



COMPANY PRESENTATION

Conference Call 9M 2024 Financial results

Nov. 15th, 2024



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HIGHLIGHTS – 9M 2024

Euro '000

P&L	30/09/23 unaudited	%	30/09/24 unaudited	%	Var.%
Revenues	493.011		466.225		-5,4%
EBIT	51.778	10,5%	50.881	10,9%	-1,7%
Revenues	30/09/23	%	30/09/24	%	Var.%
Medical	287.954	58,4%	294.013	63,1%	2,1%
Industrial	205.057	41,6%	172.212	36,9%	-16,0%



INCOME STATEMENT – 9M 2024

Euro '000	30/09/23	%	30/09/24	%	Var. %
	unaudited		unaudited		
Medical	287.954	58,4%	294.013	63,1%	2,1%
Industrial	205.057	41,6%	172.212	36,9%	-16,0%
Revenues	493.011	100,0%	466.225	100,0%	-5,4%
Gross margin	187.211	38,0%	190.282	40,8%	1,6%
Operating Expenses	44.393	9,0%	45.167	9,7%	1,7%
Staff expenses	80.938	16,4%	83.123	17,8%	2,7%
EBITDA	61.880	12,6%	61.992	13,3%	0,2%
Depr., amort., accruals	10.102	2,0%	11.111	2,4%	10,0%
EBIT	51.778	10,5%	50.881	10,9%	-1,7%
Net financ.income(charges)	(866)	-0,2%	(1.621)	-0,3%	87,2%
Other income (expense) net	(42)	0,0%	4.551	1,0%	
EBT	50.870	10,3%	53.810	11,5%	5,8%
	31/12/23		30/09/24		
			unaudited		
Net financial position	54.586		73.872		

