



# ANTARES VISION GROUP

---

1H 2021 Results

13 SEPTEMBER 2021

This document has been prepared by Antares Vision S.p.A for use during meetings with investors and financial analysts and is solely for information purposes. The information set out here in has not been verified by an independent audit company.

Neither the Company nor any of its subsidiaries, affiliates, branches, representative offices (the “Group”), as well as any of their directors, officers, employees, advisers or agents (the “Group Representatives”) accepts any responsibility for/or makes any representation or warranty, express or implied, as to the accuracy, timeliness or completeness of the information set out herein or any other related information regarding the Group, whether written, oral or in visual or electronic form, transmitted or made available.

This document may contain forward-looking statements about the Company and/or the Group based on current expectations and opinions developed by the Company, as well as based on current plans, estimates, projections and projects of the Group. These forward-looking statements are subject to significant risks and uncertainties (many of which are outside the control of the Company and/or the Group) which could cause a material difference between forward-looking information and actual future results.

The information set out in this document is provided as of the date indicated here in. Except as required by applicable laws and regulations, the Company assumes no obligation to provide updates of any of the aforesaid forward-looking statements.

Under no circumstances shall the Group and/or any of the Group Representatives be held liable (for negligence or otherwise) for any loss or damage howsoever arising from any use of this document or its contents or otherwise in connection with the document or the aforesaid forward-looking statements. This document does not constitute an offer to sell or a solicitation to buy or subscribe to Company shares and neither this entire document or a portion of it may constitute a recommendation to affect any transaction or to conclude any legal act of any kind whatsoever.

This document may not be reproduced or distributed, in whole or in part, by any person other than the Company. By viewing and/or accepting a copy of this document, you agree to be bound by the foregoing limitations.

# 1H 2021 RESULTS

---

## HIGHLIGHTS

## OUR VISION

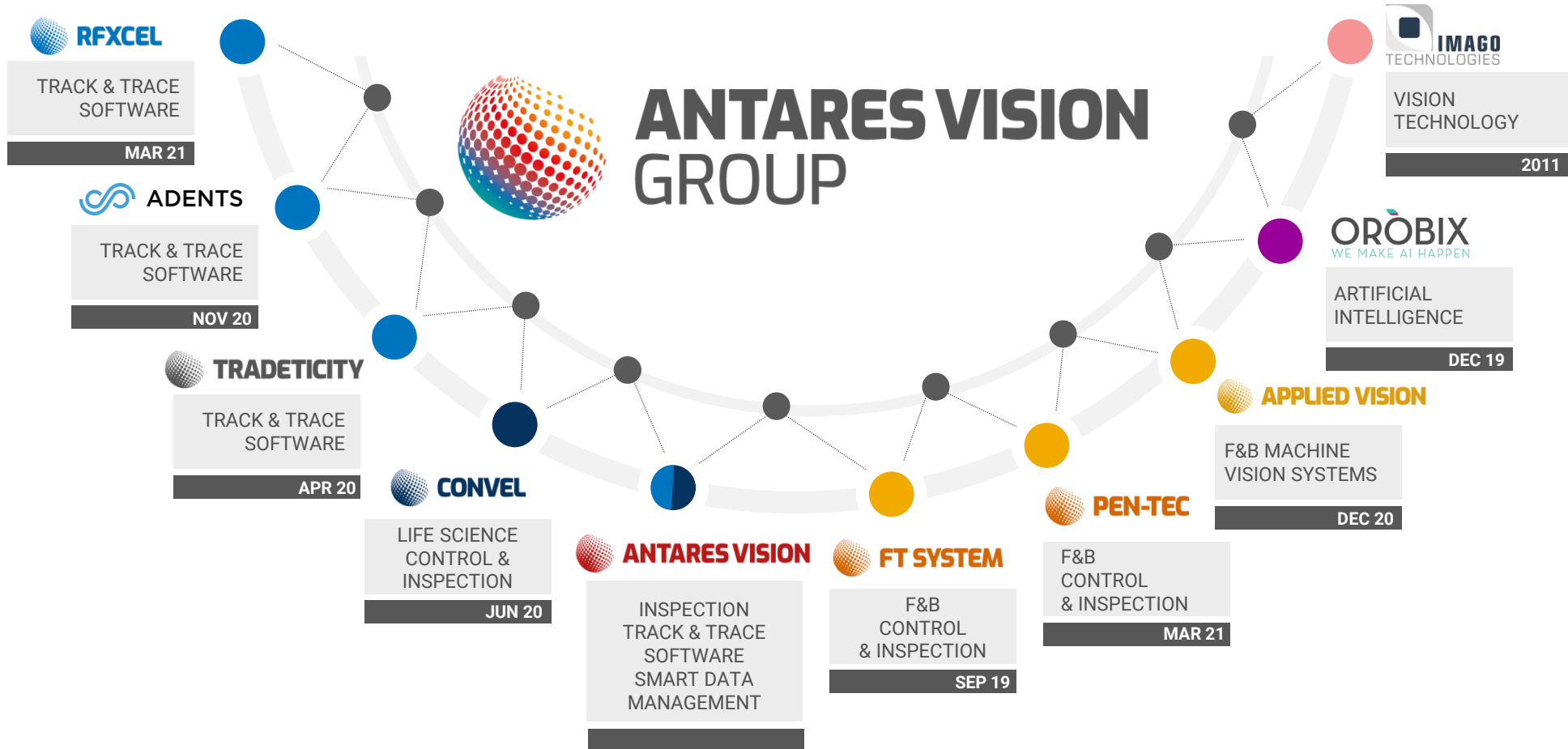
To be globally recognized as an **innovation enabler** with the **power of technology**, to improve the **quality of life**.

## OUR MISSION

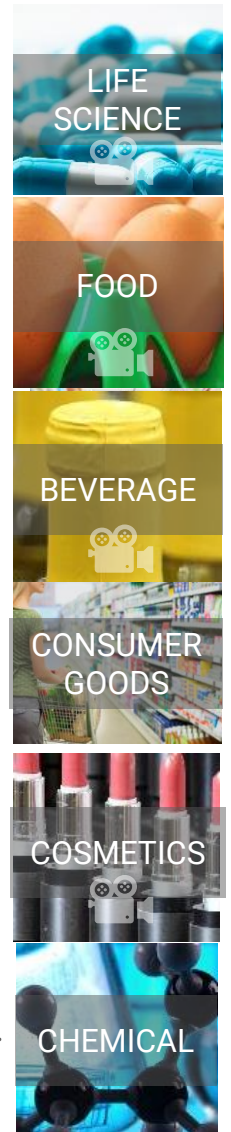
To accelerate **technological innovation and digitalization** by connecting the **physical and digital world** with the **integrated value chain**, empowering our customers to protect **products, profits, people** and the **planet**.



# WE ARE ONE: CONNECTING TECHNOLOGY, TALENT & EXPERTISE



- KEY**
- TRACK & TRACE TECHNOLOGY
  - LIFE SCIENCE TECHNOLOGY
  - FOOD & BEVERAGE TECHNOLOGY
  - ARTIFICIAL INTELLIGENCE
  - EMBEDDED VISION



