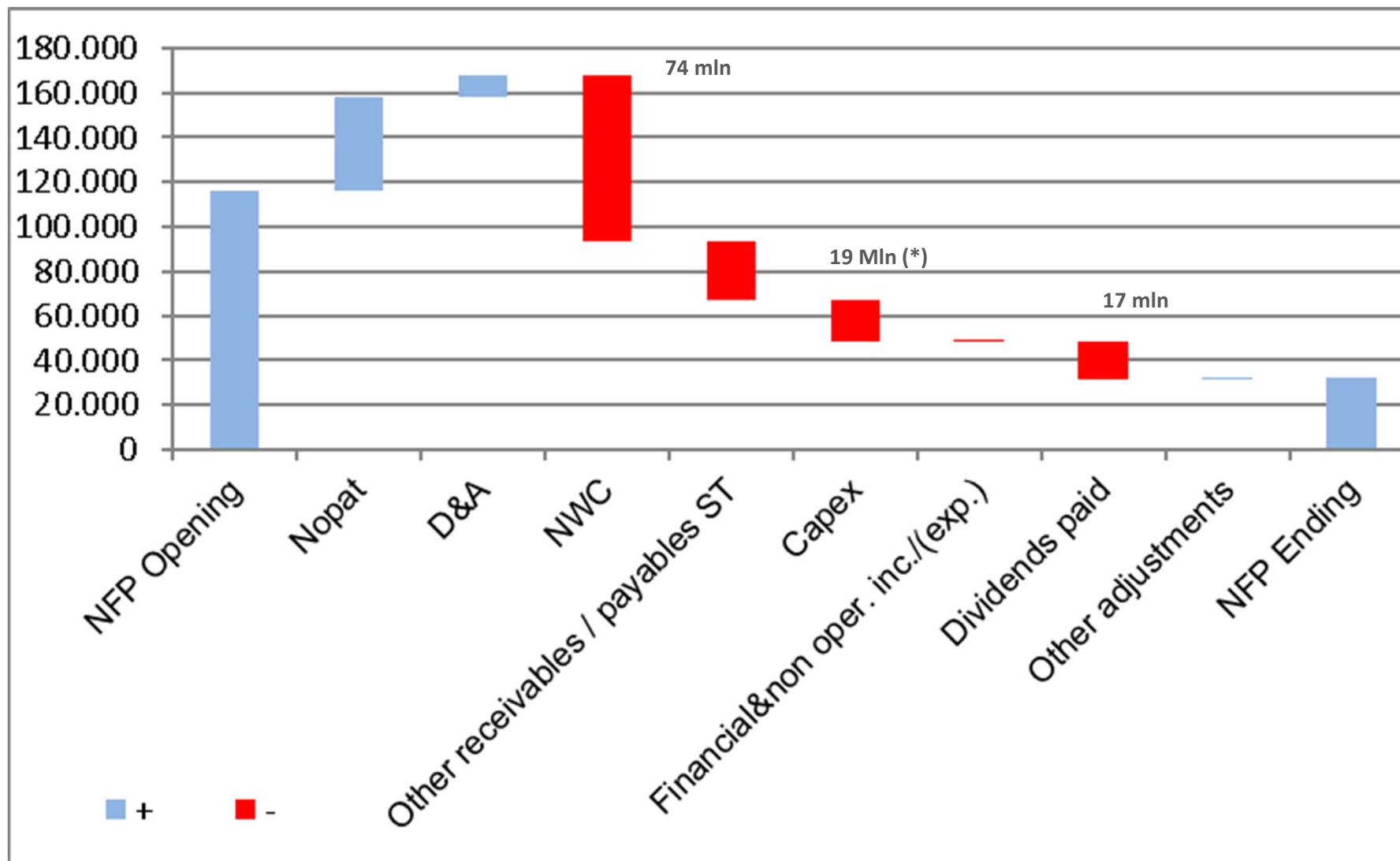
Revenues	30/09/21	%	30/09/22	%	Var.%
Medical	220.476	54,4%	270.529	55,9%	22,7%
Industrial	184.824	45,6%	213.820	44,1%	15,7%

	Euro '000	Q3-2021	%	Q3-2022	%	Var. %
		unaudited		unaudited		
Revenues		131.388	100,0%	157.374	100,0%	19,8%
<b>Gross margin</b>		<b>50.287</b>	<b>38,3%</b>	<b>57.641</b>	<b>36,6%</b>	<b>14,6%</b>
Operating Expenses		13.221	10,1%	13.864	8,8%	4,9%
Staff expenses		20.541	15,6%	23.439	14,9%	14,1%
<b>EBITDA</b>		<b>16.525</b>	<b>12,6%</b>	<b>20.337</b>	<b>12,9%</b>	<b>23,1%</b>
Depr., amort., accruals		2.805	2,1%	3.804	2,4%	35,6%
<b>EBIT</b>		<b>13.720</b>	<b>10,4%</b>	<b>16.533</b>	<b>10,5%</b>	<b>20,5%</b>
Net financ.income(charges)		68	0,1%	(261)	-0,2%	
Other income (expense) net		(60)	0,0%	(4)	0,0%	-92,7%
<b>EBT</b>		<b>13.727</b>	<b>10,4%</b>	<b>16.267</b>	<b>10,3%</b>	<b>18,5%</b>



