



COMPANY PRESENTATION


CONFERENCE CALL

9M 2022 Financial results

November 15th, 2022



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

| 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% |

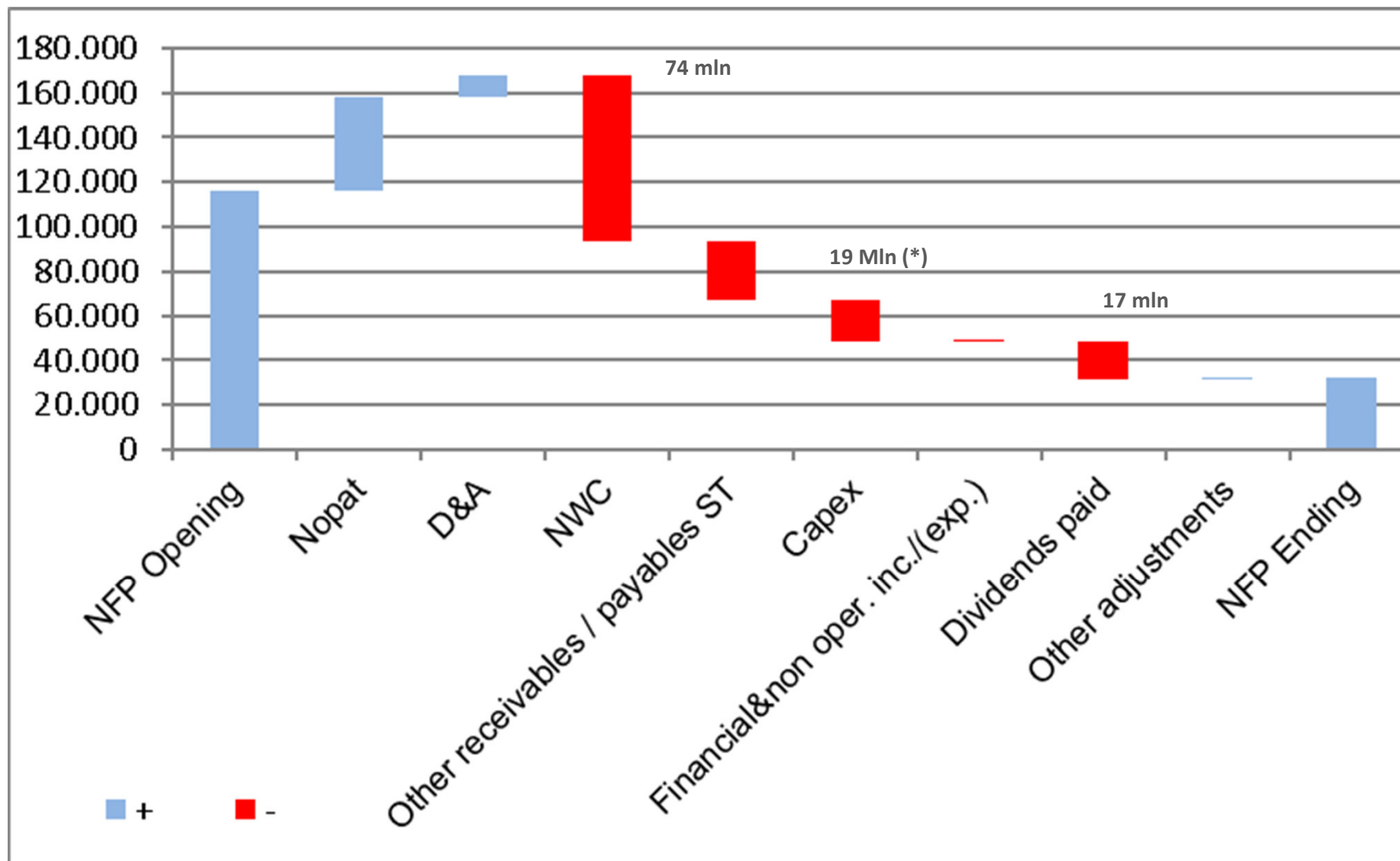
| Revenues | 30/09/21 | % | 30/09/22 | % | Var.% |
|------------|----------|-------|----------|-------|-------|
| Medical | 220.476 | 54,4% | 270.529 | 55,9% | 22,7% |
| Industrial | 184.824 | 45,6% | 213.820 | 44,1% | 15,7% |



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



| | 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% |
| Revenues | | 405.300 | 100,0% | 484.348 | 100,0% | 19,5% |
| Gross margin | | 150.203 | 37,1% | 179.496 | 37,1% | 19,5% |
| Operating Expenses | | 33.984 | 8,4% | 41.511 | 8,6% | 22,1% |
| Staff expenses | | 60.556 | 14,9% | 70.421 | 14,5% | 16,3% |
| EBITDA | | 55.663 | 13,7% | 67.564 | 13,9% | 21,4% |
| Depr., amort., accruals | | 11.086 | 2,7% | 9.640 | 2,0% | -13,0% |
| EBIT | | 44.577 | 11,0% | 57.924 | 12,0% | 29,9% |
| Net financ.income(charges) | | 1.156 | 0,3% | (7) | 0,0% | |
| Other income (expense) net | | (171) | 0,0% | 3 | 0,0% | |
| EBT | | 45.562 | 11,2% | 57.920 | 12,0% | 27,1% |
| | | 31/12/21 | | 30/09/22 | | |
| | | | | unaudited | | |
| Net financial position | | 115.766 | | 32.007 | | |