**ACROSS INDUSTRIES**

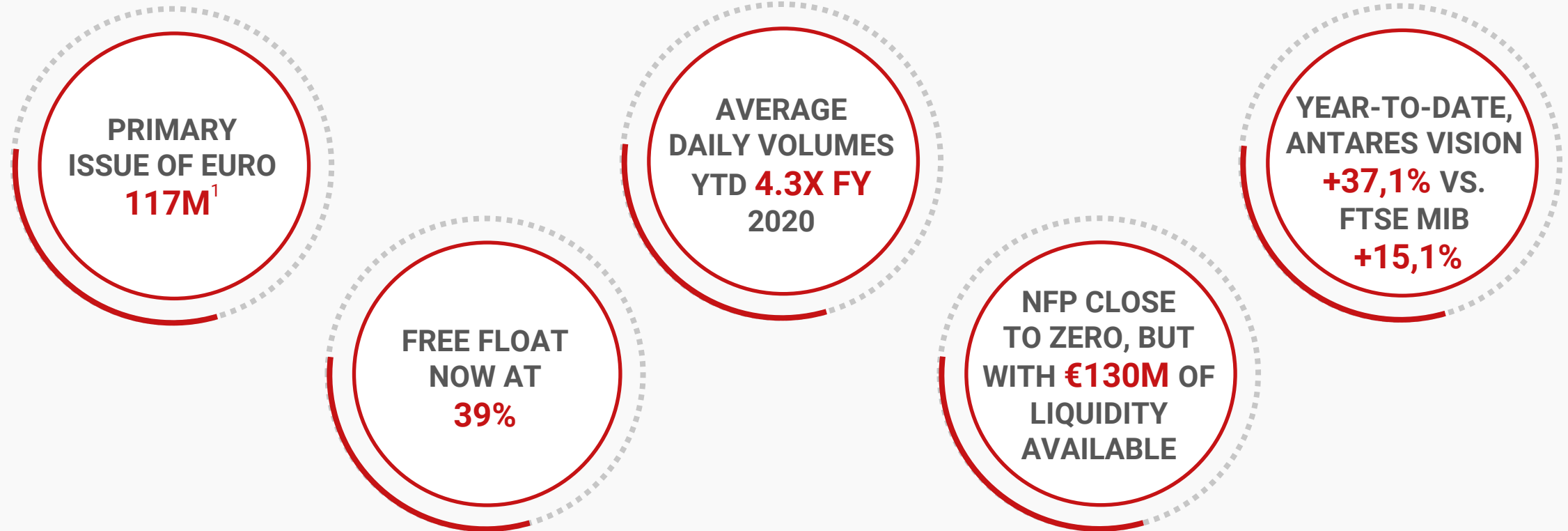


# ANTARES VISION GROUP 1H 2021 MAIN ACHIEVEMENTS



- 1 IPO successfully and fully executed in May
- 2 In the last 18 months **around €230m acquisitions** finalized and being integrated
- 3 **A unique end-to-end solution for the digital supply chain** in Life Science and Extra Life Science markets
- 4 **Antares Vision Group integration underway**
- 5 **Ready to take full advantage** of market growth in **Life Science and beyond**
- 6 **T&T evolution ongoing**: slow down is ending, restart of implementation rump-up in H2
- 7 **L5: T&T Government Hub / Smart Data revenues \$19m ready to be invoiced**
- 8 **RurAll**: strategic partnership for Food & Beverage end-to-end traceability

# 1) IPO SUCCESSFULLY AND FULLY EXECUTED IN MAY




























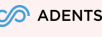














**COMPLETED THE IPO PLAN INITIATED IN APRIL 2019**

**Notes:**

1. Gross of IPO fees

# 2) IN THE LAST 18 MONTHS AROUND €230M ACQUISITIONS FINALIZED AND BEING INTEGRATED

## PROVEN ACQUISITION & PARTNERSHIP TRACK RECORD...

SEP 19		DATA MANAGEMENT & SOFTWARE	 	
SEP 19		F&B CONTROL & INSPECTION		
SEP 19		TECHNOLOGICAL PARTNERSHIP		
DEC 19		ARTIFICIAL INTELLIGENCE (3)	 	
APR 20		TRACK & TRACE SOFTWARE	 	
JUN 20		LIFE SCIENCE CONTROL & INSPECTION		
JUN 20		INSPECTION & TRACKING PARTNERSHIP	 	
NOV 20		TRACK & TRACE SOFTWARE (4)	 	
DEC 20		MACHINE VISION SYSTEMS		
FEB 21		TRACK & TRACE SOFTWARE	  	
MAR 21		F&B CONTROL & INSPECTION(5)		

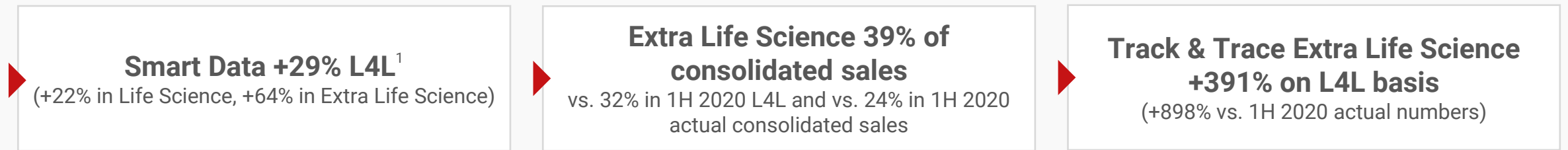




### 3) THE GROUP OFFERS A UNIQUE END-TO-END SOLUTION FOR THE DIGITAL SUPPLY CHAIN IN LIFE SCIENCE AND EXTRA LIFE SCIENCE MARKETS



Antares Vision Group has the unique ability to provide full stack (Hardware + Software L1-L5) **end-to-end supply chain** in **Life Science** and **Extra Life Science**



Expansion of Smart Data in Life Science, and of Track & Trace in Extra-Life Science is starting to seriously materialize:

**ANTARES VISION GROUP EXPECTATIONS ARE PROVING REAL**

**Notes:**

1. Same consolidation perimeter in 2021 and 2020

## 4) ANTARES VISION GROUP INTEGRATION UNDERWAY

### **SYNERGIES ARE STARTING TO MATERIALIZE:**

- In August, rfXcel signed a contract with Hypera Pharma, the largest pharmaceutical company in Brazil, to ensure traceability for the Brazilian Pharmaceutical market.
- Product cross-sell between FT System and Applied Vision.
- Signed four contracts for end-to-end traceability of products with four major companies in Wine, Food, Cosmetics and Soft Drinks.
- Rationalization & Integration of organizations at advanced stage.
- All L4 software platforms being integrated into one solution.



**SALES  
SYNERGIES**

**PERSONNEL  
COST IN LINE  
WITH BUDGET**

**COST  
EFFICIENCIES**

in 1H 2021 fixed  
costs constant  
vs. 1H 2020  
L4L

**SIGNIFICANT OPERATING LEVERAGE IN 2H 2021 WITH POSITIVE IMPACT ON MARGINS**

# 5) READY TO TAKE FULL ADVANTAGE OF THE MARKET GROWTH IN LIFE SCIENCE AND BEYOND

## Strong double-digit (+18% L4L) orders growth in 1H 2021:

of which +29% Traditional Life Science<sup>1</sup>; these orders will be progressively deployed starting from 2H 2021, recovering Life Science Revenue of 1H 2021 decrease (-6,7% L4L), due to T&T implementation delay

## Continuous expansion of Extra Life Science Business (28% revenue growth L4L) :

all product lines show significant growth:  
Inspection + 25%, T&T +391%,  
Smart Data + 64%, Services +5%

**Recurring business<sup>2</sup> + 28%**  
vs. 1H 2020 L4L and **28% of Total Group revenues** vs. 23% in 1H 2020 L4L and 18% 1H 2020 actual consolidated sales.

## Software 12% of Total Group revenues,

17% considering rfXcel full consolidation

## Inspection +34% L4L

(+53% in Life Science, +25% in Extra Life Science)

**Inspection Machines Life Science +132% L4L**

## Strong Growth in all geographic areas

(except Europe, which experienced strong decline in Eastern Europe, that is expected to restart growing thanks to Extra Life Science T&T regulations)

**SOLID FOUNDATION FOR GROWTH**

**Notes:**

1. Excluding M&A since 2019
2. Service + Smart Data + SaaS

## 6) T&T EVOLUTION ONGOING: SLOW DOWN IS ENDING, RESTART OF IMPLEMENTATION RUMP-UP IN H2

**While T&T regulations are expanding in emerging markets** (Africa, Middle East, CIS region, South America and Far East), in 1H 2021 we experienced **the last tail of a delay** in delivering revenue and Life Science Track & Trace declined 20% on a L4L basis. This is due to:

**Pharma clients focused on operations for Covid emergency: now starting to increase capex.**

Strong order intake in 1H 2021 and P&L impact coming in the next quarters due to lag time of capex realization

**Delay of pull effect on T&T installations**

as a consequence of delay of implementation of T&T L5 platforms in emerging markets

**Second Half naturally stronger than first Half**

**Order intake in US almost tripled,**  
in view of 2023 deadline for aggregation

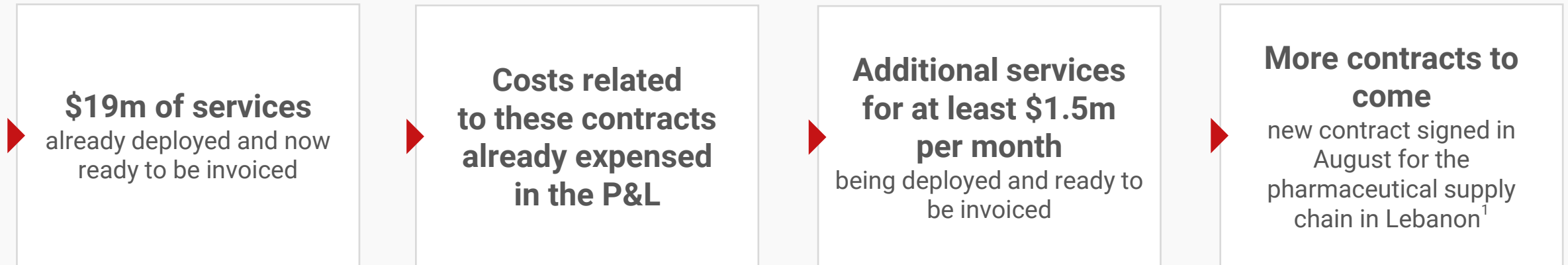
**Brazilian Authorities (ANVISA) confirmed the T&T deadline for 2022 only in August,**

despite lobbies were pushing for a postponement, causing an holdback of CAPEX so far