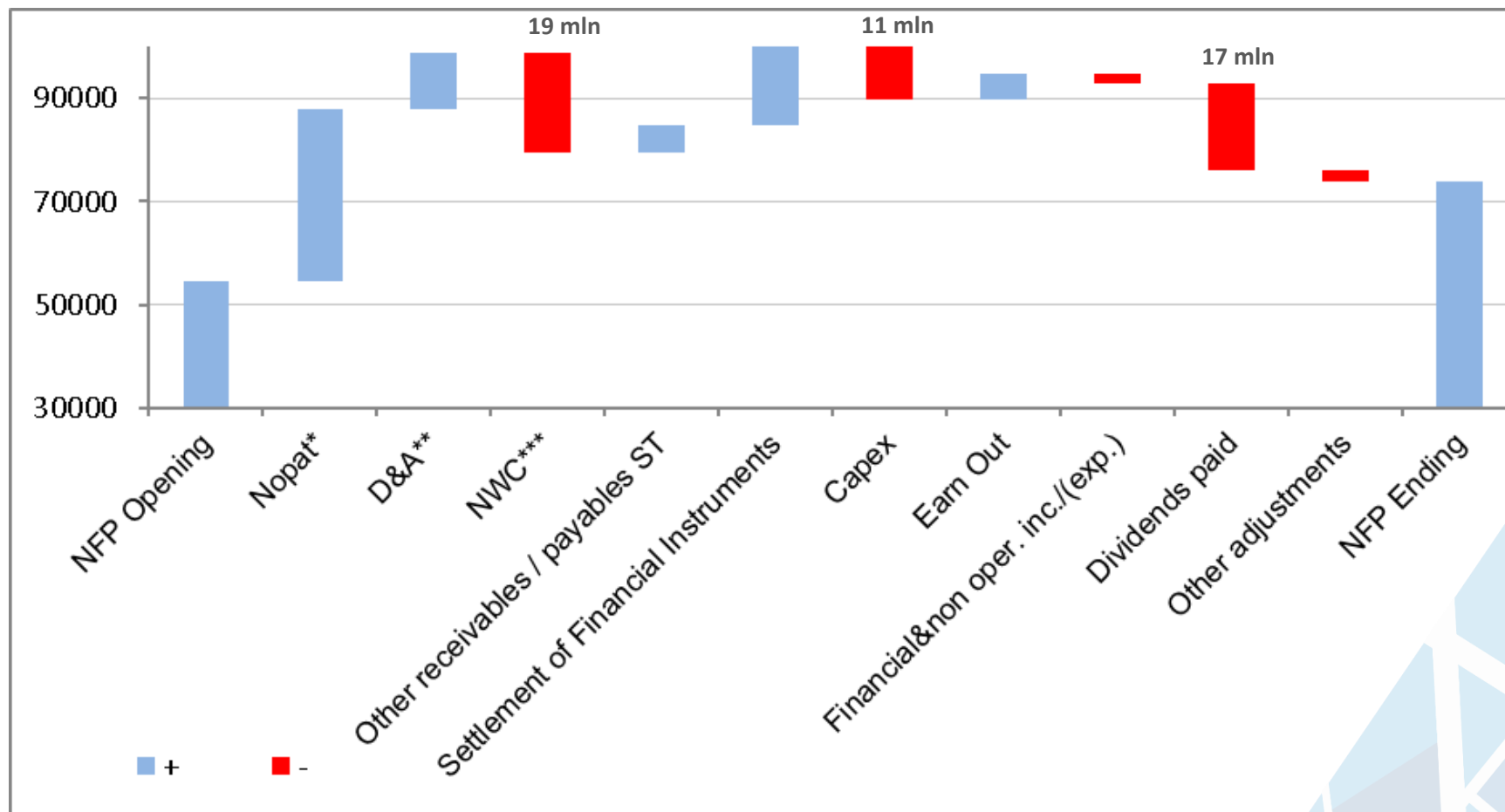


INCOME STATEMENT – Q3 2024

Euro '000	Q3-2023	%	Q3-2024	%	Var. %
	unaudited		unaudited		
Revenues	147.386	100,0%	153.263	100,0%	4,0%
Gross margin	55.738	37,8%	61.476	40,1%	10,3%
Operating Expenses	13.772	9,3%	13.773	9,0%	0,0%
Staff expenses	25.741	17,5%	27.103	17,7%	5,3%
EBITDA	16.226	11,0%	20.601	13,4%	27,0%
Depr., amort., accruals	3.322	2,3%	3.900	2,5%	17,4%
EBIT	12.903	8,8%	16.700	10,9%	29,4%
Net financ.income(charges)	162	0,1%	(1.153)	-0,8%	
Other income (expense) net	(38)	0,0%	(234)	-0,2%	522,8%
EBT	13.028	8,8%	15.313	10,0%	17,5%



Cash Flow – 9M 2024



* Nopat = Ebit - Income tax

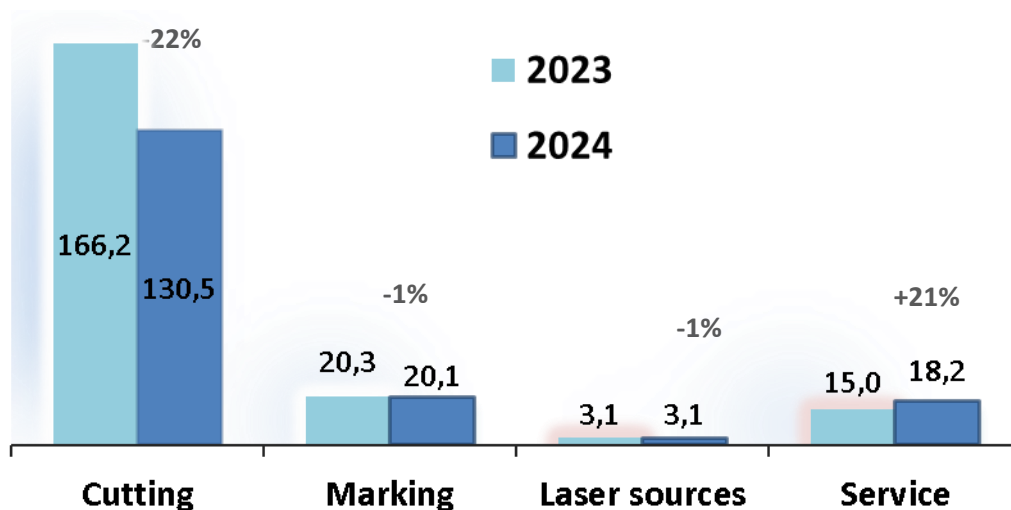
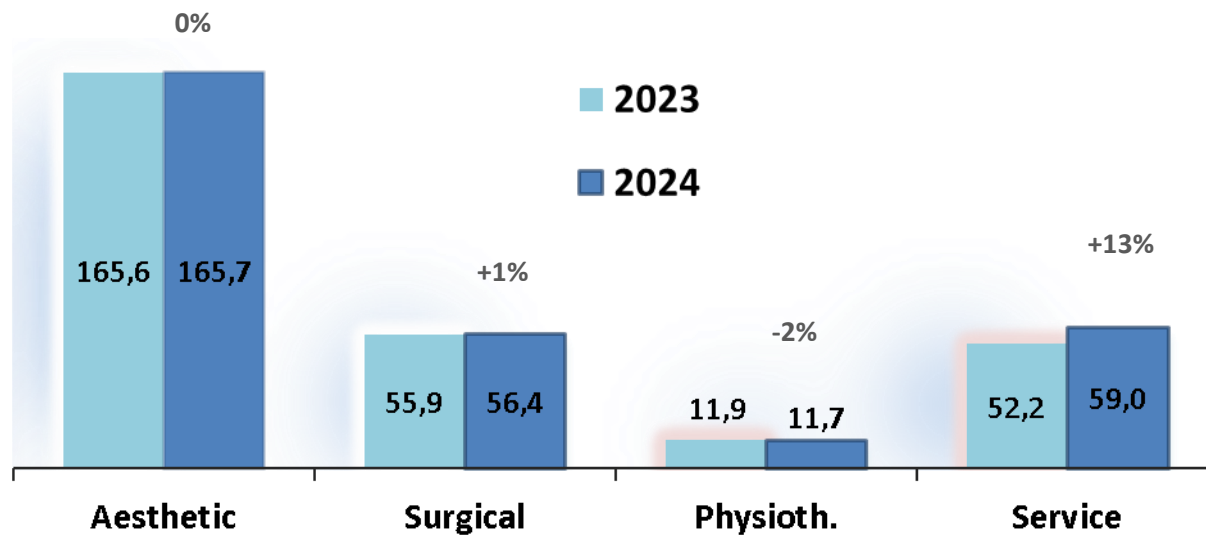
**D&A= Depreciation, Accruals and Devaluation

