



ANTARES VISION GROUP

POLYTEMS | HIR

ITALIAN DAY IN FRANKFURT

January 24th, 2023

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9M / 3Q 2022 RESULTS

HIGHLIGHTS

9M 2022 - GROWTH IN SALES & DOUBLE-DIGIT ORDERS INCREASE

1

Consolidated Sales increased in 9M 2022 +12% YoY and up by 9% in 3Q22

registering a strong growth in Smart Data/SaaS
(+214% YoY) and America (+49% YoY)

2

9M 2022 strong orders growth +31% YoY

- Within Technological Solution: Inspection, T&T and Smart Data increasing by 45%, 33% and 23% respectively.
- Within Business Model: Equipment, Service and Smart Data/SaaS growing by 27%, 47% and 31% respectively

Technological Solution

Integration of all Solutions in the Group continues, in order to offer a complete and distinctive ecosystem

1

In 9M 2022 all our Solutions, with the exception of LF Inspection, show significant growth

Although, LF Inspection shows +40% in 3Q 22 vs. -21% in 1H 2022

2

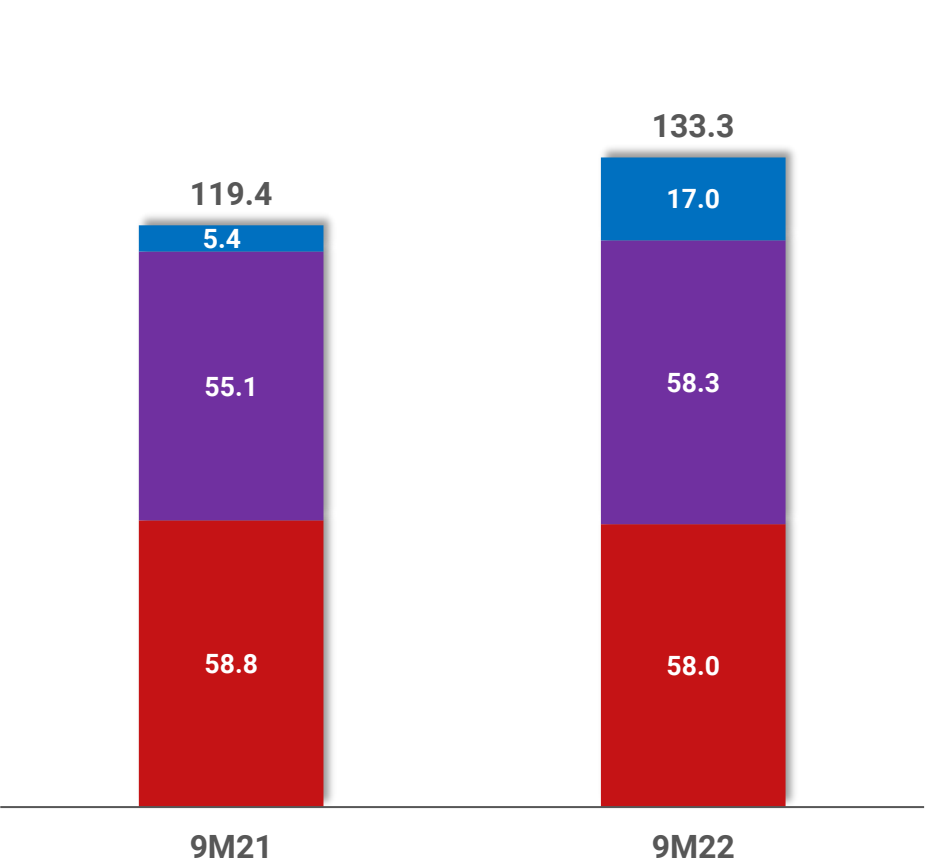
Smart Data up +214% YoY in 9M 2022, registering a further acceleration in 3Q22 (+260% YoY)

REVENUES BY TECHNOLOGICAL SOLUTIONS – 9M 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

■ Inspection ■ T&T (L1-L4) ■ Smat Data

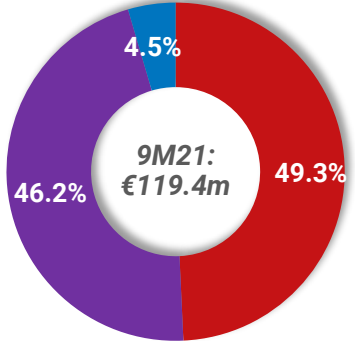
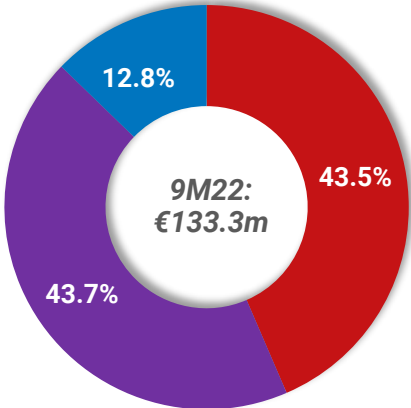


+11.7% YoY

+213.7% YoY

+5.7% YoY

-1.3% YoY



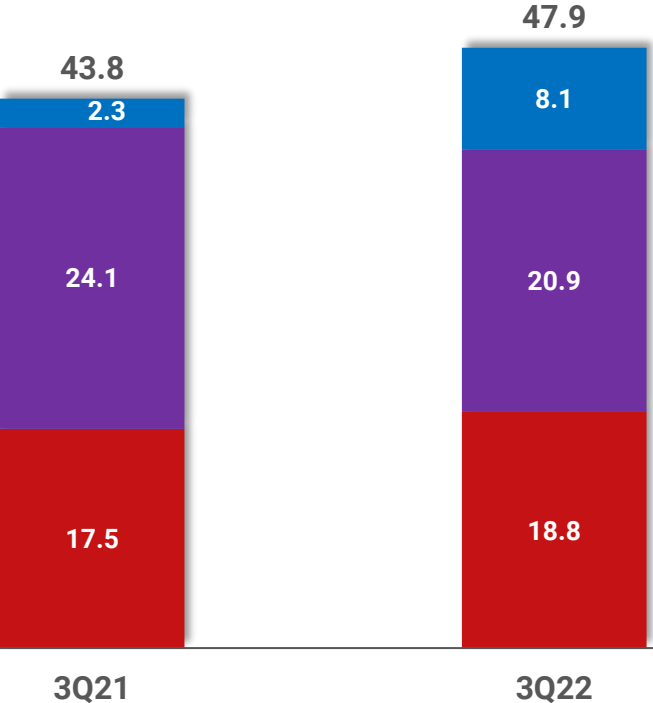
Source: Antares Vision Group

REVENUES BY TECHNOLOGICAL SOLUTIONS – 3Q 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