**Progressive expansion of the recurring business (Service, Smart Data and Saas),**  
with implied margins improvement.

## 7) T&T GOVERNMENT HUB / SMART DATA REVENUES - \$19M READY TO BE DEPLOYED

**Already signed thirteen (13) L5 contracts with HUB Agency** (Africa, Middle East & CIS region).  
The implementation decrees have been delayed due to the focus on the pandemic emergency, causing invoicing delay



**SIGNIFICANT GROWTH EXPECTED IN THE NEXT MONTHS  
IN SMART DATA**

**Notes:**

1. Included in the 13 contracts above

## 8) RurAll: STRATEGIC PARTNERSHIP FOR F&B END-TO-END TRACEABILITY

Signed an agreement with three strategic partners - BF Spa, Bluarancio and SDF - for the launch of **RurAll S.p.A.** with the purpose of building:

- a) a digital infrastructure of rural territories, so called **Agriculture 4.0**
- b) a digital platform for the **end-to-end traceability of agrifood products**, from farm to fork

The aim of the project is to **accelerate the digital infrastructure of rural territories**, by exploiting digital technologies to increase the yield and the management of the land on a large scale, promoting supply chain transparency and sustainability.

...and to render the entire **Italian Agrifood industry**, which is fundamental to the domestic economic system and consequently all consumers, more efficient, to guarantee its quality and to protect it from counterfeiting.



**IN 2020 THE AGRI-FOOD SECTOR** (the primary sector - agriculture, forestry and fishing - and the agri-food industry) **ACCOUNTED FOR 4.3% OF ITALIAN GDP.** Including the entire national food chain with its related industries, the sector exceeds 10% of GDP<sup>1</sup>.

**THE AGRI-FOOD SECTOR IS ONE OF THE MAJOR DRIVERS OF ITALIAN EXPORTS:**  
**OVER EURO 43 BN IN 2019<sup>1</sup>**

### Notes:

1. [ISTAT](#) - L'andamento dell'economia agricola - Maggio 2021

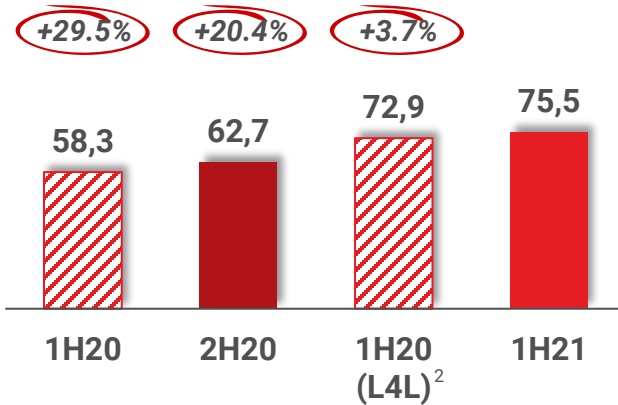


# 1H 2021 FINANCIAL RESULTS

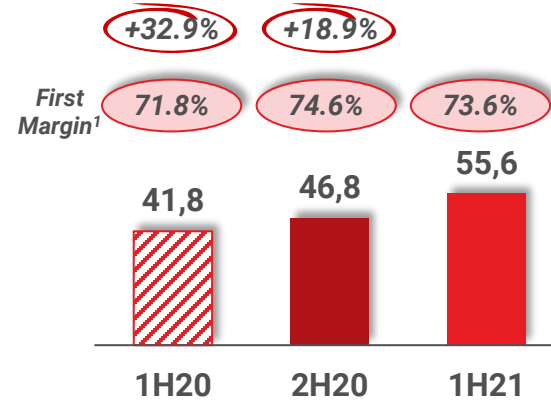
---

# FINANCIAL RESULTS AT A GLANCE

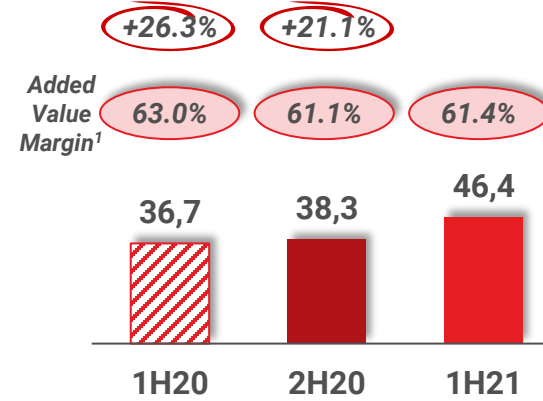
## Revenues (€m)



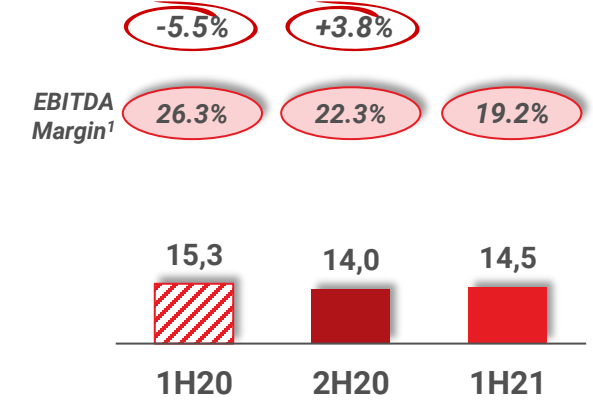
## First Margin (€m)<sup>4</sup>



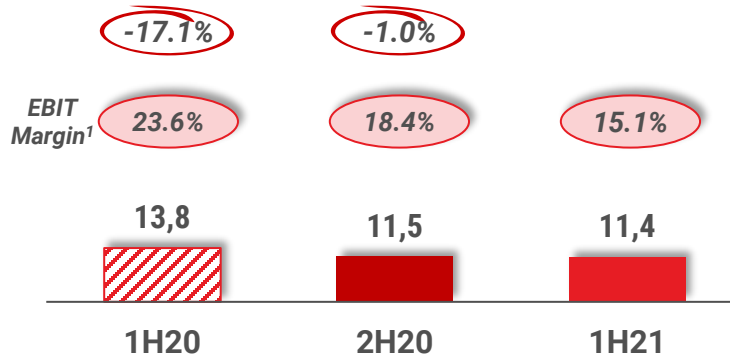
## Added Value (€m)



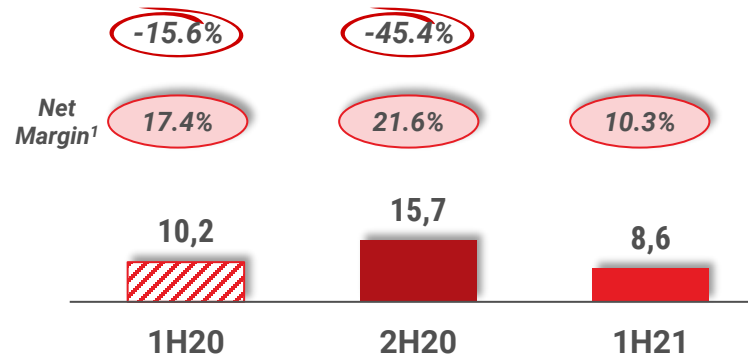
## EBITDA (€m)



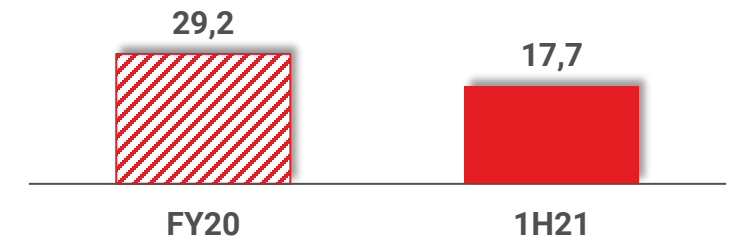
## EBIT (€m)