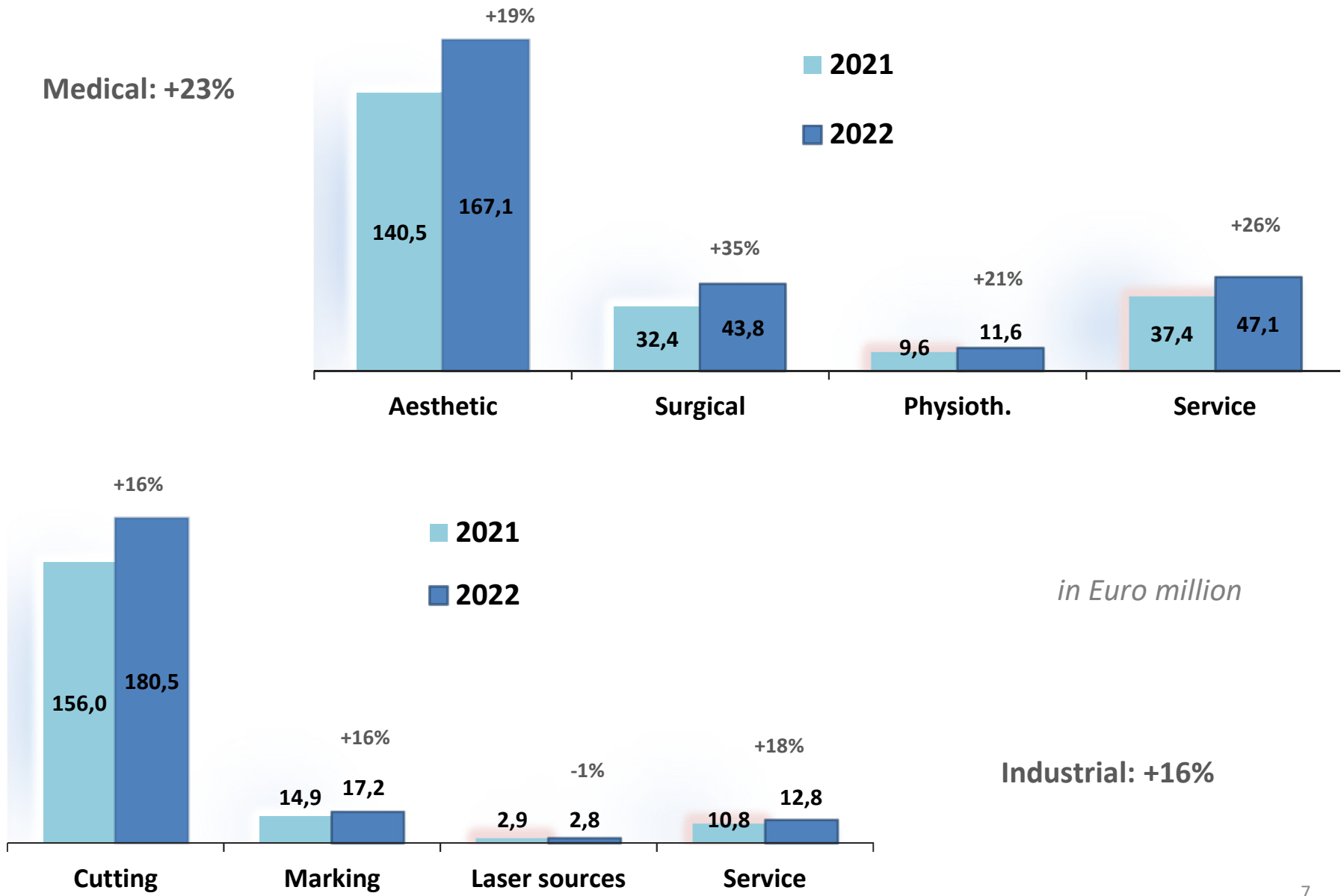
	Euro '000	30/09/21	%	30/09/22	%	Var. %
		unaudited		unaudited		
Medical		220.476	54,4%	270.529	55,9%	22,7%
Industrial		184.824	45,6%	213.820	44,1%	15,7%
<b>Revenues</b>		<b>405.300</b>	<b>100,0%</b>	<b>484.348</b>	<b>100,0%</b>	<b>19,5%</b>
<b>Gross margin</b>		<b>150.203</b>	<b>37,1%</b>	<b>179.496</b>	<b>37,1%</b>	<b>19,5%</b>
Operating Expenses		33.984	8,4%	41.511	8,6%	22,1%
Staff expenses		60.556	14,9%	70.421	14,5%	16,3%
<b>EBITDA</b>		<b>55.663</b>	<b>13,7%</b>	<b>67.564</b>	<b>13,9%</b>	<b>21,4%</b>
Depr., amort., accruals		11.086	2,7%	9.640	2,0%	-13,0%
<b>EBIT</b>		<b>44.577</b>	<b>11,0%</b>	<b>57.924</b>	<b>12,0%</b>	<b>29,9%</b>
Net financ.income(charges)		1.156	0,3%	(7)	0,0%	
Other income (expense) net		(171)	0,0%	3	0,0%	
<b>EBT</b>		<b>45.562</b>	<b>11,2%</b>	<b>57.920</b>	<b>12,0%</b>	<b>27,1%</b>