■ Inspection ■ T&T (L1-L4) ■ Smat Data

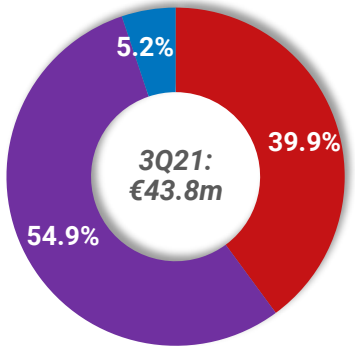
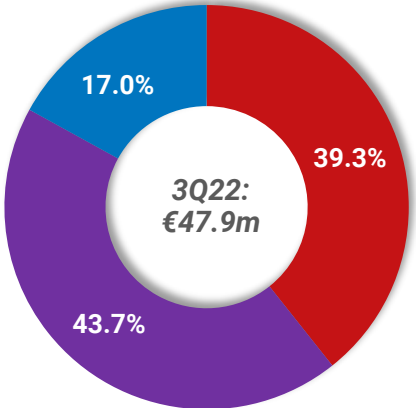


+9.3% YoY

+260.5% YoY

-13.1% YoY

+7.6% YoY



Source: Antares Vision Group

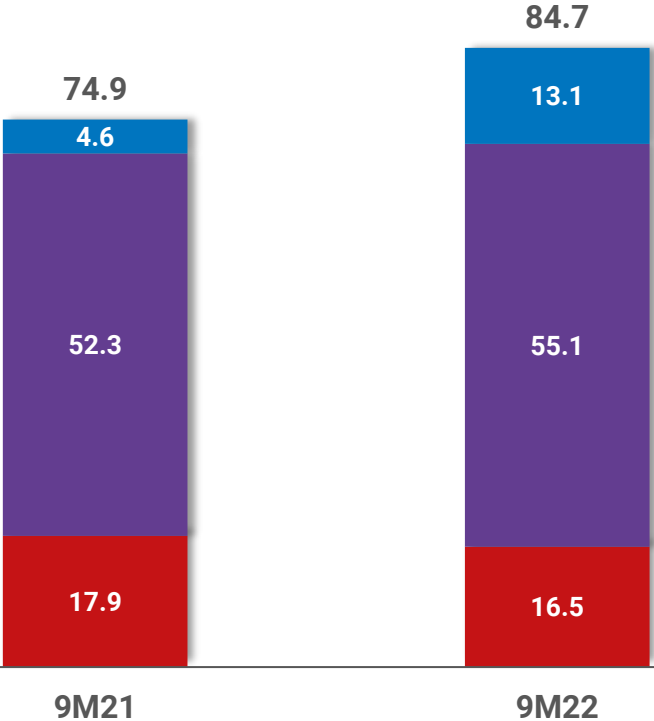
REVENUES BY TECHNOLOGICAL SOLUTIONS

LIFE SCIENCE – 9M 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

■ Inspection ■ T&T (L1-L4) ■ Smat Data

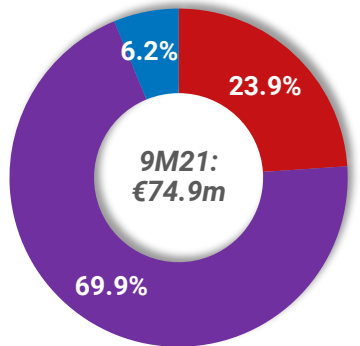
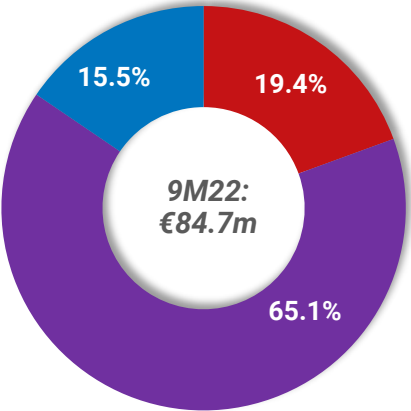


