



CONFERENCE CALL

9 M-2021 Financial results

November 15th , 2021



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2021 HIGHLIGHTS



Euro '000					
P&L	30/09/20 unaudited	%	30/09/21 unaudited	%	Var.%
Revenues	268.168		405.300		51,1%
EBIT	18.135	6,8%	44.577	11,0%	145,8%
Revenues	30/09/20	%	30/09/21	%	Var.%
Medical	159.742	59,6%	220.476	54,4%	38,0%
Industrial	108.425	40,4%	184.824	45,6%	70,5%

	CAGR 9m 19/21
Consolidated revenues	19,7%
Medical	13,6%
Industrial	28,4%

A stylized world map in shades of blue and white, overlaid with a network of white lines and nodes, suggesting global connectivity and technology. The map is centered on the Atlantic Ocean, with North and South America on the left and Europe and Africa on the right. The lines form a complex web across the continents.

Financial Highlights

Income Statement – 9M 2021



Euro '000	30/09/19 unaudited	%	30/09/20 unaudited	%	30/09/21 unaudited	%	Cagr%
Medical	170.761	60,4%	159.742	59,6%	220.476	54,4%	13,6%
Industrial	112.187	39,6%	108.425	40,4%	184.824	45,6%	28,4%
Revenues	282.948	100,0%	268.168	100,0%	405.300	100,0%	19,7%
Gross margin	111.145	39,3%	94.407	35,2%	150.203	37,1%	16,2%
Operating Expenses	31.032	11,0%	23.978	8,9%	33.984	8,4%	4,6%
Staff expenses	47.497	16,8%	44.659	16,7%	60.556	14,9%	12,9%
EBITDA	32.616	11,5%	25.770	9,6%	55.663	13,7%	30,6%
Depr., amort., accruals	6.171	2,2%	7.635	2,8%	11.086	2,7%	34,0%
EBIT	26.445	9,3%	18.135	6,8%	44.577	11,0%	29,8%
Net financ.income(charges)	1.166	0,4%	(981)	-0,4%	1.156	0,3%	-0,4%
Other income (expense) net	9	0,0%	(279)	-0,1%	(171)	0,0%	
EBT	27.621	9,8%	16.875	6,3%	45.562	11,2%	28,4%