***NWC= Net Working Capital



Revenue Breakdown by Business

Medical: +2%



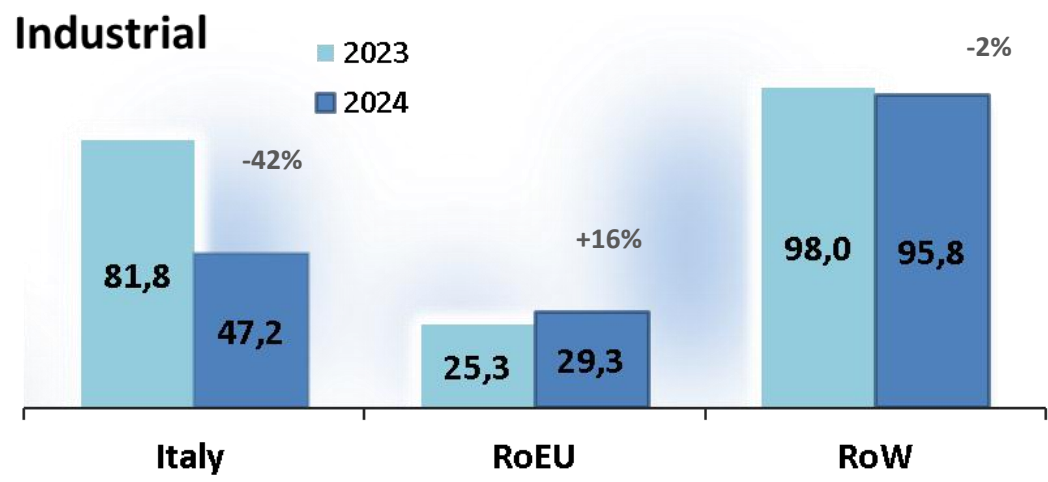
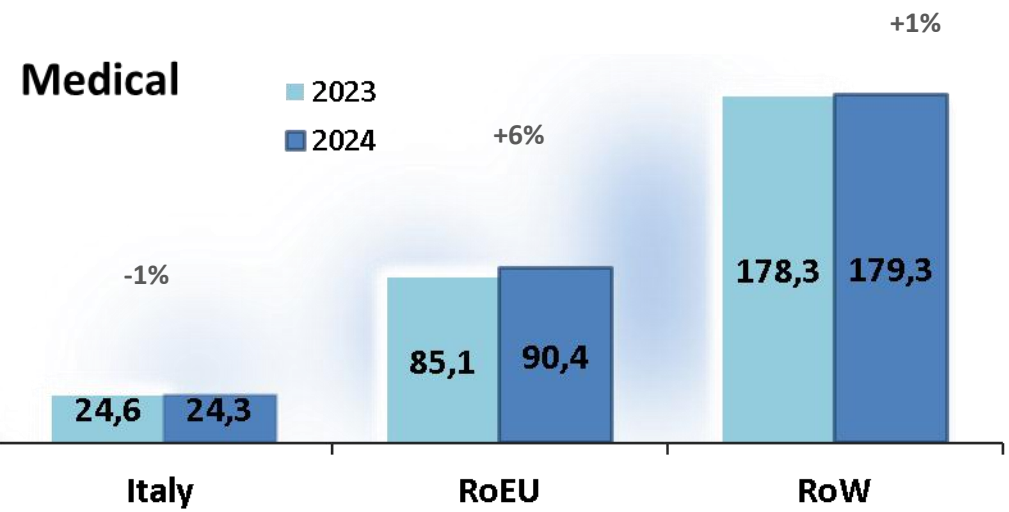
in Euro million

Industrial: -16%



Revenue Breakdown by Area

in Euro million



EBIT 2024 > EBIT 2023





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