## Net Profit Adjusted (€m)



## Net Debt (€)<sup>3</sup>



Source: Antares Vision

Notes: IFRS accounting principles

1. Margin calculated on Revenues
2. Same consolidation perimeter

3. Excluding warrants

4. Excluding capitalization and tax credit

1H21 % Change

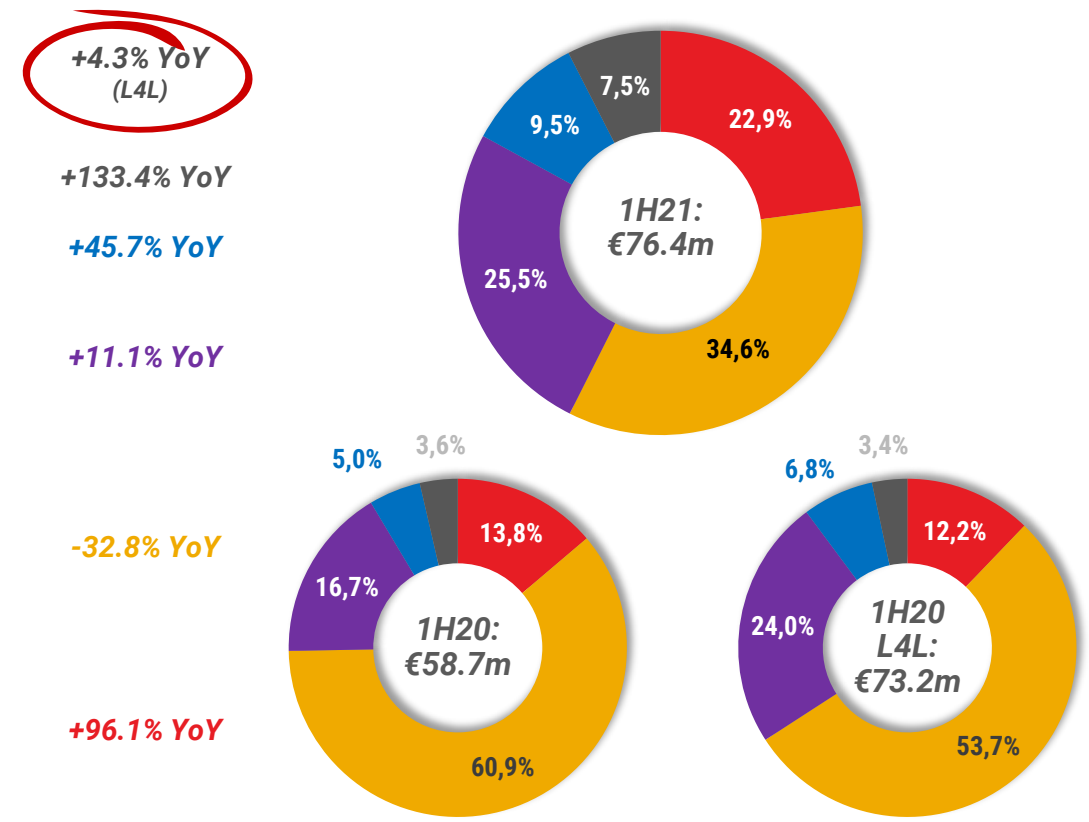
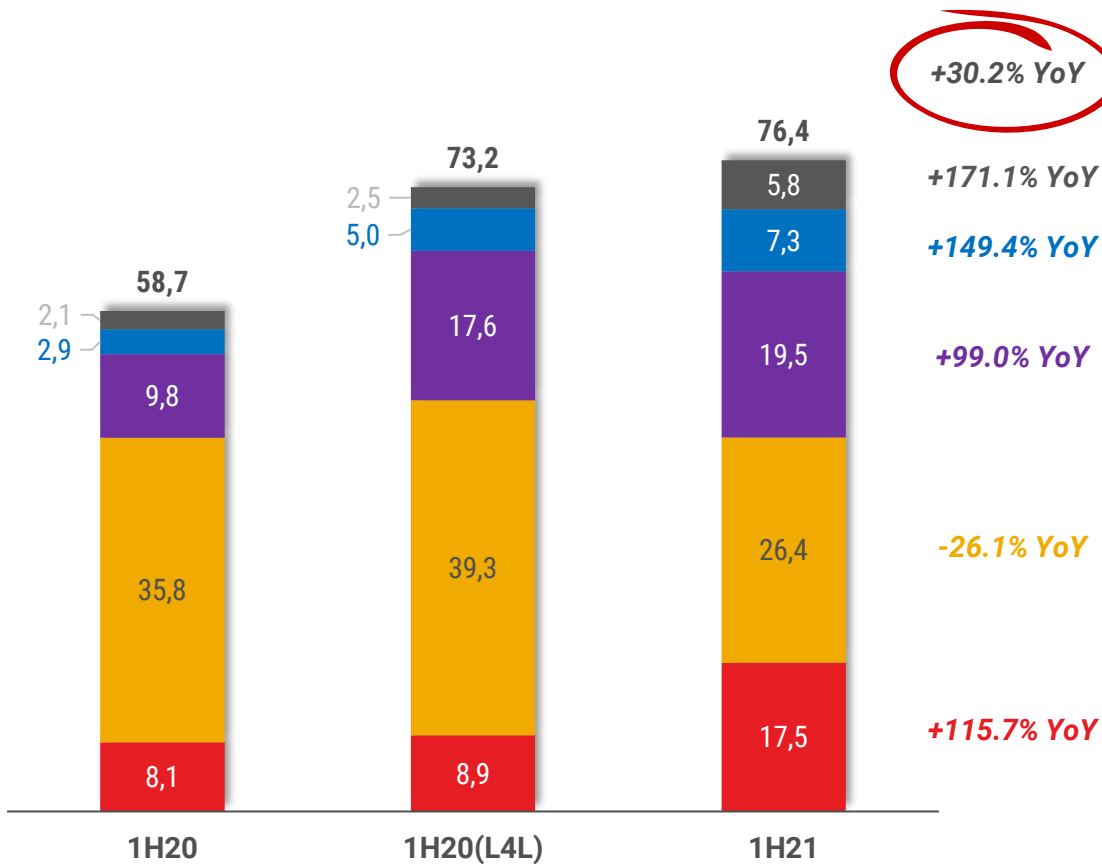
- **Group Revenues** equal to €75.5m, up 29.5% YoY vs. 1H 2020 started numbers. Considering 1H 2020 revenues on a like-for-like basis (including all the acquisitions), 2021 revenues show a YoY growth of 3.7% or 5.0% at constant FX.
- **First Margin** and **Added Value** reached respectively Euro 55.6m and Euro 46.4m and increased by 27.8% and 26.3% on 1H 2020 stated numbers. In term of margins, net of capitalization effects, capital grants and tax credit, there is an improvement of almost 2 p.p. for both First Margin and Added Value; this is due to: a) increase of % of sales generated from Smart Data, SW and Services, which offer higher margins, b) less utilization in the installation processes of external resources to the advantage of internal ones.
- The decrease in **EBITDA** vs. 1H 2020, in absolute term and margin, is due to a) personnel costs deriving from the expansion of the consolidation perimeter, as well as the farsighted process of internalising resources as a conscious investment to face the growth expected in the second half of 2021 and in the next few years and which has therefore allowed for lesser use of external suppliers with a significant reduction in the installation costs of third parties, b) the modification, introduced in 2020, of the regulatory criteria for calculating the tax credit for development activities (less benefit compared to the previous years) and the modification of the accounting criteria of this tax credit (deferral over 5 years of the tax benefit deriving from capitalized development costs) which, overall, resulted in negative impact of almost € 2 million compared to 2020.
- **Net Profit Adjusted** reached €8.6m and properly normalized considering: 1) extraordinary items for € 8.8 million, 2) the effect of warrants € 3.2 million, 3) PPAs' effect € 2.4 million, 4) positive exchange differences for € 1 million and 5) commissions paid for the bridge loan.