Net financial position

31/12/20

30/09/21
unaudited

64.168

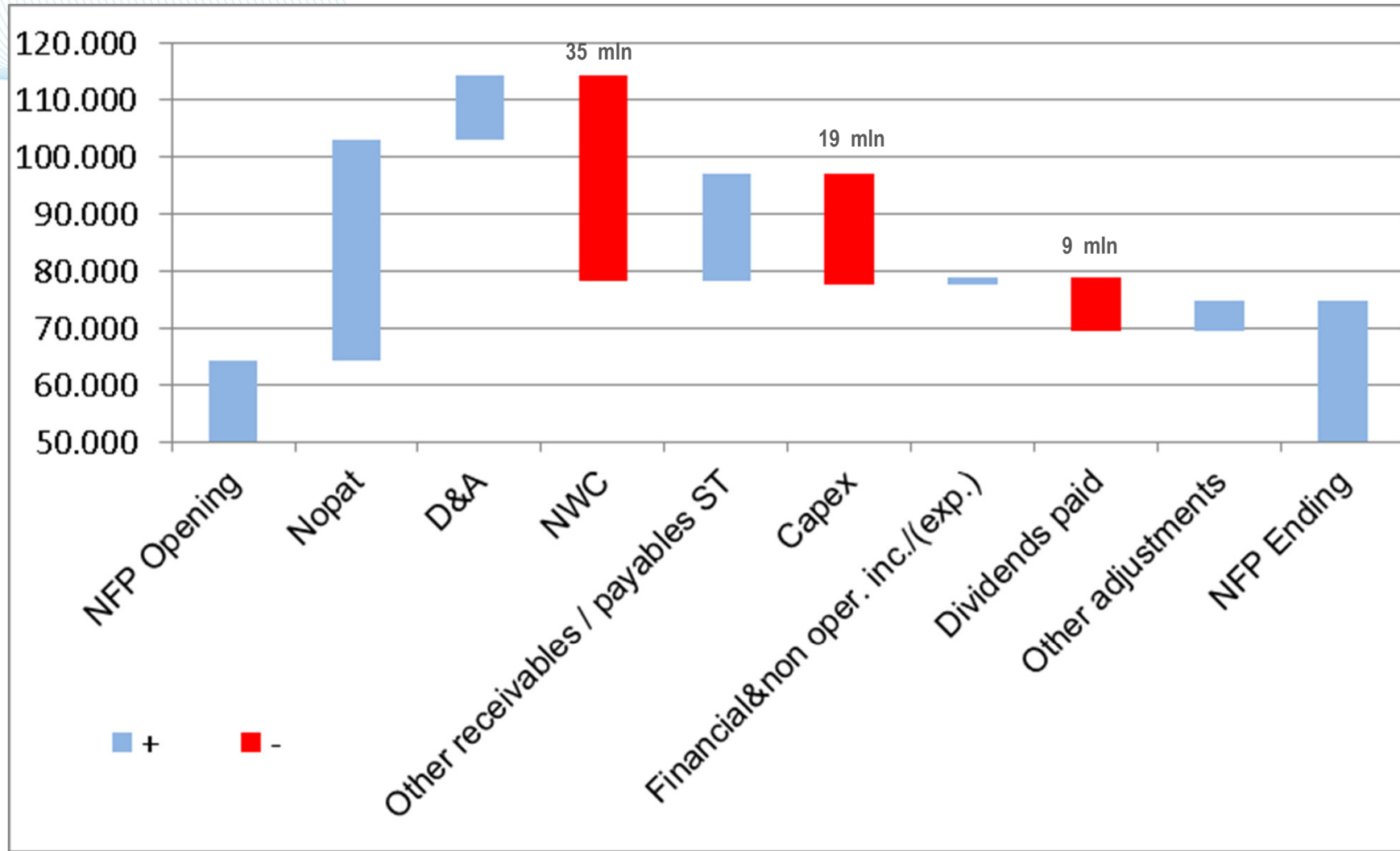
74.743

Income Statement – Q3 2021



Euro '000	Q3-2019 unaudited	%	Q3-2020 unaudited	%	Q3-2021 unaudited	%
Revenues	94.498	100,0%	105.646	100,0%	131.388	100,0%
Gross margin	36.761	38,9%	34.530	32,7%	50.287	38,3%
Operating Expenses	9.516	10,1%	7.920	7,5%	13.221	10,1%
Staff expenses	15.231	16,1%	15.325	14,5%	20.541	15,6%
EBITDA	12.013	12,7%	11.285	10,7%	16.525	12,6%
Depr., amort., accruals	2.280	2,4%	2.438	2,3%	2.805	2,1%
EBIT	9.733	10,3%	8.847	8,4%	13.720	10,4%
Net financ.income(charges)	899	1,0%	(761)	-0,7%	68	0,1%
Other income (expense) net	95	0,1%	(153)	-0,1%	(60)	0,0%
EBT	10.727	11,4%	7.932	7,5%	13.727	10,4%