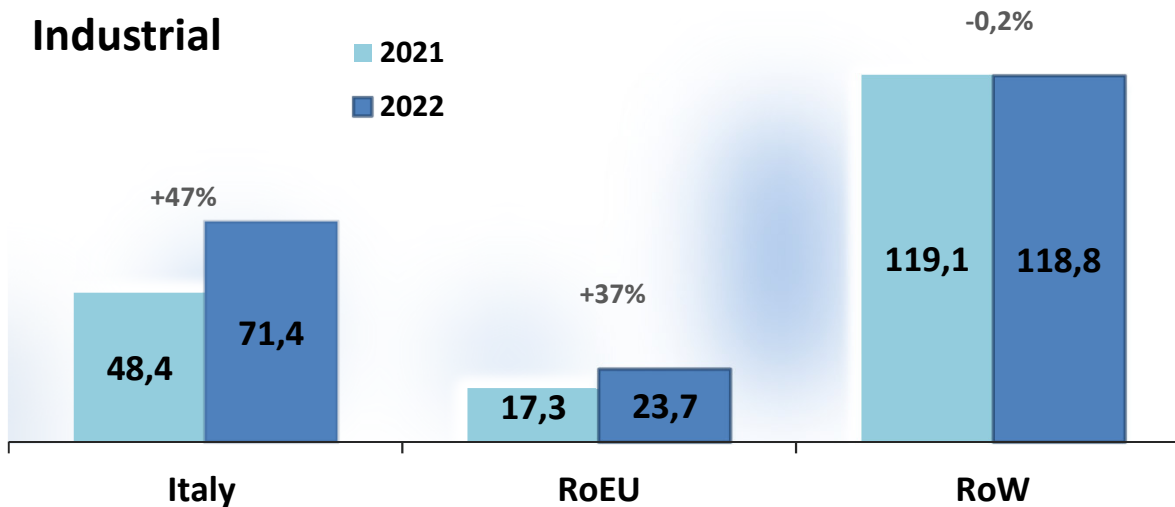
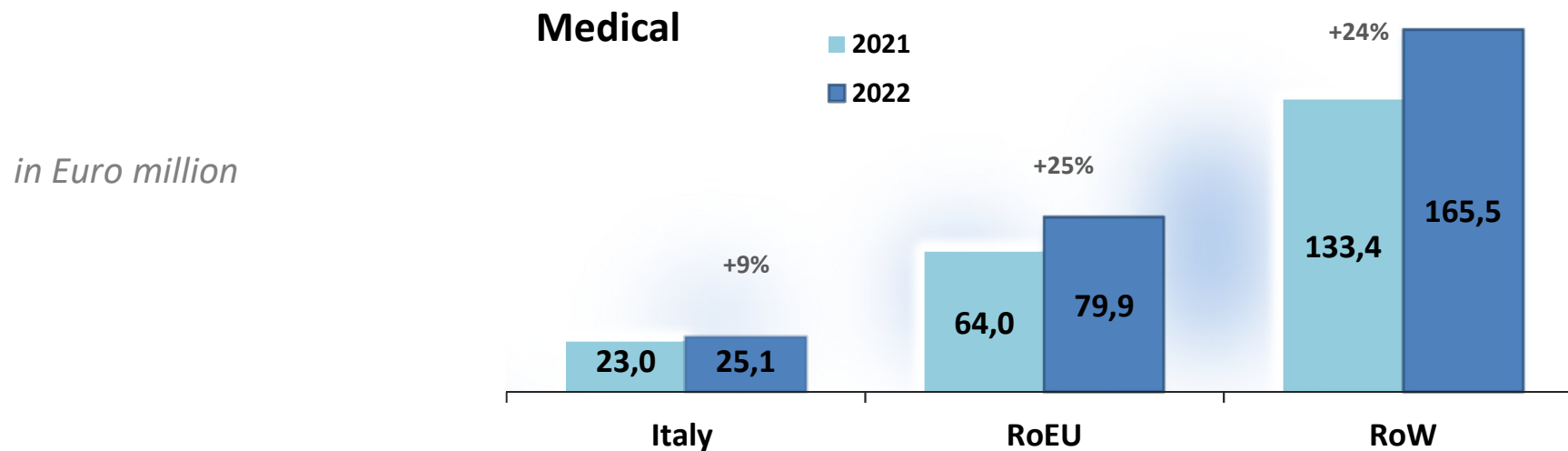
	31/12/21	30/09/22
		unaudited
<b>Net financial position</b>	<b>115.766</b>	<b>32.007</b>



(\*) 19 mln= 16 capex + 3 medium/long - term cash investment

# ELEN™ Revenue breakdown by business









Revenue > €660 mln

Yearly EBIT%  $\approx$  9 Months EBIT%





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