



# CONFERENCE CALL

Q1 2022 Financial results

May 16<sup>th</sup> , 2022



# DISCLAIMER

*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.*

# 2022 HIGHLIGHTS



Euro '000

P&L	31/03/21 unaudited	%	31/03/22 unaudited	%	Var.%
Revenues	116.367		144.384		24,1%
EBIT	12.935	11,1%	17.079	11,8%	32,0%

Revenues	31/03/21	%	31/03/22	%	Var.%
Medical	67.234	57,8%	87.179	60,4%	29,7%
Industrial	49.133	42,2%	57.205	39,6%	16,4%

A stylized world map in shades of blue and white, overlaid with a network of glowing 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.

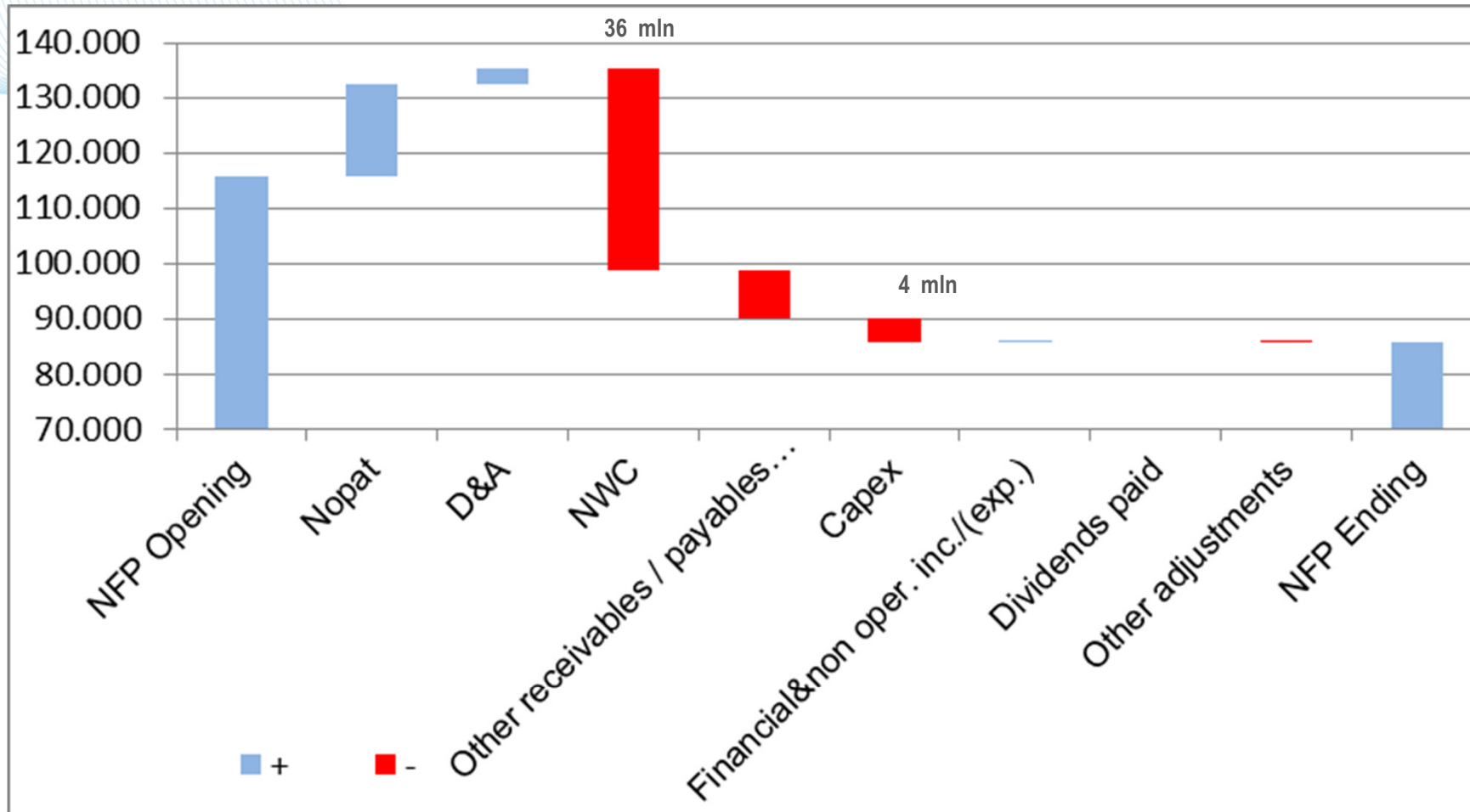
# Financial Highlights

# Income Statement – Q1 2022



Euro '000	31/03/21 unaudited	%	31/03/22 unaudited	%
Medical	67.234	57,8%	87.179	60,4%
Industrial	49.133	42,2%	57.205	39,6%
<b>Revenues</b>	<b>116.367</b>	<b>100,0%</b>	<b>144.384</b>	<b>100,0%</b>
<b>Gross margin</b>	<b>43.642</b>	<b>37,5%</b>	<b>55.013</b>	<b>38,1%</b>
Operating Expenses	8.818	7,6%	11.841	8,2%
Staff expenses	19.263	16,6%	23.097	16,0%
<b>EBITDA</b>	<b>15.561</b>	<b>13,4%</b>	<b>20.075</b>	<b>13,9%</b>
Depr., amort., accruals	2.627	2,3%	2.996	2,1%
<b>EBIT</b>	<b>12.935</b>	<b>11,1%</b>	<b>17.079</b>	<b>11,8%</b>
Net financ.income(charges)	1.228	1,1%	473	0,3%
Other income (expense) net	(64)	-0,1%	(7)	0,0%
<b>EBT</b>	<b>14.099</b>	<b>12,1%</b>	<b>17.545</b>	<b>12,2%</b>
	31/12/21		31/03/22 unaudited	
<b>Net financial position</b>	<b>115.766</b>		<b>85.800</b>	