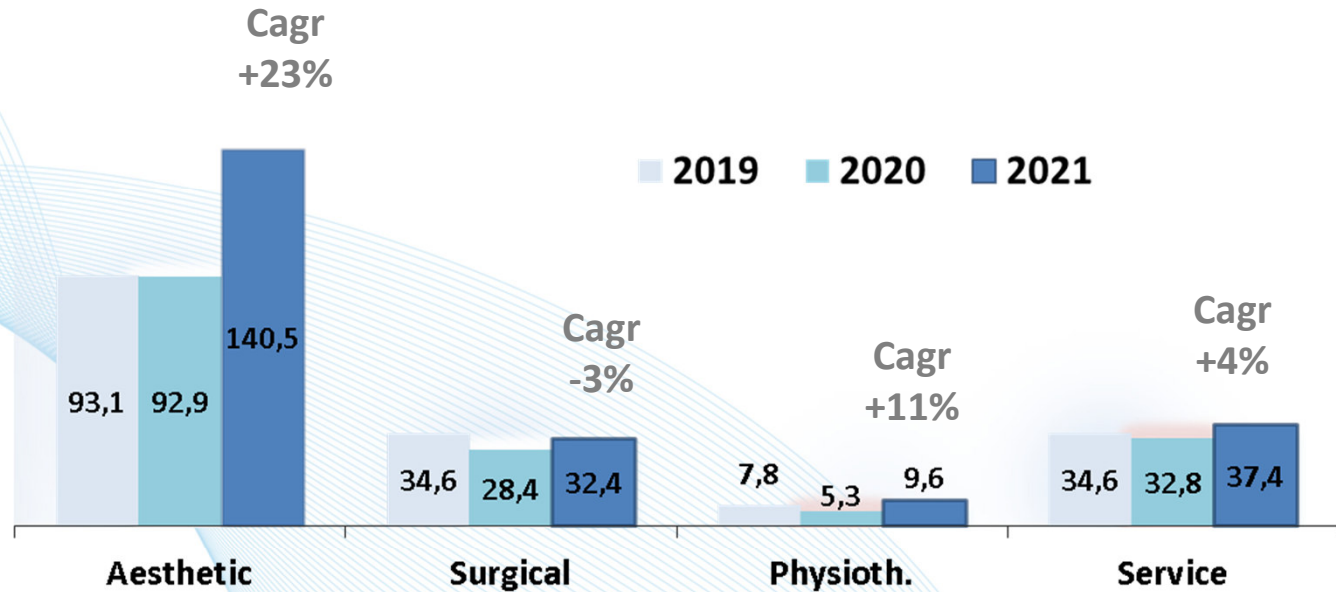
9 Months Cash Flow



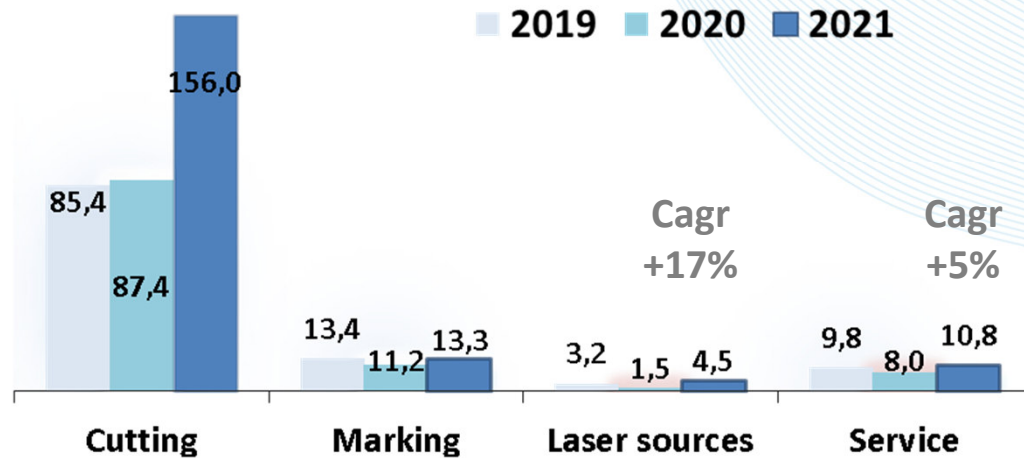
Revenue breakdown by business



Medical
Cagr 19/21:
+14%



Industrial
Cagr 19/21:
+29%

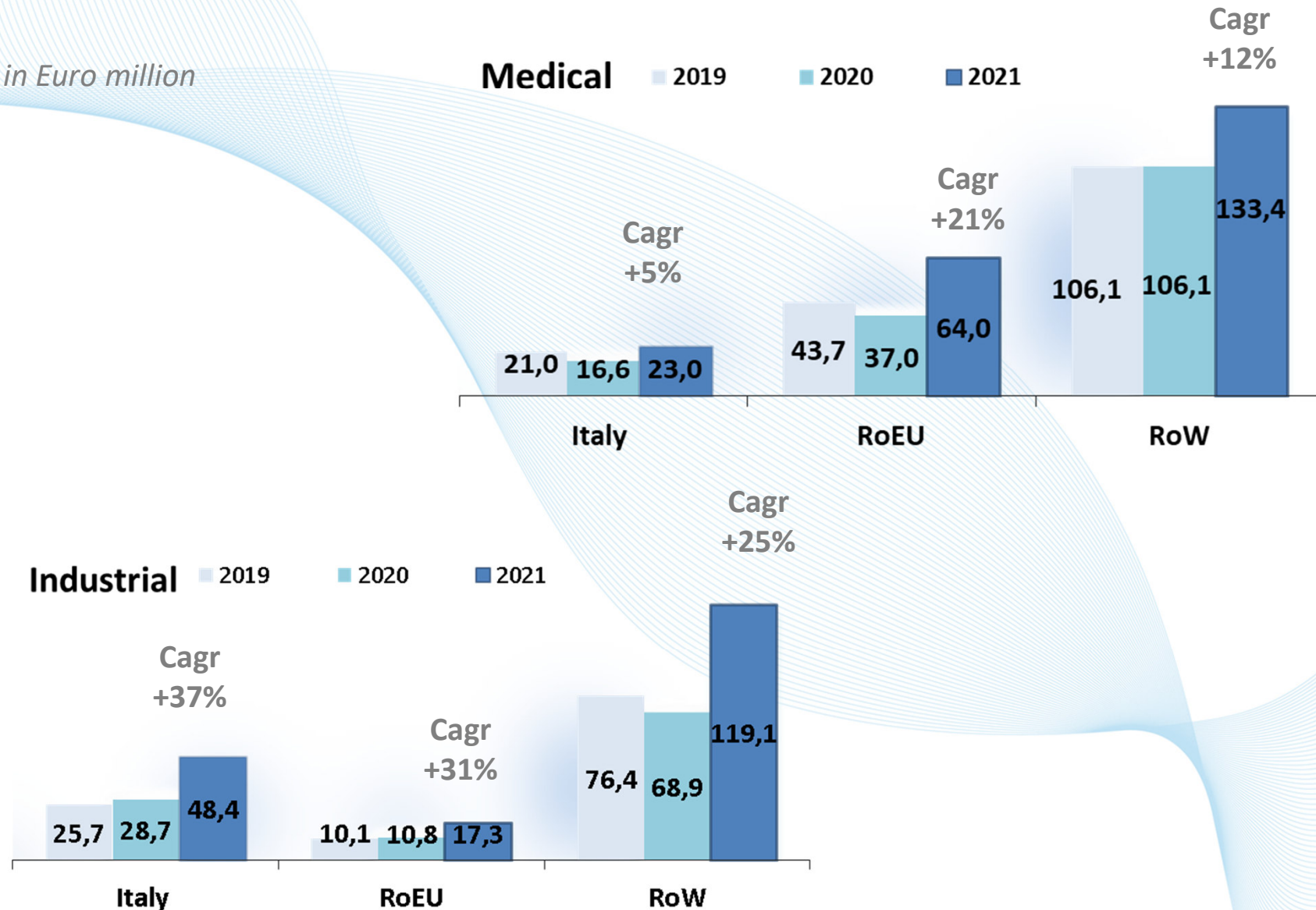


in Euro million

Revenue breakdown by area



in Euro million



2021 Guidance



2021 vs 2020:

Revenue target >550 mln €

EBIT H2 \geq EBIT H1



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