



## COMPANY PRESENTATION

# CONFERENCE CALL

FY 2022 Financial results

March 16<sup>th</sup>, 2023



Member of  
**Euronext  
Tech Leaders**

EURONEXT  
Tech Leaders

EURONEXT



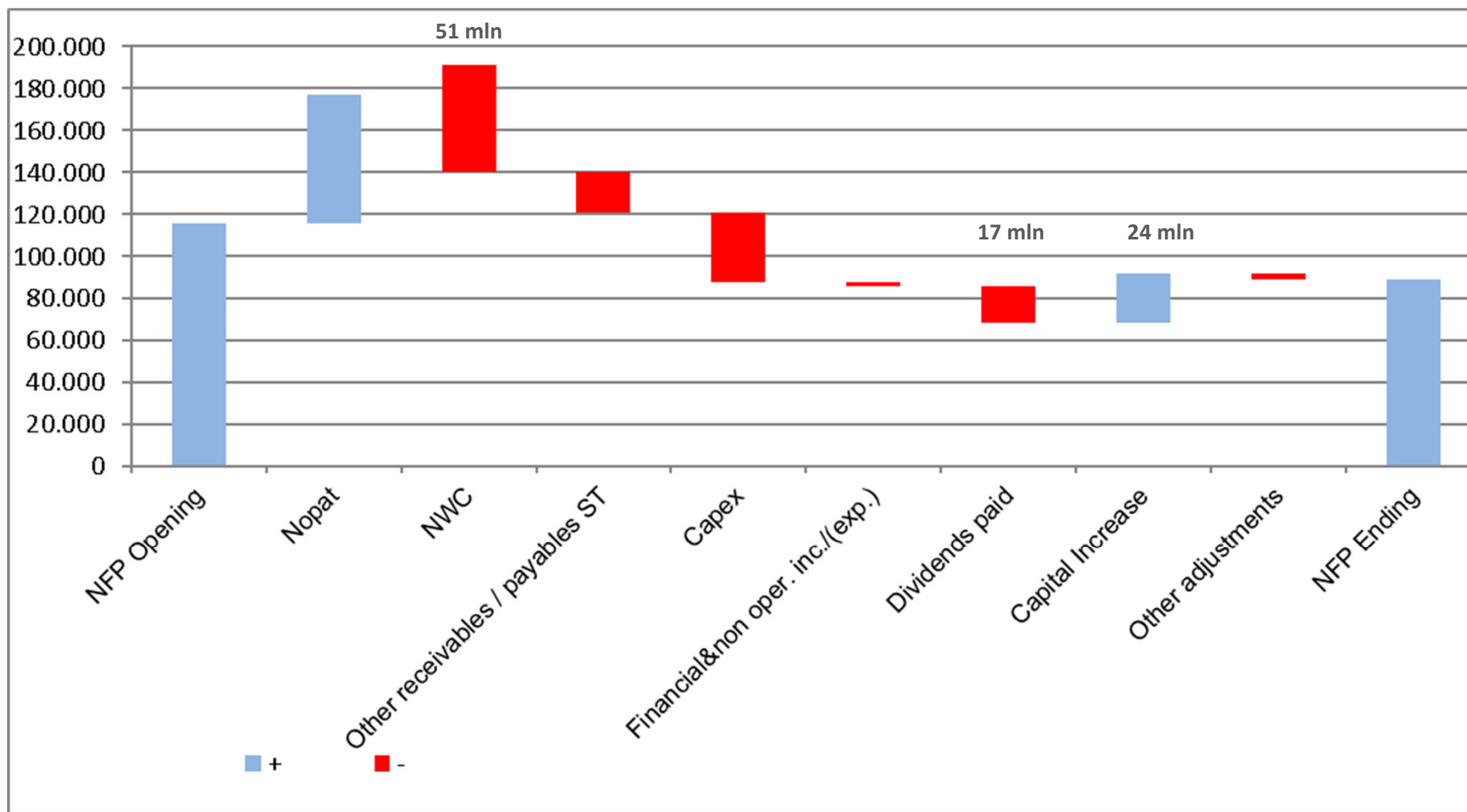
Certain statements in this slide show, including those addressing the Company's beliefs, plans, objectives, estimates or expectations of possible future results or events, are forward-looking statements. Forward-looking statements involve known or unknown risks, including general economic and business 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.



