



COMPANY PRESENTATION

CONFERENCE CALL

9M 2023 Financial results
November 15th, 2023



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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.



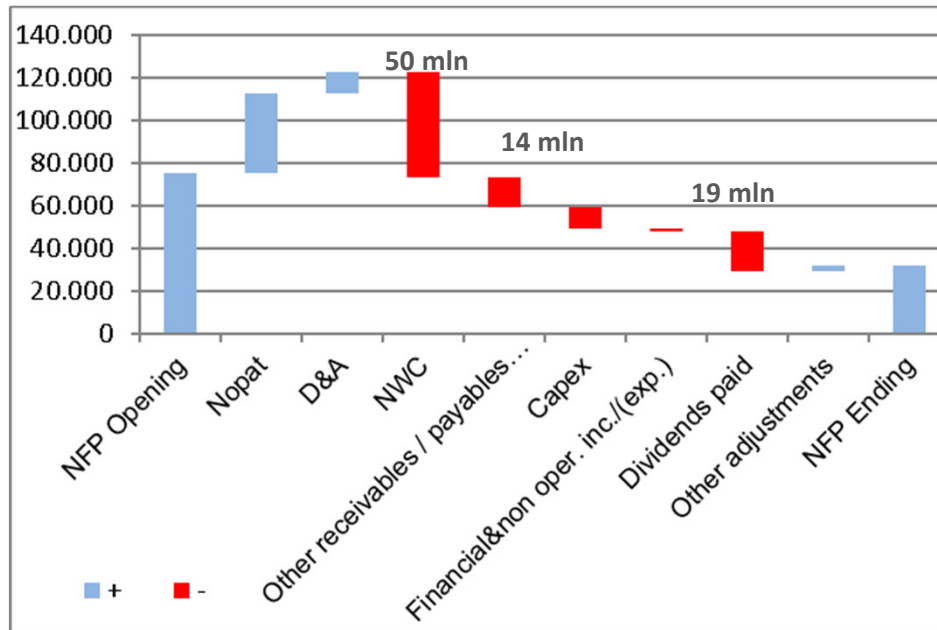
Euro '000	30/09/22	%	30/09/23	%	Var. %
	unaudited		unaudited		
Medical	270.529	55,9%	287.954	58,4%	6,4%
Industrial	213.820	44,1%	205.057	41,6%	-4,1%
Revenues	484.348	100,0%	493.011	100,0%	1,8%
Gross margin	179.496	37,1%	187.211	38,0%	4,3%
Operating Expenses	41.511	8,6%	44.393	9,0%	6,9%
Staff expenses	70.421	14,5%	80.938	16,4%	14,9%
EBITDA	67.564	13,9%	61.880	12,6%	-8,4%
Depr., amort., accruals	9.640	2,0%	10.102	2,0%	4,8%
EBIT	57.924	12,0%	51.778	10,5%	-10,6%
Net financ.income(charges)	(7)	0,0%	(866)	-0,2%	13078,8%
Other income (expense) net	3	0,0%	(42)	0,0%	
EBT	57.920	12,0%	50.870	10,3%	-12,2%

	31/12/22	30/09/23
		unaudited
Net financial position	75.363	32.089

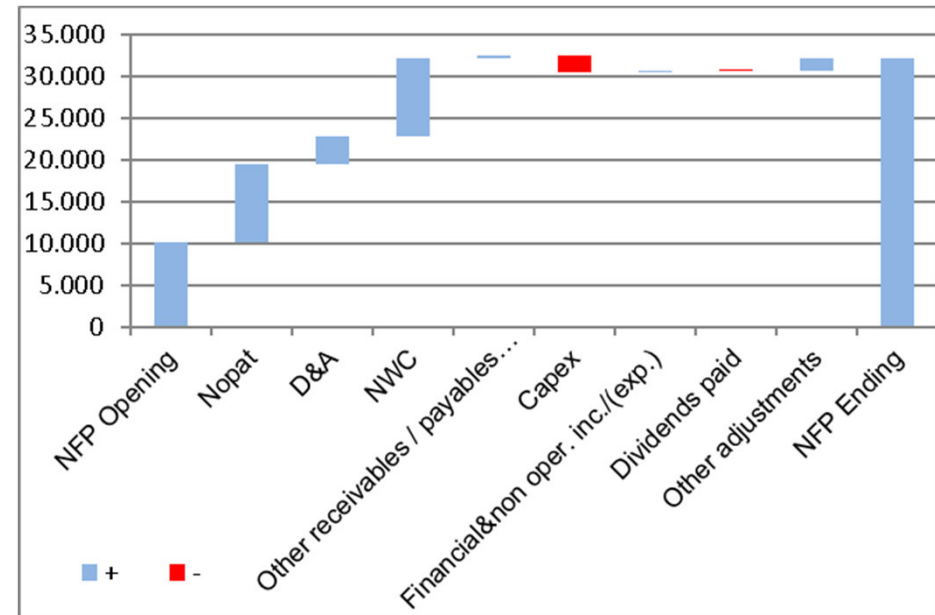
	Euro '000	Q3-2022	%	Q3-2023	%	Var. %
		unaudited		unaudited		
Revenues		157.374	100,0%	147.386	100,0%	-6,3%
Gross margin		57.641	36,6%	55.738	37,8%	-3,3%
Operating Expenses		13.864	8,8%	13.772	9,3%	-0,7%
Staff expenses		23.439	14,9%	25.741	17,5%	9,8%
EBITDA		20.337	12,9%	16.226	11,0%	-20,2%
Depr., amort., accruals		3.804	2,4%	3.322	2,3%	-12,7%
EBIT		16.533	10,5%	12.903	8,8%	-22,0%
Net financ.income(charges)		(261)	-0,2%	162	0,1%	
Other income (expense) net		(4)	0,0%	(38)	0,0%	754,9%
EBT		16.267	10,3%	13.028	8,8%	-19,9%