# REVENUES BY GEOGRAPHY

REVENUES BY GEOGRAPHY (€M)<sup>1</sup>

REVENUES BY GEOGRAPHY (%)<sup>1</sup>

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



Source: Antares Vision

Notes: IFRS accounting principles

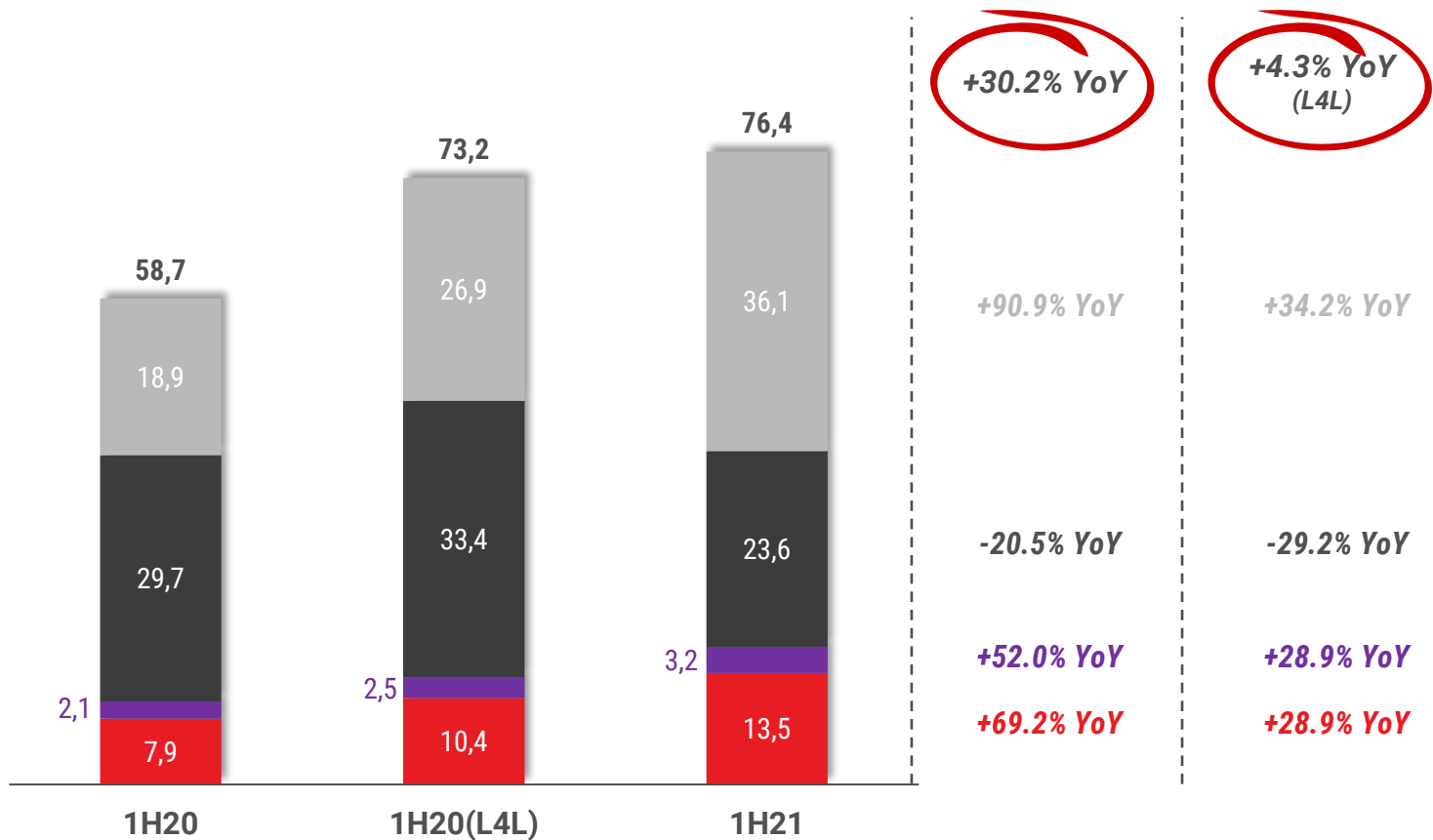
1. Italy includes Capital Contribution for SWP Project equal to €0.864m in 1H21 and €0.367m in 1H20

# REVENUES BY BUSINESS LINES

REVENUES BY PRODUCTS (€M)<sup>1</sup>

REVENUES BY PRODUCTS (%)<sup>1</sup>

■ Services ■ Smart Data ■ T&T ■ Inspection



Software sales 12% or 17% considering full consolidation  
 Recurring business<sup>2</sup> 28%

Source: Antares Vision

Notes: IFRS accounting principles

1. T&T includes Capital Contribution for SWP Project equal to €0.864m in 1H21 and €0.367m in 1H20

2. Service+Start +SAAS

# REVENUES BY INDUSTRY

REVENUES BY INDUSTRY (€M)<sup>1</sup>

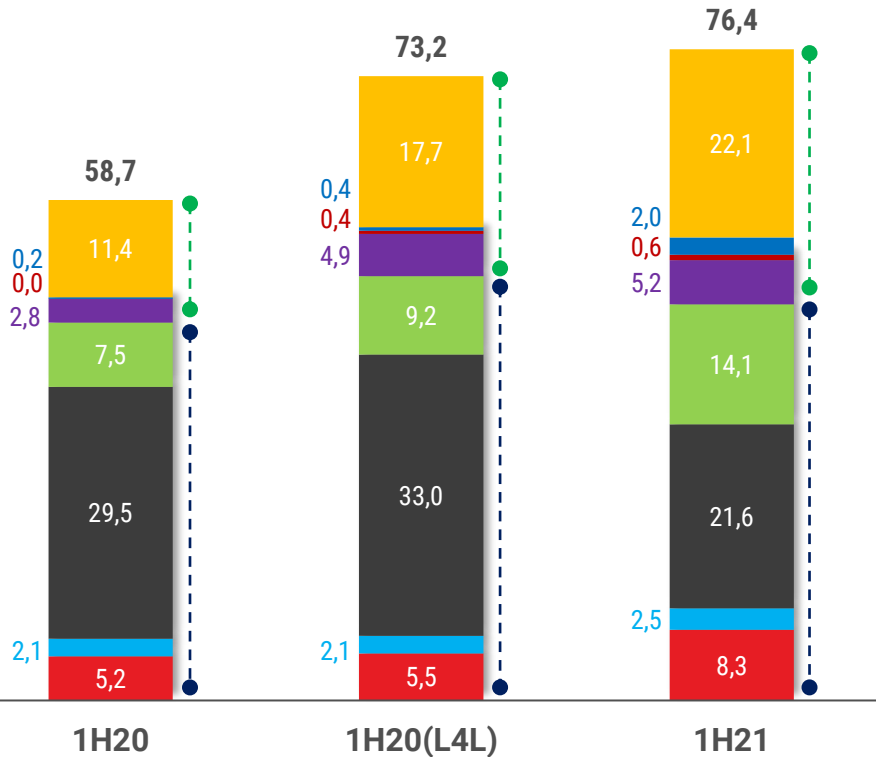
REVENUES BY INDUSTRY (%)<sup>1</sup>

**1H21 Breakdown**  
**Life Science**  
 €46.5m - 68% of Revenues  
**Extra Life Science**  
 €29.9m - 32% of Revenues

**Life Science**  
**Extra Life Science**

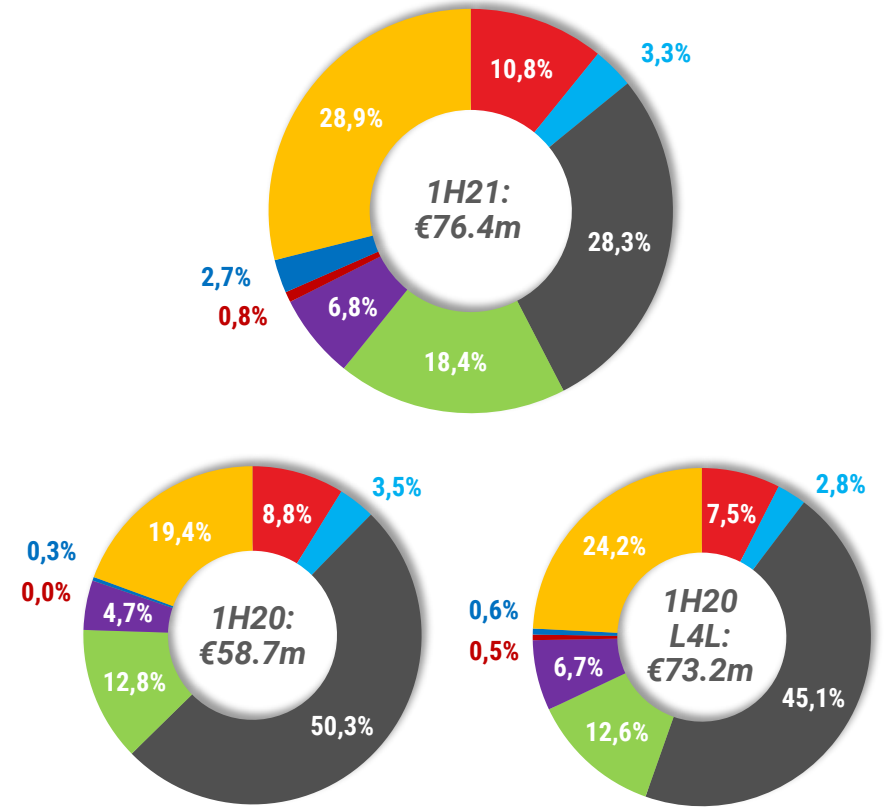


**+30.2% YoY**      **+4.3% YoY (L4L)**



**+94.0% YoY**  
**+898.3% YoY n.m.**  
**+86.6% YoY**  
**+86.3% YoY**  
**-26.8% YoY**  
**+21.7% YoY**  
**+59.9% YoY**

**+24.7% YoY**  
**+390.8% YoY +63.6 YoY**  
**+5.0% YoY**  
**+52.6% YoY**  
**-34.5% YoY**  
**+22.0% YoY**  
**+50.4% YoY**