+13.0% YoY

+182.3% YoY

+5.3% YoY

-8.2% YoY



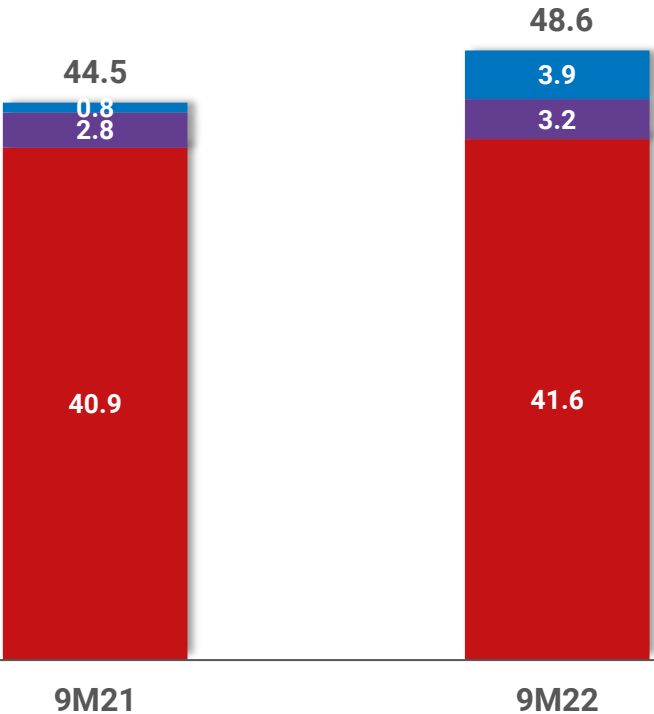
REVENUES BY TECHNOLOGICAL SOLUTIONS

FMCG – 9M 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

■ Inspection ■ T&T (L1-L4) ■ Smat Data

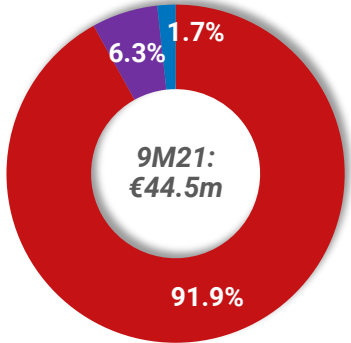
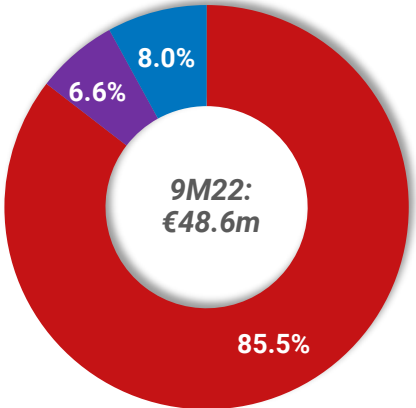


+9.4% YoY

+402.8% YoY

+13.6% YoY

+1.6% YoY



Business Model

Focus on easier scalable Business Model: 44% of revenues in Life Cycle Services and Smart Data/SaaS

1

In 9M 2022 considerable growth in Services and SaaS/Smart Data continued: +49% and +94% respectively

These results confirm Antares Vision Group's positioning in data management through digitalization and, more generally, in the generation of recurring and higher-margin revenues

2

Life Cycle Services and Smart Data/SaaS account for 44% of total revenues in the 9M 2022

In 9M 2021 the same revenues were 29% of revenues and in FY 2021 31%

3

The downward trend in Equipment, recorded in 1H22 mainly due to delay in deliveries, continued in 3Q22

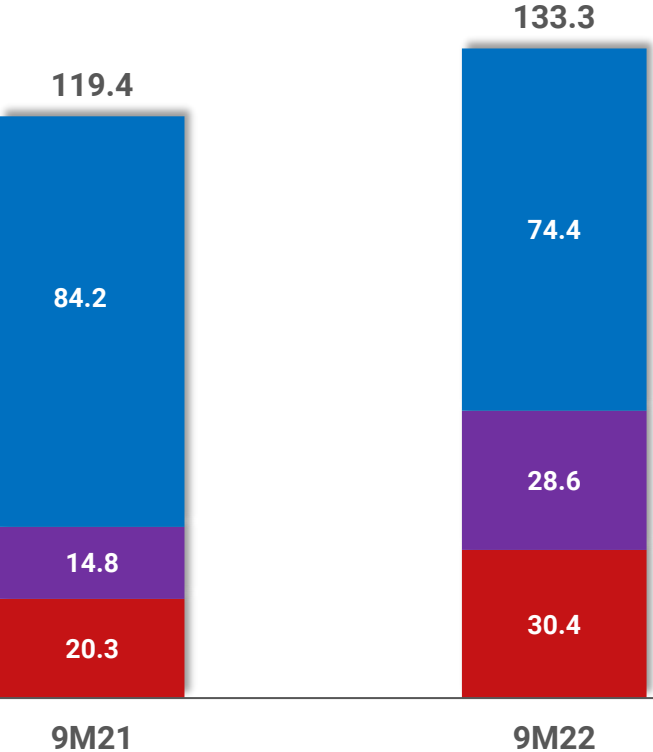
But recovery is expected in the last quarter

REVENUES BY BUSINESS MODEL – 9M 2022

REVENUES BY BUSINESS MODEL (€M)

REVENUES BY BUSINESS MODEL (%)

■ Services ■ Smart Data/SaaS ■ Equipment

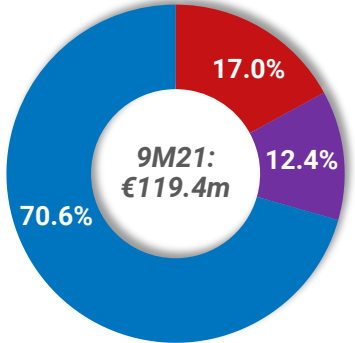
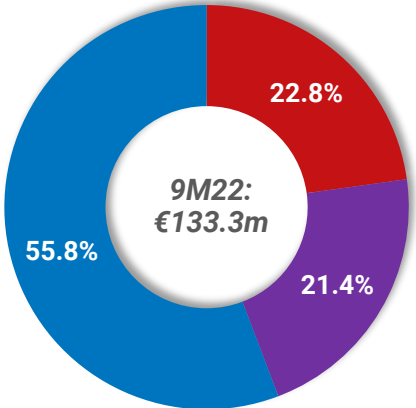