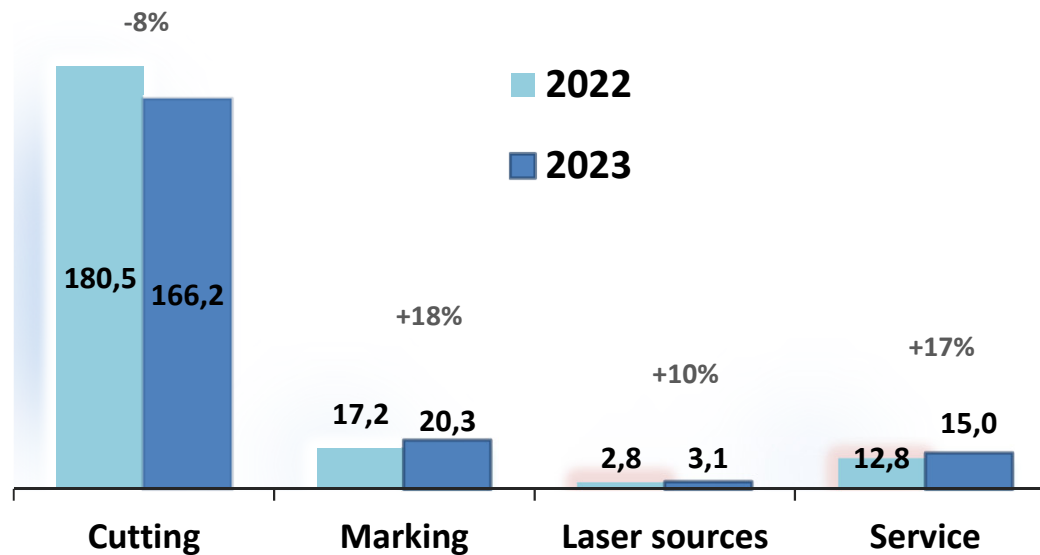
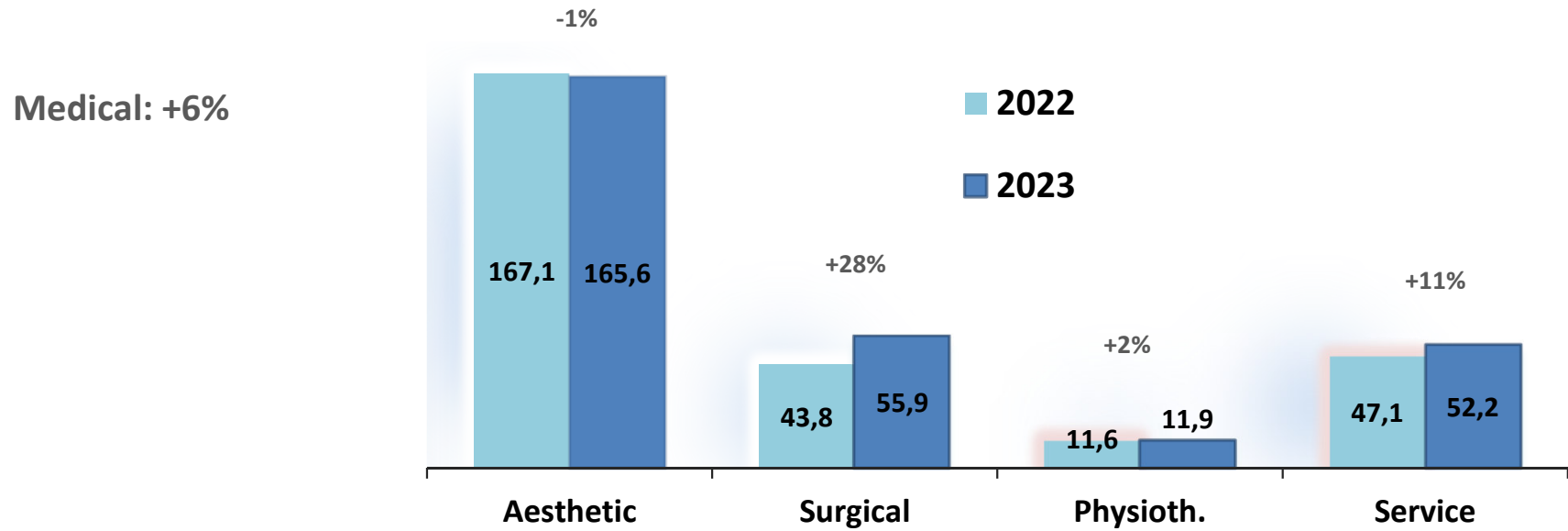
9 months