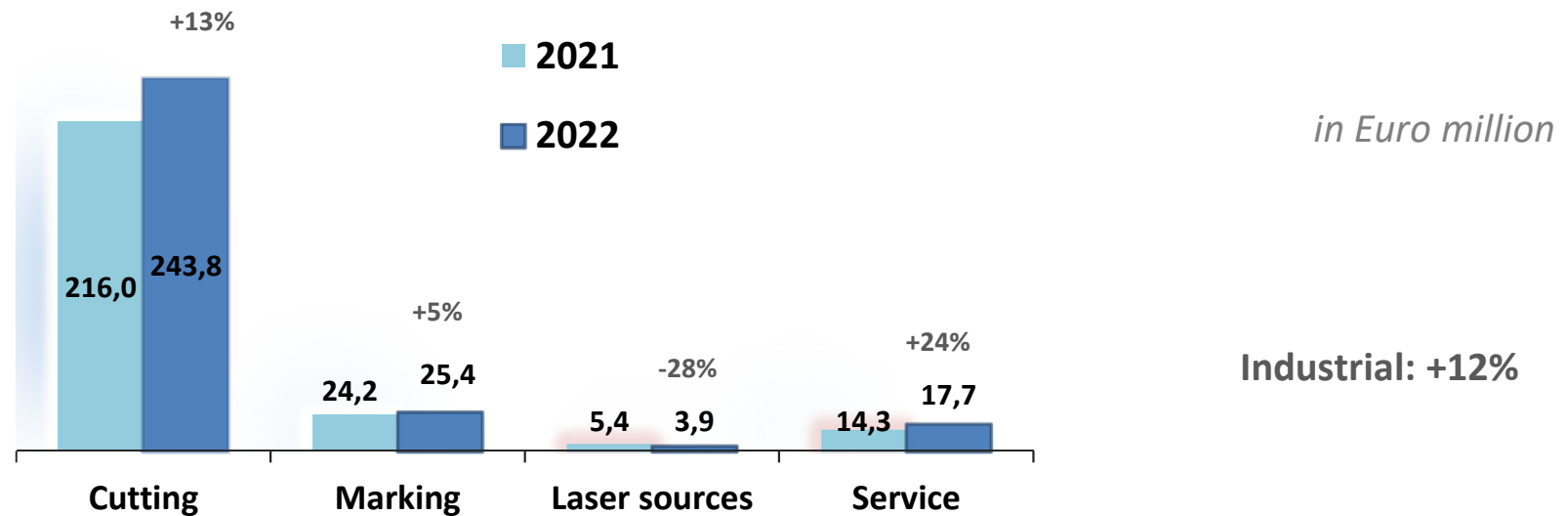
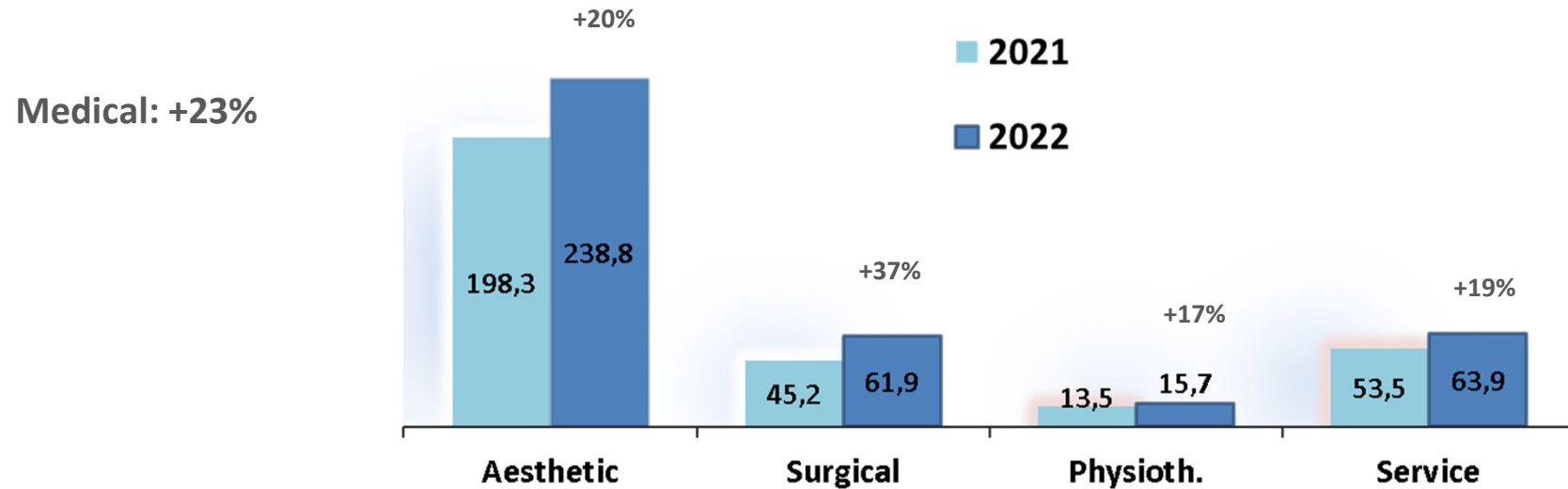
Euro '000	31/12/21	%	31/12/22	%	Var. %
			unaudited		
Medical	311.290	54,5%	382.063	56,7%	22,7%
Industrial	260.112	45,5%	291.518	43,3%	12,1%
<b>Revenues</b>	<b>571.402</b>	<b>100,0%</b>	<b>673.581</b>	<b>100,0%</b>	<b>17,9%</b>
<b>Gross margin</b>	<b>212.073</b>	<b>37,1%</b>	<b>249.695</b>	<b>37,1%</b>	<b>17,7%</b>
Operating Expenses	47.812	8,4%	56.250	8,4%	17,6%
Staff expenses	84.170	14,7%	98.194	14,6%	16,7%
<b>EBITDA</b>	<b>80.091</b>	<b>14,0%</b>	<b>95.251</b>	<b>14,1%</b>	<b>18,9%</b>
Depr., amort., accruals	15.234	2,7%	14.250	2,1%	-6,5%
<b>EBIT</b>	<b>64.858</b>	<b>11,4%</b>	<b>81.001</b>	<b>12,0%</b>	<b>24,9%</b>
Net financ.income(charges)	1.752	0,3%	(1.934)	-0,3%	
Other income (expense) net	(185)	0,0%	(79)	0,0%	-57,5%
<b>EBT</b>	<b>66.424</b>	<b>11,6%</b>	<b>78.988</b>	<b>11,7%</b>	<b>18,9%</b>
Income taxes	17.300	3,0%	19.953	3,0%	15,3%
Minorities	3.688	0,6%	3.925	0,6%	6,4%
<b>NET INCOME</b>	<b>45.436</b>	<b>8,0%</b>	<b>55.111</b>	<b>8,2%</b>	<b>21,3%</b>