+11.7% YoY

-11.8% YoY

+93.5% YoY

+49.3% YoY



RECURRING BUSINESS 44% VS 29% IN 9M 2021

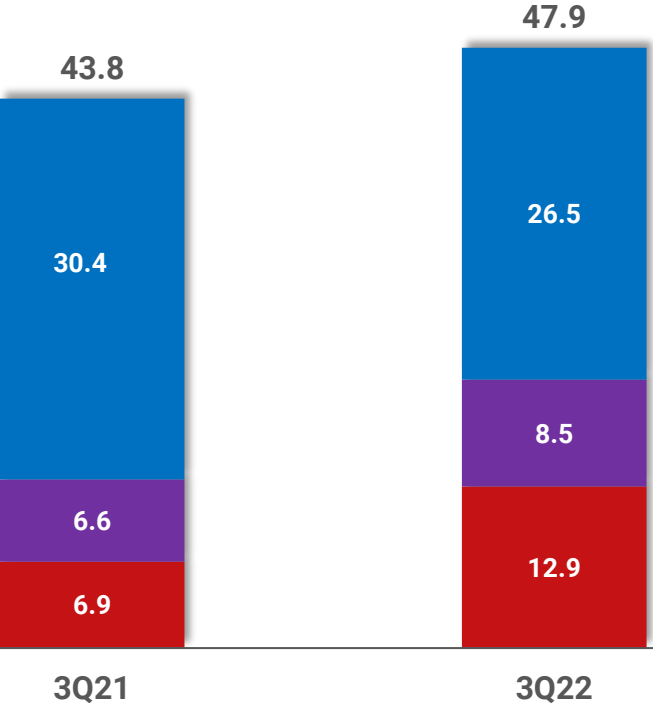
Source: Antares Vision Group

REVENUES BY BUSINESS MODEL – 3Q 2022

REVENUES BY BUSINESS MODEL (€M)

REVENUES BY BUSINESS MODEL (%)

■ Services ■ Smart Data/SaaS ■ Equipment

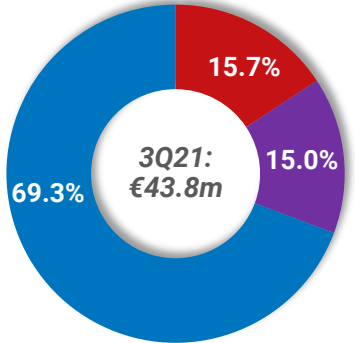
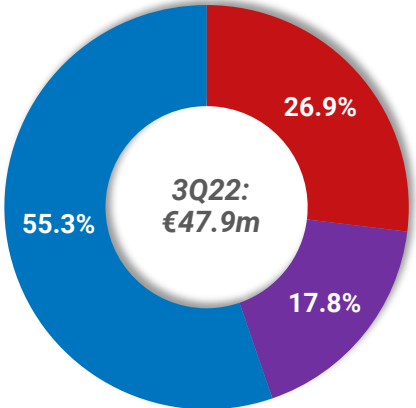


+9.3% YoY

-12.9% YoY

+29.9% YoY

+87.1% YoY



Source: Antares Vision Group

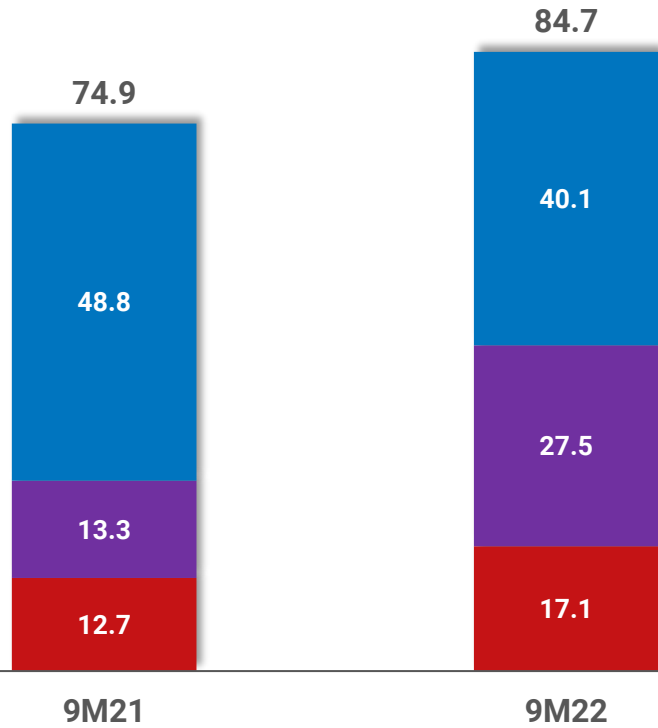
REVENUES BY BUSINESS MODEL

LIFE SCIENCE – 9M 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

■ Services ■ Smart Data/SaaS ■ Equipment

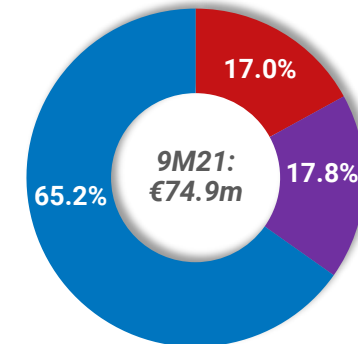
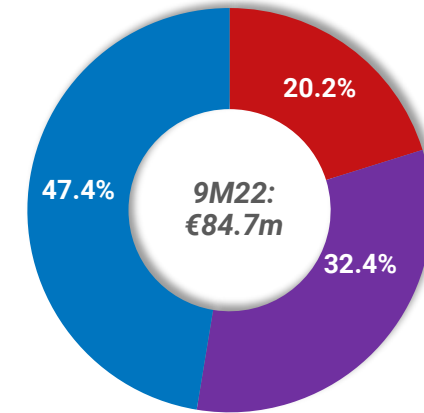