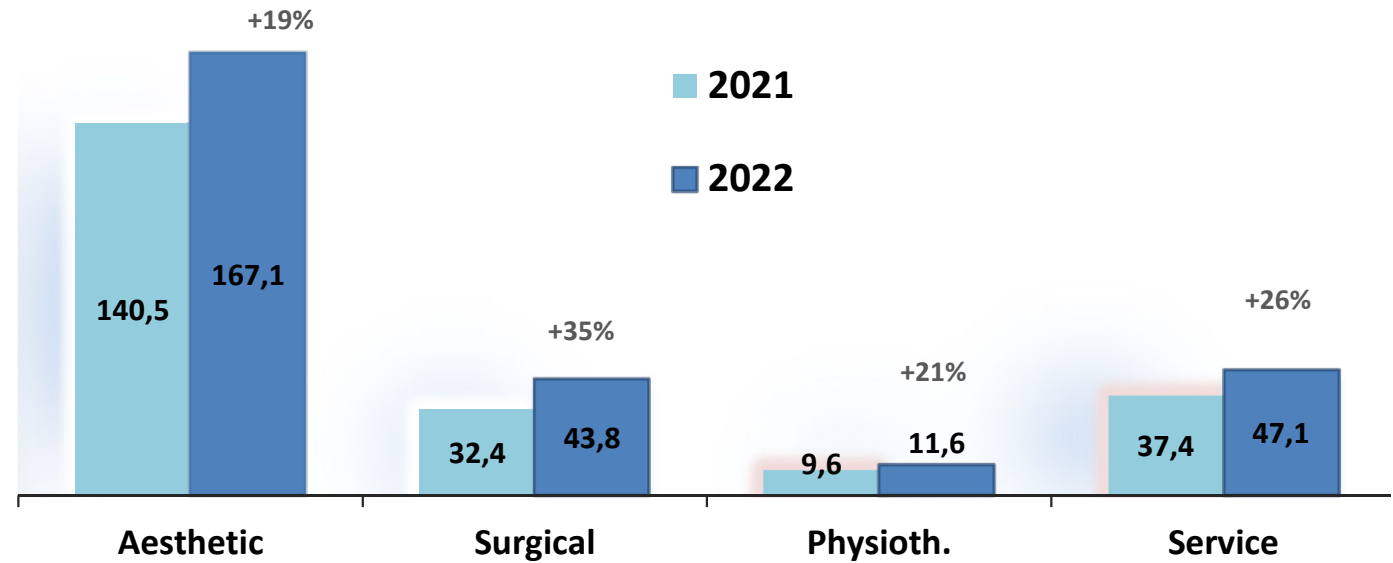


(*) 19 mln= 16 capex + 3 medium/long - term cash investment

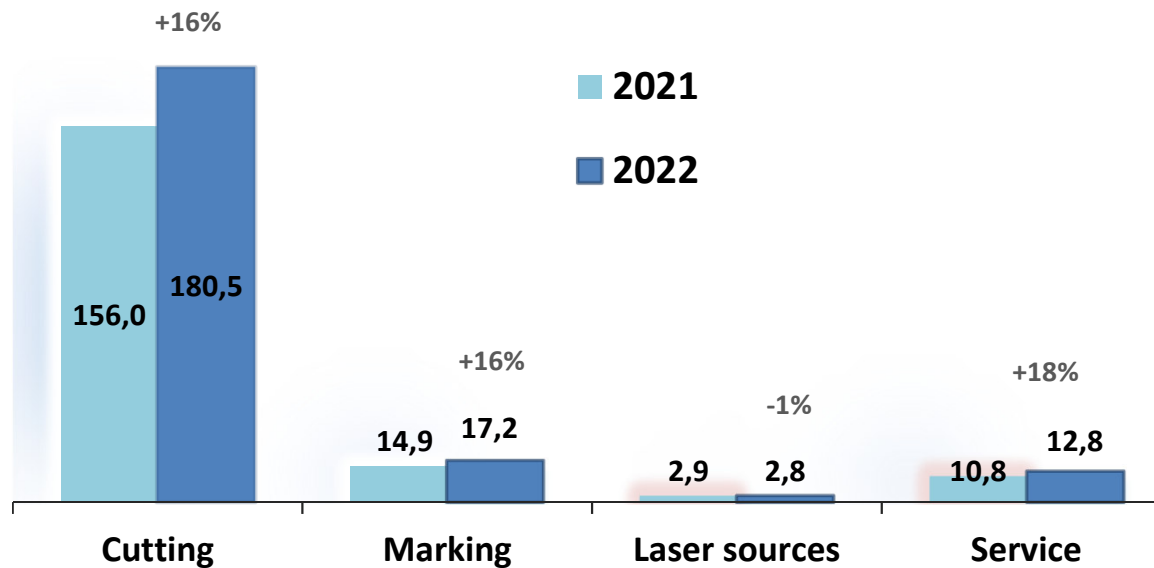
ELEN™ Revenue breakdown by business



Medical: +23%



+16%



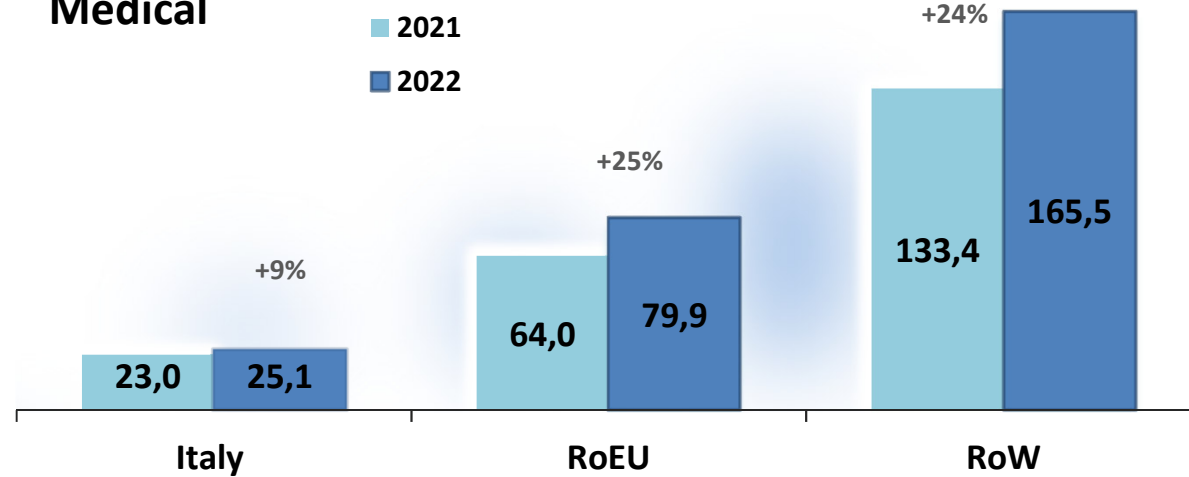
Industrial: +16%

in Euro million

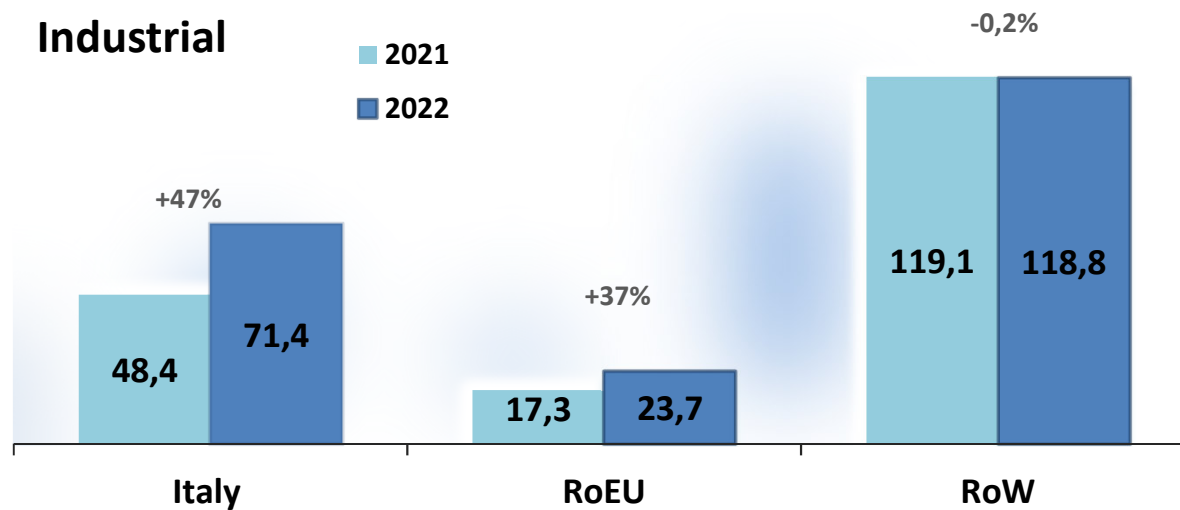


in Euro million

Medical



Industrial







CONTACTS

El.En. S.P.A.

Enrico Romagnoli

Investor Relations Manager

tel. +39 055-8826807

E-mail: finance@elen.it

POLYTEMS HIR

Financial Communication, IR and Press Office

Bianca Fersini Mastelloni - b.fersini@polytemshir.it

Silvia Marongiu - s.marongiu@polytemshir.it

Tel. +39 06-69923324