Source: Antares Vision

Notes: IFRS accounting principles

1. Lifescience - T&T includes Capital Contribution for SWP Project equal to €0.864m in 1H21 and €0.367m in 1H20



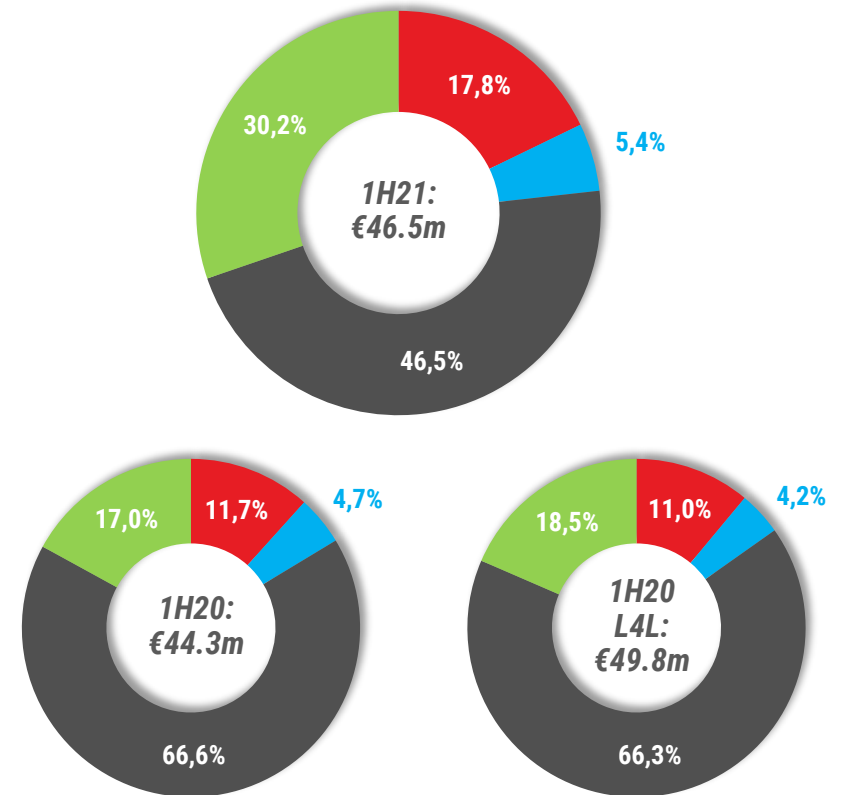
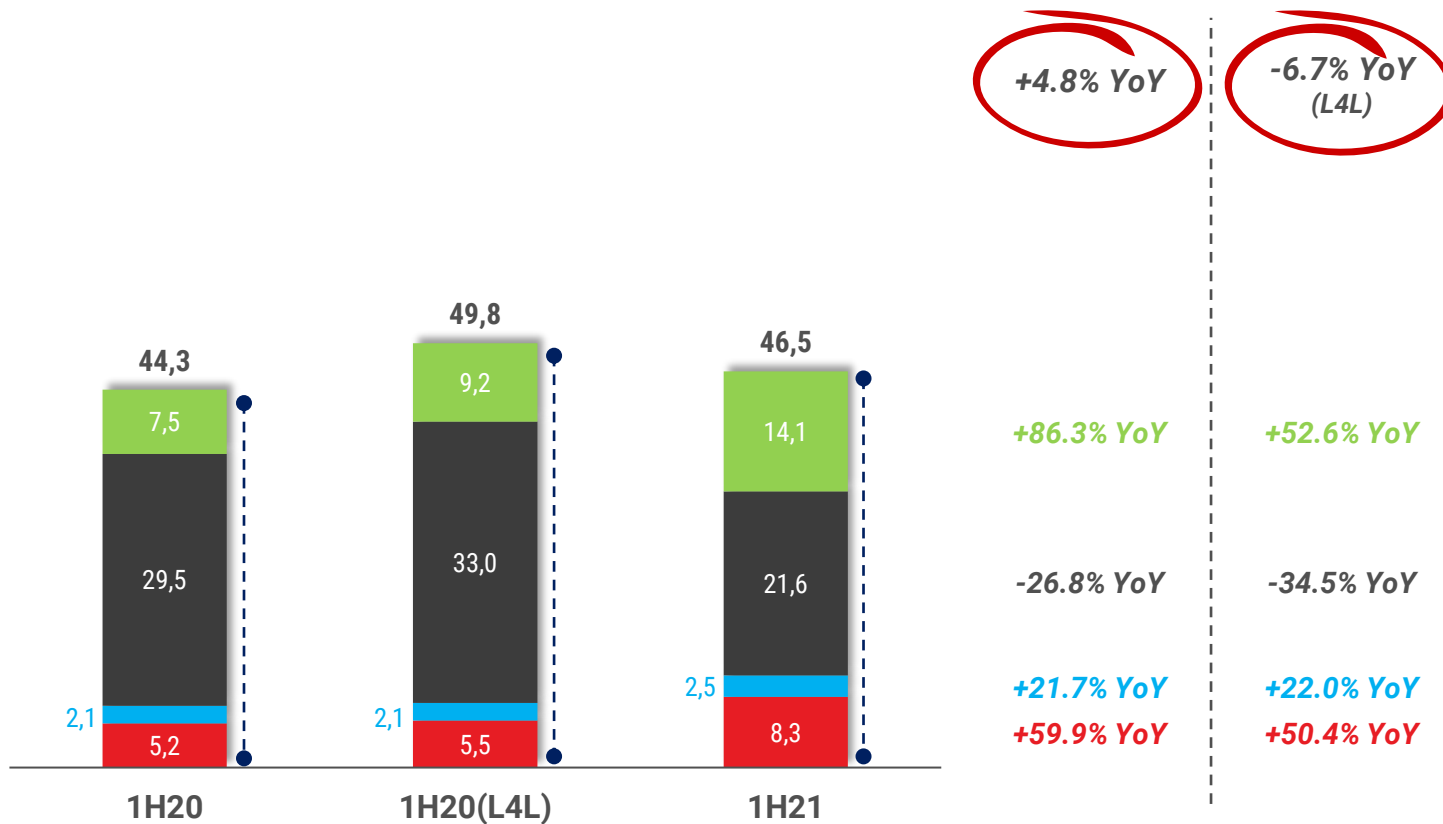
# REVENUES BY INDUSTRY – LIFE SCIENCE

REVENUES BY INDUSTRY (€M)<sup>1</sup>

REVENUES BY INDUSTRY (%)<sup>1</sup>

Life Science

Services Smart Data T&T Inspection



Source: Antares Vision

Notes: IFRS accounting principles

1. Life Science - T&T includes Capital Contribution for SWP Project equal to €0.864m in 1H21 and €0.367m in 1H20

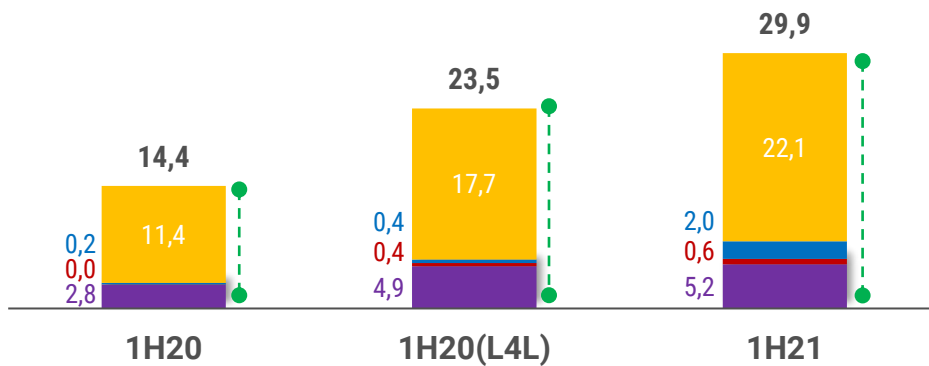
# REVENUES BY INDUSTRY - EXTRA LIFE SCIENCE

REVENUES BY INDUSTRY (€M)

REVENUES BY INDUSTRY (%)

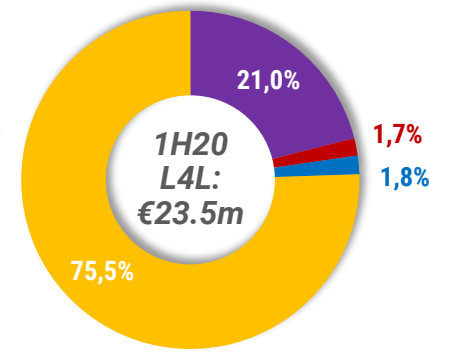
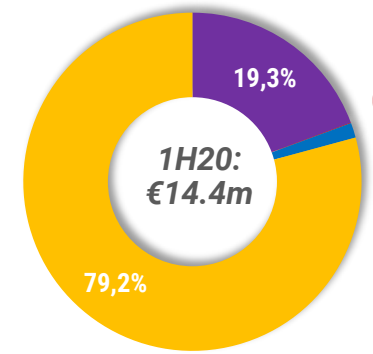
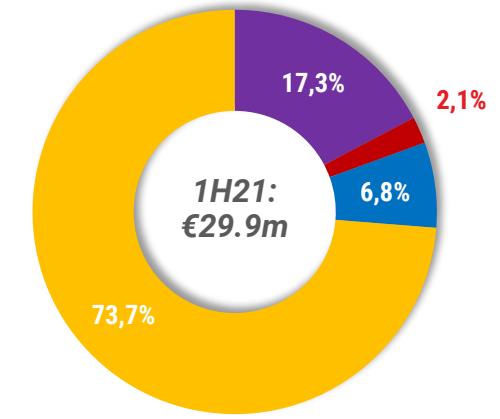
Extra Life Science ■ Services ■ Smart Data ■ T&T ■ Inspection