+13.0% YoY

-17.8% YoY

+106.3% YoY

+34.1% YoY



RECURRING BUSINESS 53% VS 26% IN 9M 2021

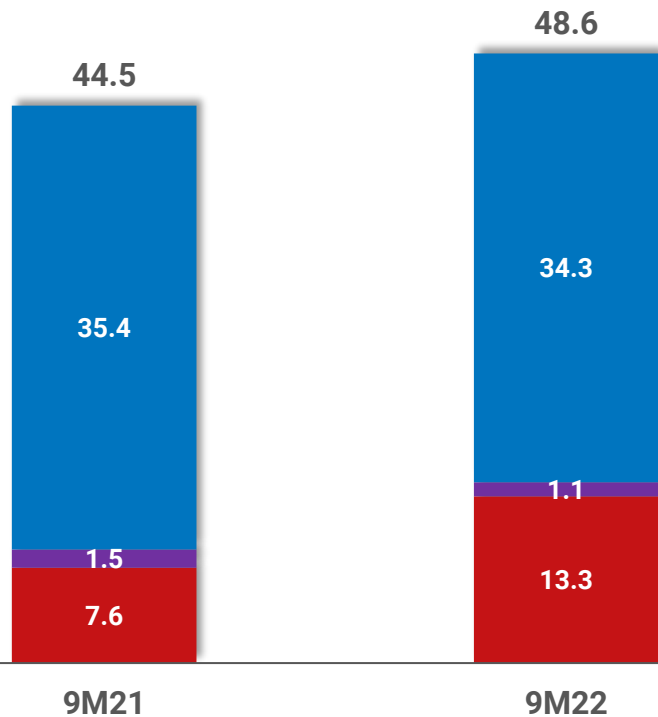
REVENUES BY BUSINESS MODEL

FMCG – 9M 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

■ Services ■ Smart Data/SaaS ■ Equipment

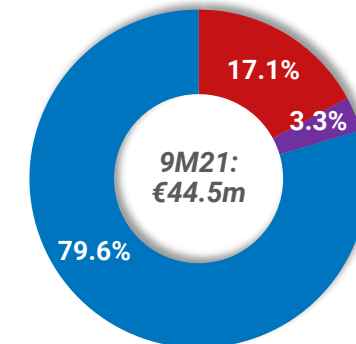
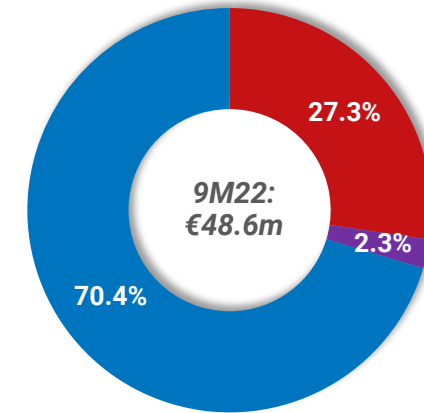


+9.4% YoY

-3.4% YoY

-22.8% YoY

+74.8% YoY



RECURRING BUSINESS 30% VS 20% IN 9M 2021

Geographic Areas:
48% of the business
outside Europe

1

Important contribution, both in absolute terms (9M22 €52m vs €35m in 9M21) and in terms of growth (+49%) is provided by the Americas

2

Europe shows a recovery driven by the Eastern part (9M22 €42m vs €41m in 9M21), with an increase of 3% YoY

3

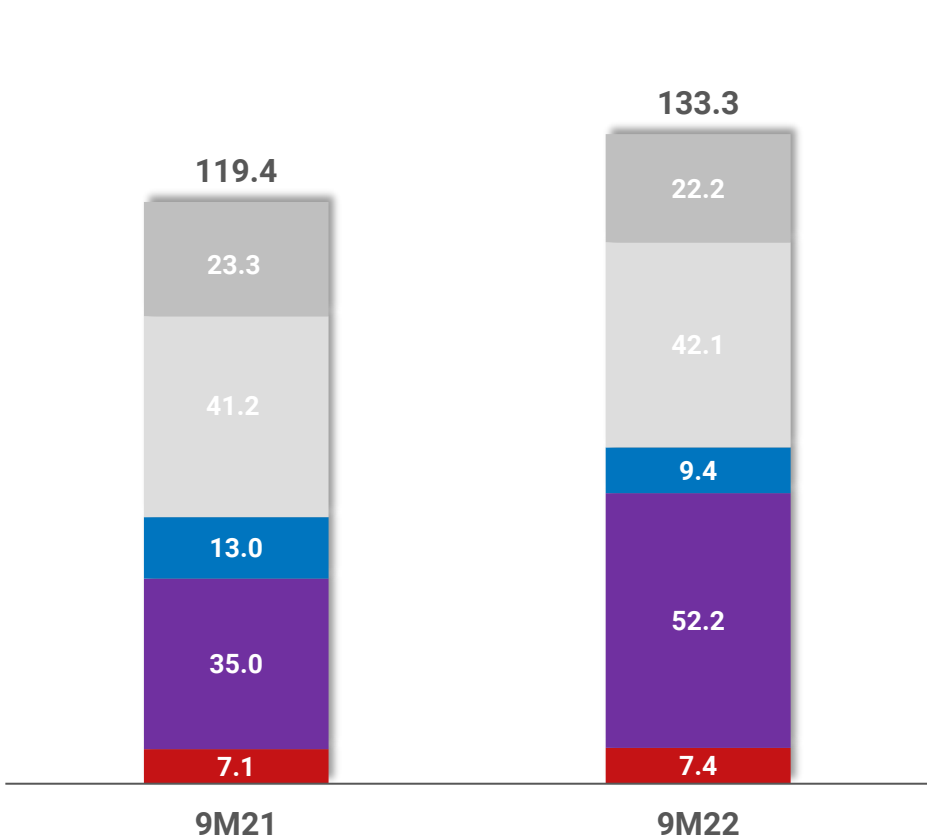
3Q 2022: turnaround for the Italian market with revenues up more than +50%; Africa & Middle East see a strong acceleration +128% YoY

REVENUES BY GEOGRAPHY – 9M 2022

REVENUES BY GEOGRAPHY (€M)

REVENUES BY GEOGRAPHY (%)