	Euro '000	Q4-2021	%	Q4-2022	%	Var. %
		unaudited		unaudited		
Revenues		166.103	100,0%	189.232	100,0%	13,9%
<b>Gross margin</b>		<b>61.870</b>	<b>37,2%</b>	<b>70.199</b>	<b>37,1%</b>	<b>13,5%</b>
Operating Expenses		13.828	8,3%	14.739	7,8%	6,6%
Staff expenses		23.614	14,2%	27.773	14,7%	17,6%
<b>EBITDA</b>		<b>24.428</b>	<b>14,7%</b>	<b>27.687</b>	<b>14,6%</b>	<b>13,3%</b>
Depr., amort., accruals		4.148	2,5%	4.610	2,4%	11,1%
<b>EBIT</b>		<b>20.280</b>	<b>12,2%</b>	<b>23.077</b>	<b>12,2%</b>	<b>13,8%</b>
Net financ.income(charges)		595	0,4%	(1.927)	-1,0%	
Other income (expense) net		(14)	0,0%	(81)	0,0%	477,6%
<b>EBT</b>		<b>20.862</b>	<b>12,6%</b>	<b>21.069</b>	<b>11,1%</b>	<b>1,0%</b>

Euro '000	31/12/21	31/12/22 unaudited	Var.%
Total non current assets	136.648	165.786	21,3%
Net Working Capital	144.641	200.536	38,6%
Other receivables/payables ST	(91.278)	(80.154)	-12,2%
Net financial position	115.766	88.546	-23,5%
Long term liabilities	18.076	18.077	0,0%
Net Equity	287.701	356.637	24,0%
Net capital employed	171.935	268.092	55,9%
Net Working Capital on sales	25,3%	29,8%	
ROCE	37,7%	30,2%	
(EBIT/Net capital employed)			
Capex	23.150	28.514	