**+108.3% YoY**  
**+27.7% YoY (L4L)**

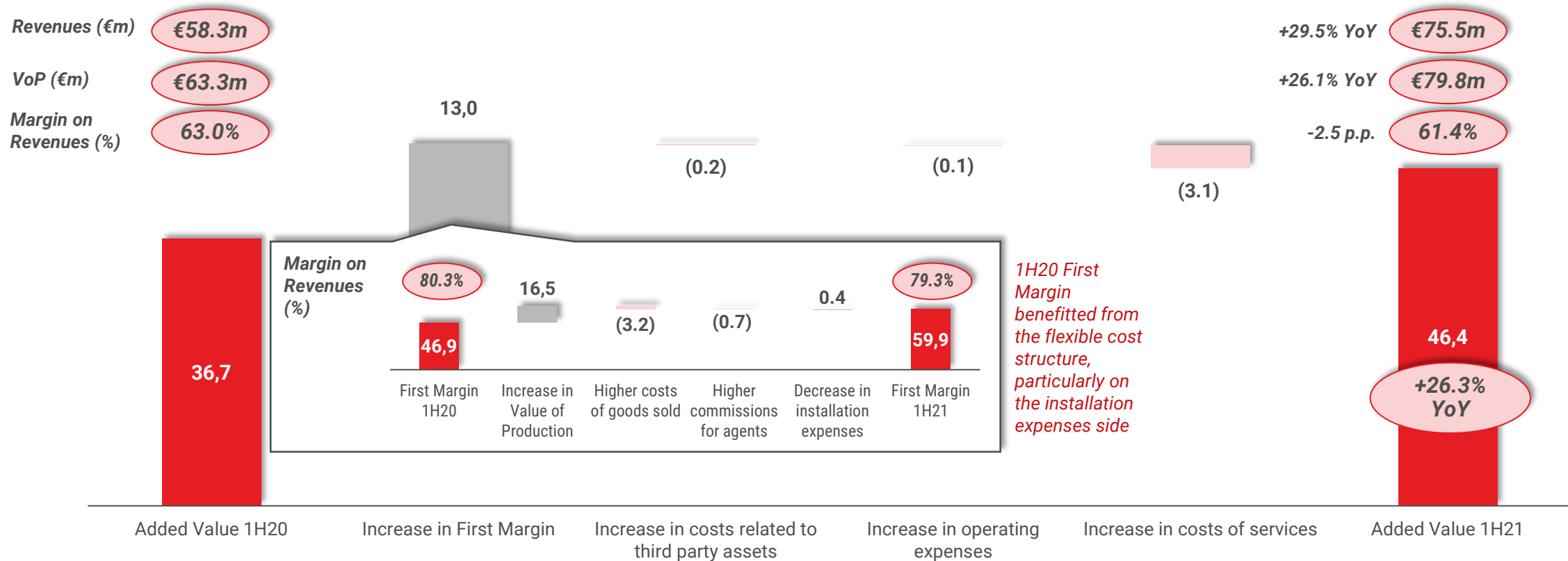


**+94.0% YoY**  
**+898.3% YoY**  
**n.m.**  
**+86.6% YoY**

**+24.7% YoY**  
**+390.8% YoY**  
**+63.6 YoY.**  
**+5.0% YoY**



## +26% IN ADDED VALUE THANKS TO M&A lower incidence on sales of COGS and installation expenses



**Increase in "share of Wallet" of services, smart data and software improves marginality, net of tax credit (resulted to be 2m lower in 2021)**

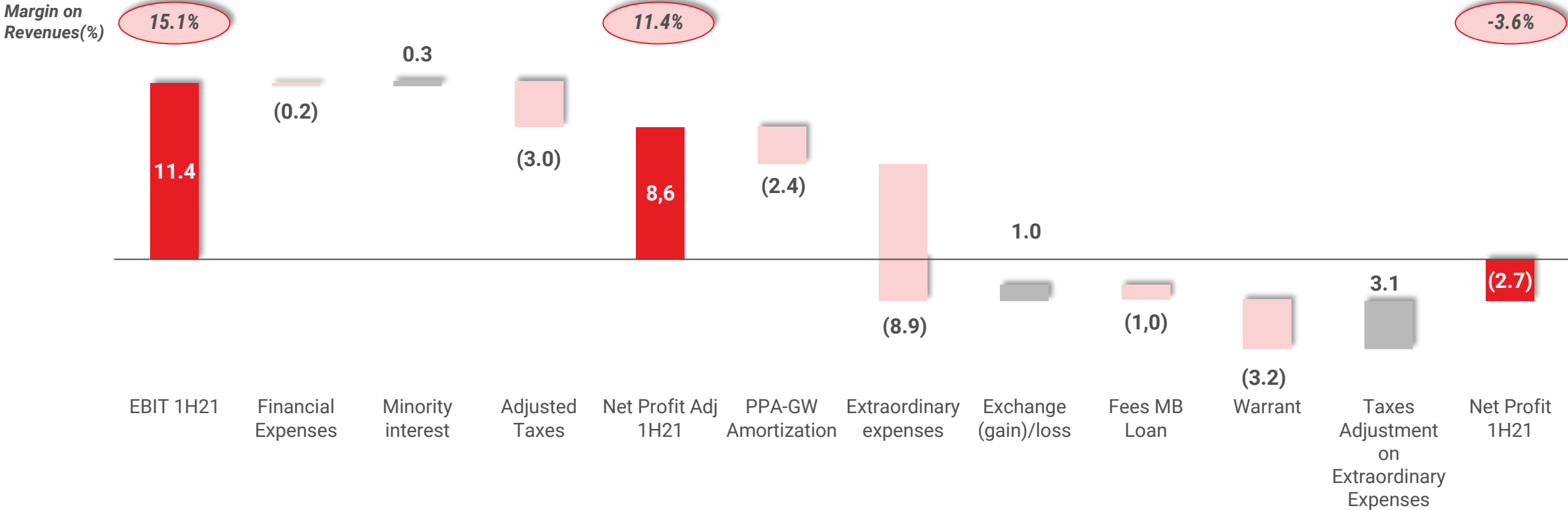
## INCREASE OF PERSONNEL COSTS OFFSETS VALUE ADDED IMPROVEMENT



**Investment in personnel continue to be ready for the growth, also expected in H2.  
Marginality affected by lower tax credit.**

# FROM EBIT TO NET PROFIT ADJUSTED TO NET PROFIT

## NET PROFIT AFFECTED BY NON RECURRING ITEMS



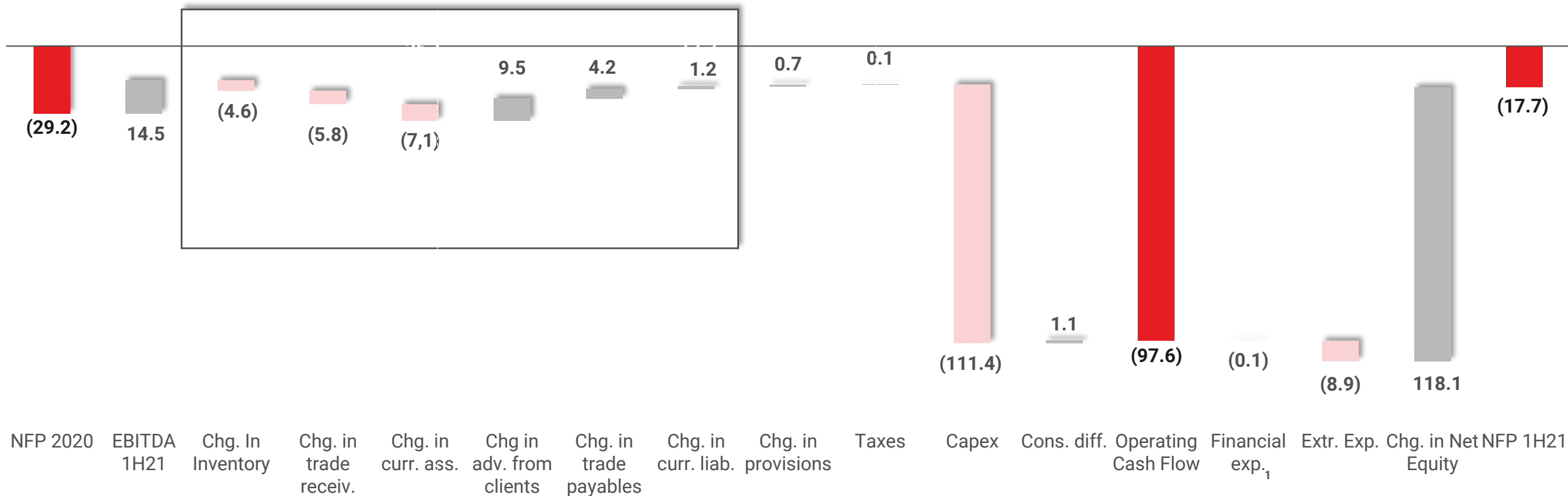
***IPO costs and M&A advisory fees affected profit***