■ Africa and Middle East ■ America ■ Asia ■ Europe ■ Italy



+11.7% YoY

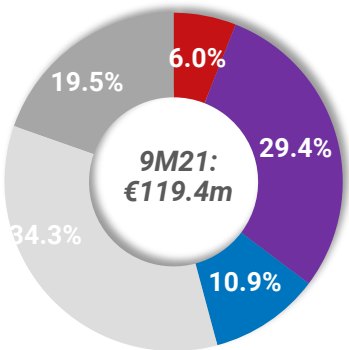
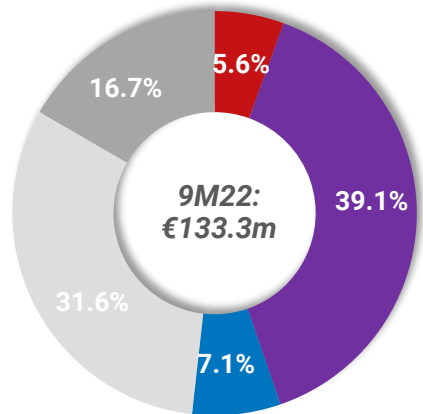
-4.5% YoY

+2.7 YoY

-27.3% YoY

+48.9% YoY

+3.7% YoY



Source: Antares Vision Group

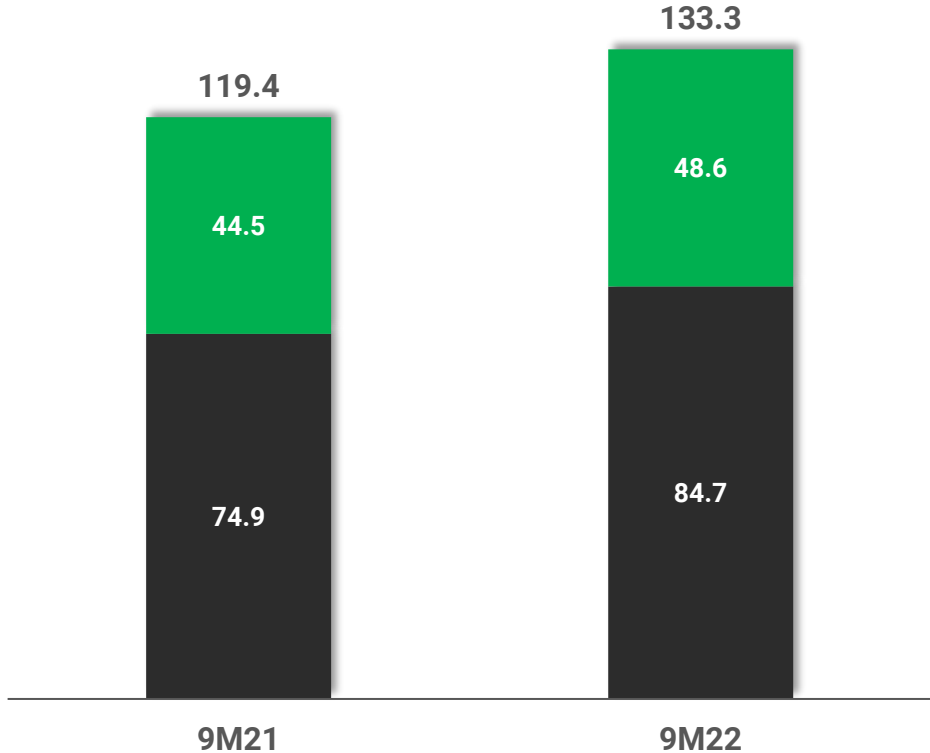
REVENUES BY INDUSTRY – 9M 2022

REVENUES BY INDUSTRY (€M)

REVENUES BY INDUSTRY (%)

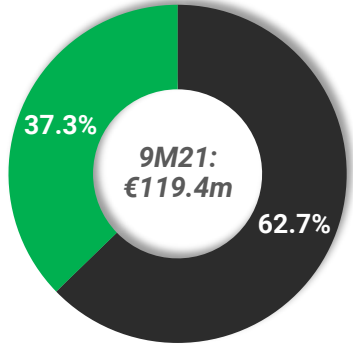
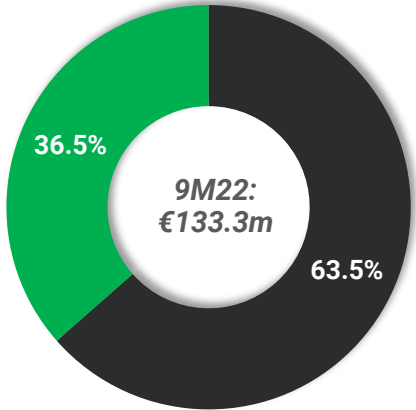
9M22 Breakdown
Life Science
 €84.7m - 64% of Revenues
FMCG
 €48.6m - 36% of Revenues

+11.7% YoY



+9.4% YoY

+13.0% YoY



CLOSING REMARKS

Despite the still challenging macroeconomic environment impacting the global supply chain, we confirm our **FY 2022 guidance**, which sees consolidated **revenues between €223-230m** and **EBITDA between €45-50m**. This is supported by the following:

1

Inventory availability

To guarantee the delivery of orders by YE, the Group has implemented attentive production planning and brought forward supplies as needed

2

Orders +31% YoY

The increase in year-to-date orders is going to materialize in a significant growth in sales in the last quarter of the year

3

Equipment fully recovering in 4Q 2022

Deliveries will significantly accelerate in the last part of the year

4

Seasonality is typical of our Group,

historically 4Q is the most important quarter in term of revenues

APPENDIX

TECH SOLUTIONS

1 INSPECTION



- Expanded the **portfolio of technologies** (X-Ray, Metal detector, Laser Spectroscopy, Leak detection, High Frequency)
- Further expanding of **Technological synergies**
- **Sharing expertise** across all different business areas within the Group

HIGHLIGHT
WIDEST PORTFOLIO OF TECHNOLOGIES

2 TRACK & TRACE



- Integration of Traceability software platforms at **enterprise level solution (L4)**
- **Completed the Full stack solution** for traceability (machine, line, plant, enterprise)

HIGHLIGHT
INTEGRATED FULL STACK TRACEABILITY SOLUTION (L1-L4)

3 SMART DATA



- **Integration of technological** solutions within the Group for a unique, end-to-end supply chain platform (from raw material, to end-user)
- **Customization** of End-to-end supply chain platform for food
- Empowerment of the **Digital Factory** Software solution.