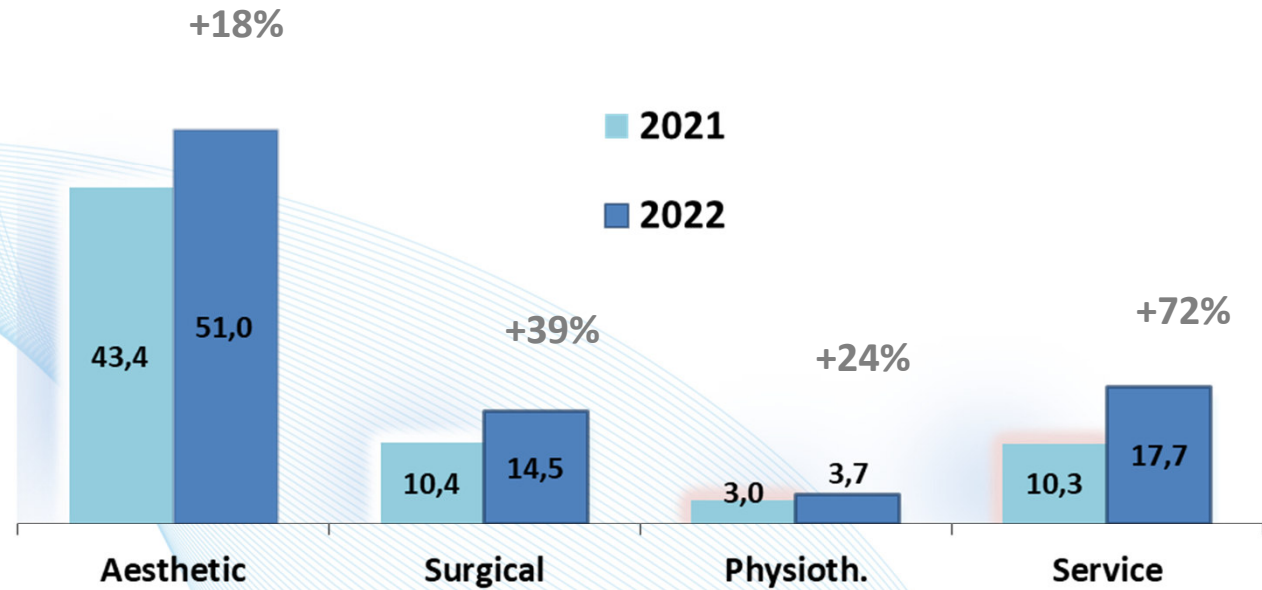
# Cash Flow



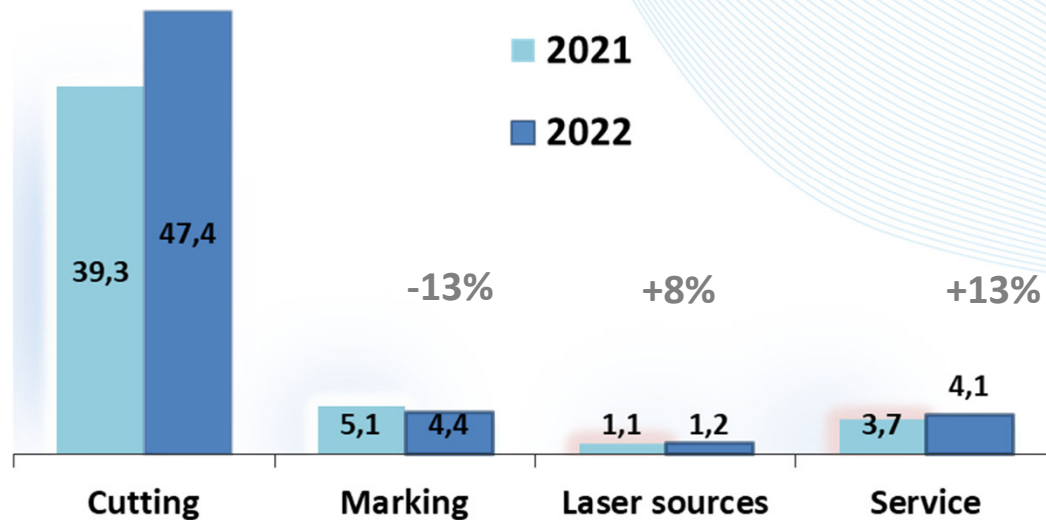
# Revenue breakdown by business



Medical: +30%



+21%



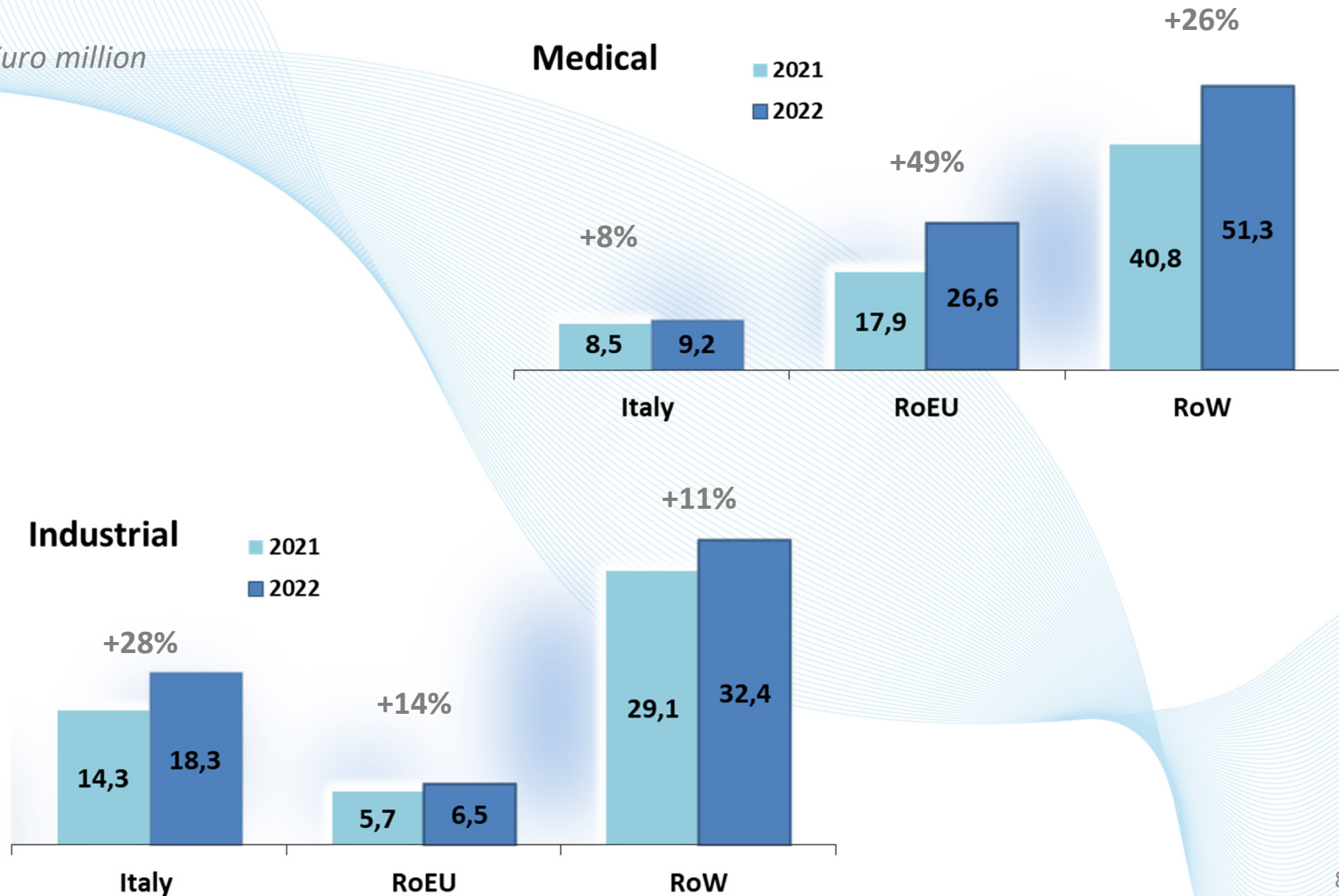
Industrial: +16%

in Euro million

# Revenue breakdown by area



in Euro million





# 2022 Guidance



**2022 vs 2021:**

**Revenue increase > +10%**

**EBIT 2022 > EBIT 2021**



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## Industrial and Medical Laser Solutions