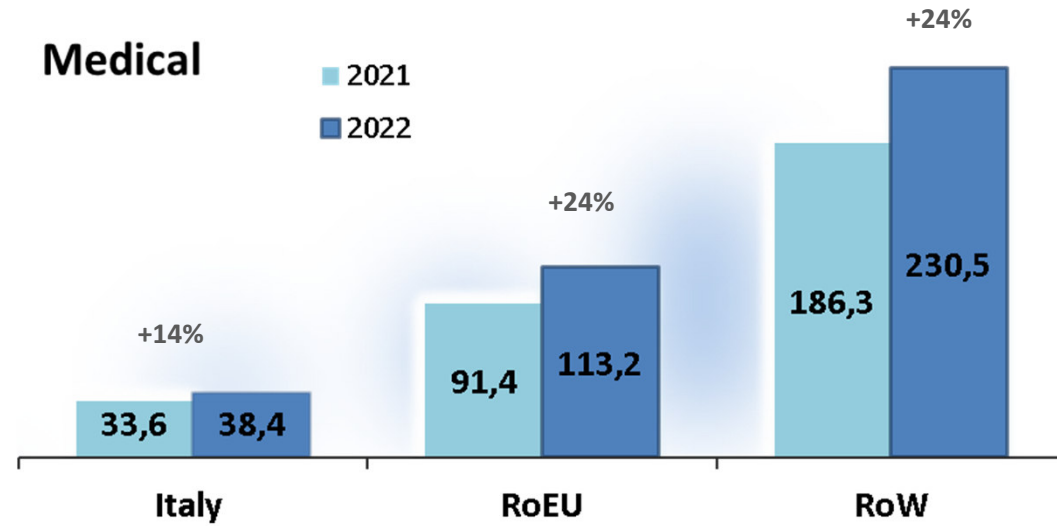
# ELEN™ Revenue breakdown by business



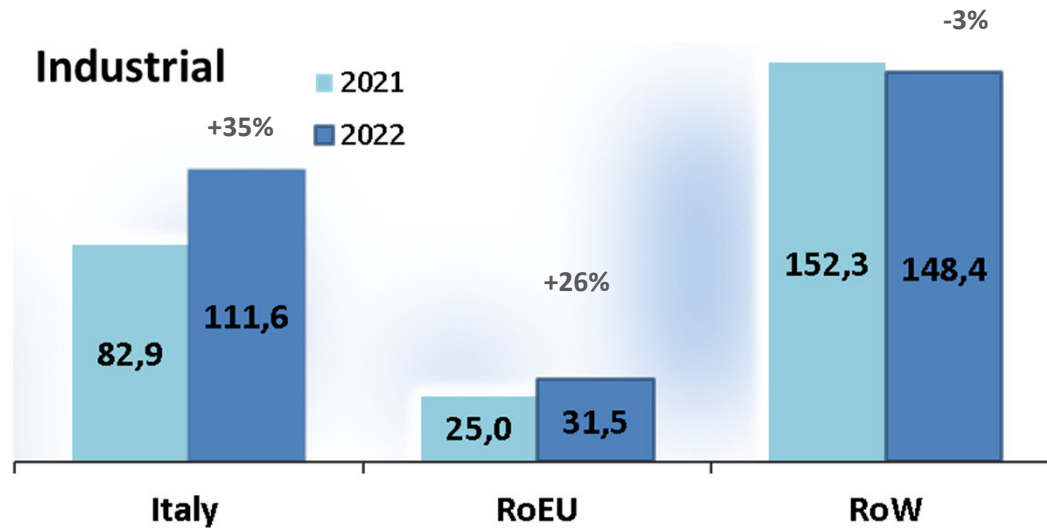


*in Euro million*

## Medical



## Industrial







**Revenue 2023 > Revenue 2022**

**EBIT 2023** → **EBIT 2022**





## CONTACTS

El.En. S.P.A.

Enrico Romagnoli

*Investor Relations Manager*

tel. +39 055-8826807

E-mail: [finance@elen.it](mailto:finance@elen.it)

## POLYTEMS HIR

*Financial Communication, IR and Press Office*

**Bianca Fersini Mastelloni** - [b.fersini@polytemshir.it](mailto:b.fersini@polytemshir.it)

**Silvia Marongiu** - [s.marongiu@polytemshir.it](mailto:s.marongiu@polytemshir.it)

Tel. +39 06-69923324