Q3



ELEN™ Revenue breakdown by business



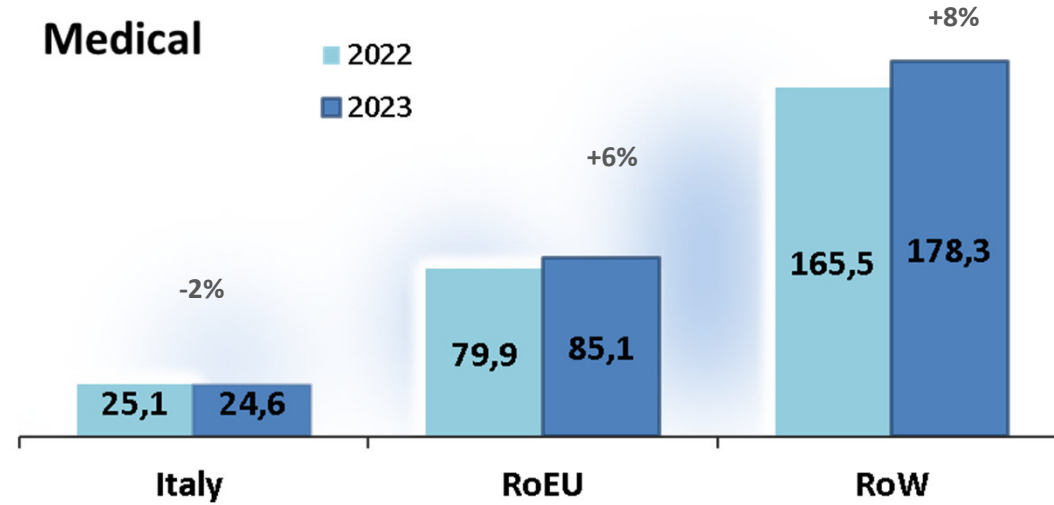
in Euro million

Revenue breakdown by area

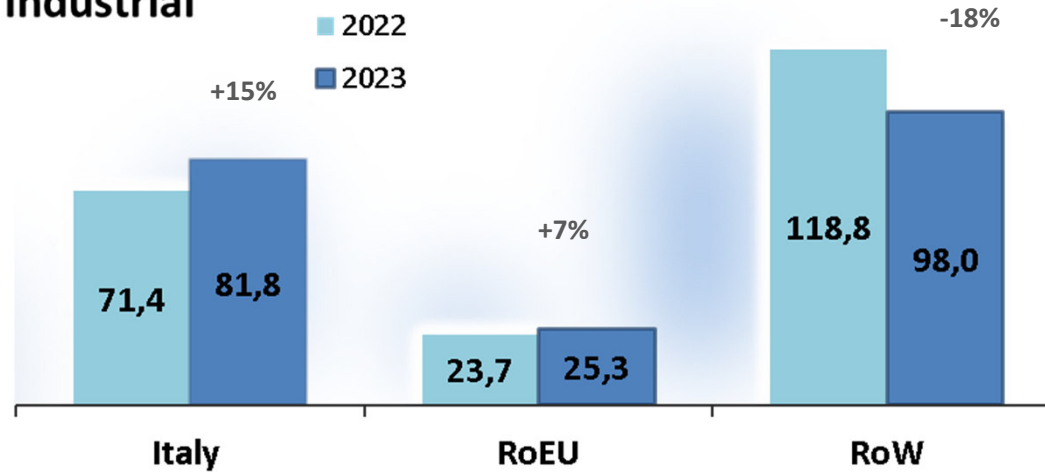


in Euro million

Medical



Industrial





Revenue 2023 > Revenue 2022



EBIT 2023 → EBIT 2022



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