HIGHLIGHT:
END-TO-END SUPPLY CHAIN MANAGEMENT

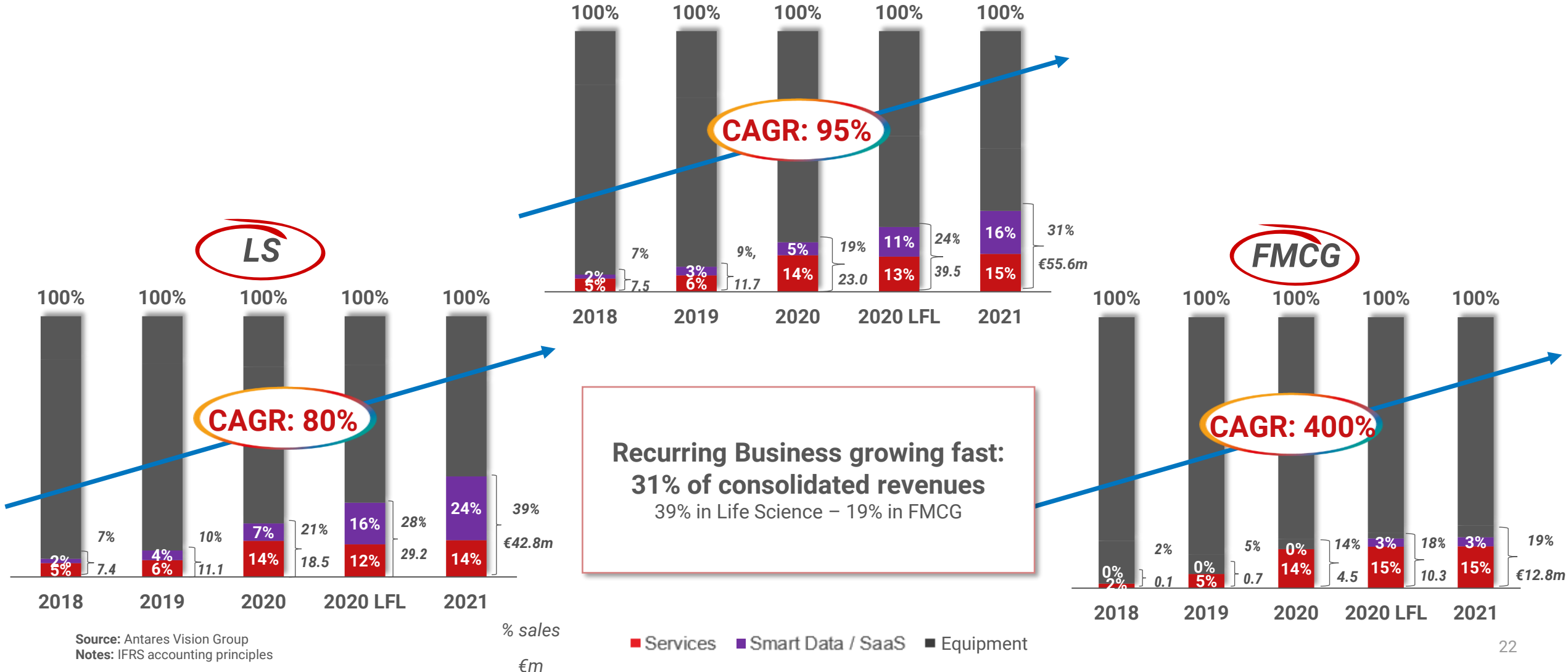
BUSINESS MODEL



Recurring Business

RECURRING BUSINESS EVOLUTION 2018-21

SALES MIX EVOLUTION (%) – Recurring revenues



RECURRING BUSINESS EVOLUTION 2018-21

RECURRING BUSINESS EVOLUTION (%) – LS vs. FMCG



% sales
 €m
 ■ Services ■ Smart Data / SaaS ■ Equipment

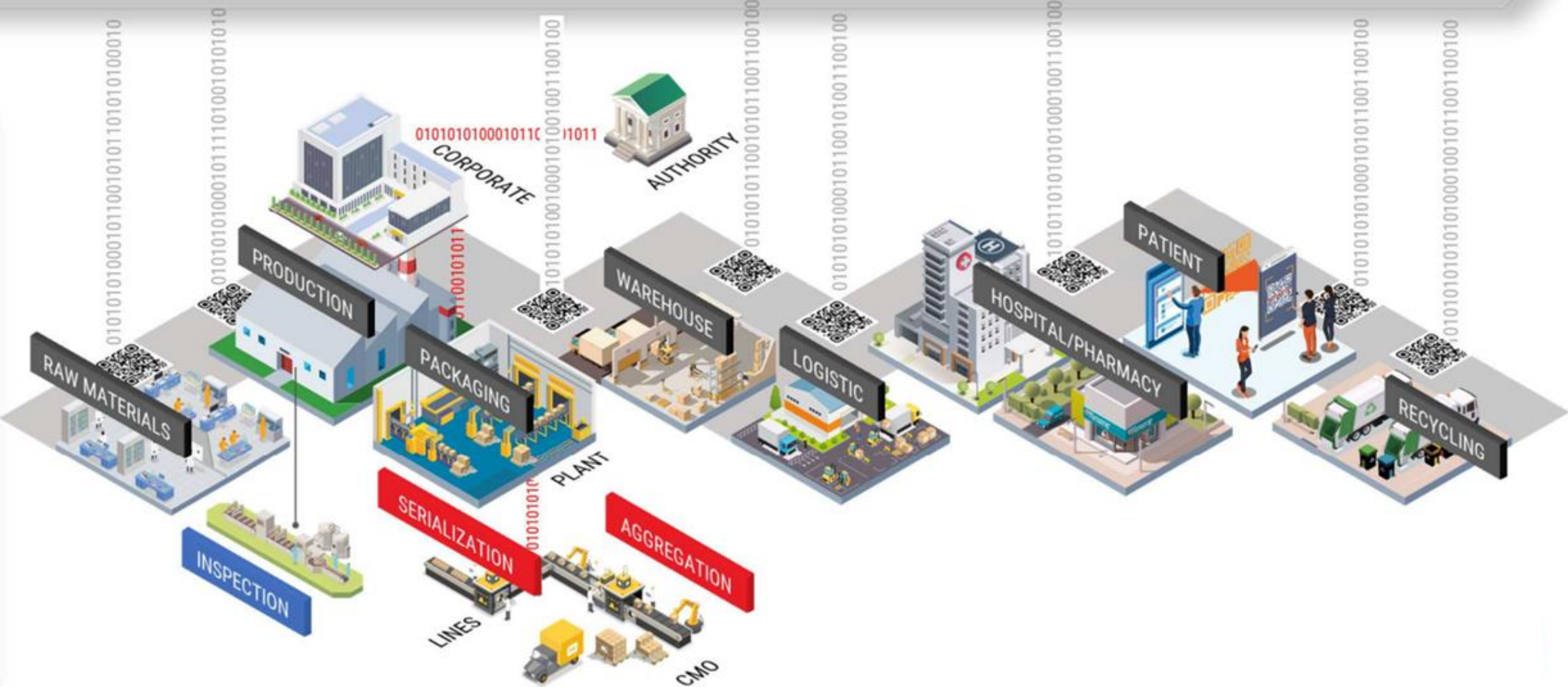
Source: Antares Vision Group
 Notes: IFRS accounting principles

END TO END SOLUTION WITH COMPLETE SOFTWARE SUITE FOR THE DIGITAL SUPPLY CHAIN

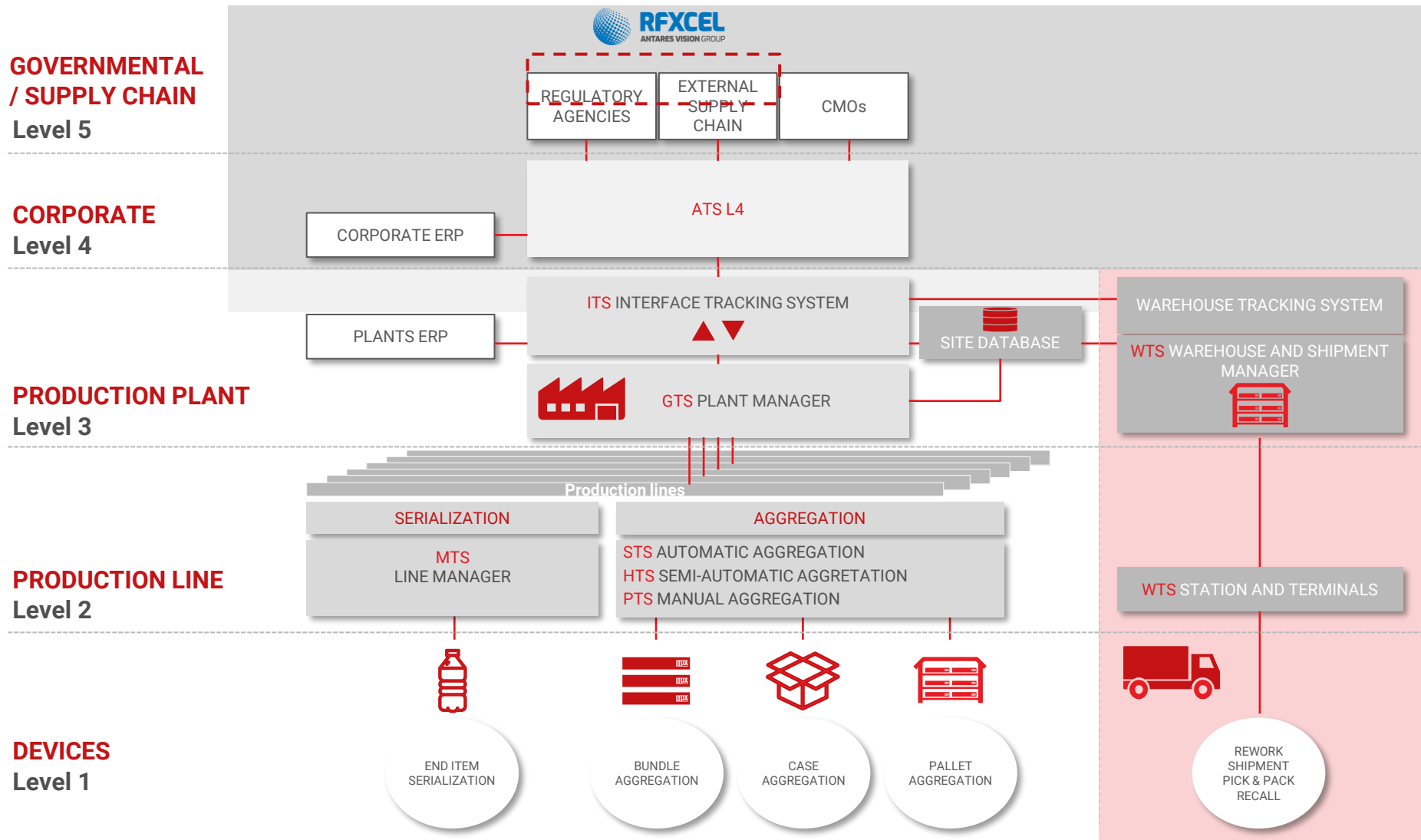


SUPPLY CHAIN TRANSPARENCY

DIGITAL FACTORY



DEEP DIVE ON TRACK & TRACE SOFTWARE ARCHITECTURE



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