Source: Antares Vision  
 Notes: IFRS accounting principles

# CASH FLOW AND NET DEBT EVOLUTION

## SIGNIFICANT M&A FUNDED THROUGH IPO

*€2.6m increase in working capital*



**The translisting to MTA allowed financing of M&A. NFP close to 0.**

Source: Antares Vision

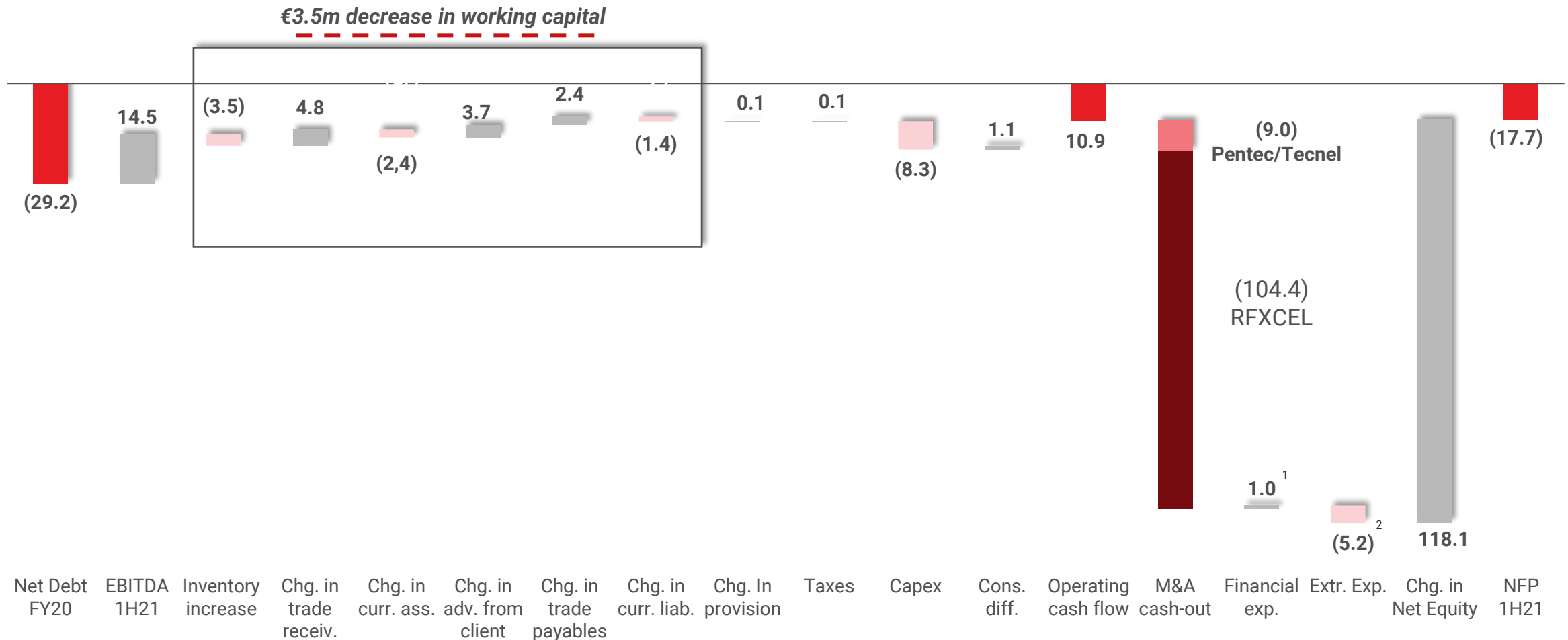
Notes: IFRS accounting principles

1. Net of warrant increase



# CASH FLOW AND NET DEBT EVOLUTION #2

## SOLID OPERATING CASH FLOW PARTIALLY FUNDING SIGNIFICANT M&A



Source: Antares Vision

Notes: IFRS accounting principles

1. Net of warrant increase

2. Part of extraordinary expenses included in M&A cash-out

# CLOSING REMARKS

---

We confirm our FY 2021 **organic growth of 14% - 19%**, in line with the guidance provided in the IPO prospectus. This is supported by the following:

**1** **Strong and double-digit orders growth in 1H 2021**  
total (like-for-like<sup>1</sup>) **+18%** vs. 1H 2020 of which **+29%** traditional Life Science<sup>2</sup>. These orders will progressively materialize starting from 2H 2021

**2** **rfXcel**  
consolidated only for **three months**,  
**Pentec / Tecnel**  
only for **four months**

**3** **T&T rump-up in 2H 2021**,  
following some delays in 1H, due to prioritization of operational management of pandemic emergency by governments and industrial players

**4** **Seasonality is typical of our business**,  
with 2H revenues usually substantially stronger than 1H

**Notes:**

1. consolidation perimeter of 2021 replicated in 2020
2. Excluding M&A since 2019

# APPENDIX

---

# INCOME STATEMENT

## INCOME STATEMENT

€'000	1H20	1H21	Δ% VS 1H20
<b>Revenues</b>	<b>58,321</b>	<b>75,530</b>	<b>29.5%</b>
Capitalization of R&D	2,145	2,994	39.5%
Other Tax Credit	420	943	124.3%
Tax Credit	2,448	323	(86.8%)
<b>Value of Production (VoP)</b>	<b>63,335</b>	<b>79,790</b>	<b>26.0%</b>
COGS	(14,450)	(17,633)	22.0%
Commercial costs	(1,007)	(1,685)	67.4%
Installation expenses	(1,019)	(590)	(42.0%)
<b>First Margin</b>	<b>46,860</b>	<b>59,882</b>	<b>27.8%</b>
<b>First Margin % on Revenues</b>	<b>80.3%</b>	<b>79.3%</b>	
Third party assets	(581)	(774)	33.1%
Operating expenses	(54)	(142)	163.0%
Services	(9,503)	(12,585)	32.4%
<b>Added Value</b>	<b>36,722</b>	<b>46,381</b>	<b>26.3%</b>
<b>Added Value % on Revenues</b>	<b>63.0%</b>	<b>61.4%</b>	
Labour cost	(21,383)	(31,883)	49.1%
<b>EBITDA</b>	<b>15,339</b>	<b>14,498</b>	<b>(5.5%)</b>
<b>EBITDA % on Revenues</b>	<b>26.3%</b>	<b>19.2%</b>	
D&A and provisions	(1,554)	(3,071)	94.9%
<b>EBIT</b>	<b>13,785</b>	<b>11,427</b>	<b>(17.1%)</b>
<b>EBIT % on Revenues</b>	<b>23.6%</b>	<b>15.1%</b>	
Financial items	(4,146)	(3,330)	(19.7%)
PPA Amortization	(728)	(2,401)	(229.8%)
Extraordinary and other items	(2,741)	(8,882)	(224.1%)
<b>Earnings before tax (EBT)</b>	<b>6,171</b>	<b>(3,185)</b>	<b>(n.m.)</b>
<b>EBT % on Revenues</b>	<b>10.6%</b>	<b>(4.2%)</b>	
Taxes	(1,821)	140	n.m.
Net Profit	4,350	(3,045)	n.m.
Minority interest	294	338	n.m.
<b>Net profit of the group</b>	<b>4,644</b>	<b>(2,707)</b>	<b>(n.m.)</b>
<b>Net profit % on Revenues</b>	<b>8.0%</b>	<b>(3.6%)</b>	

## KEY COMMENTS

- 1** The **Value of Production** is equal to € 79.8, up by 26% compared to the consolidated result in the first half of 2020. 1H 2021 negatively impacted by lower tax credit for €2.0m.
- 2** The **First Margin** was up + 27.8% compared to the same period of the previous year. The incidence on turnover is 79.3%, slightly down on what was declared last year (80.3%), due to the more limited amount of the tax-credit. Excluding Tax credit margins improve about 2 p.p.
- 3** **Added Value** also increased by 26.3% compared to the first half of 2020. The margin was 61.4% and, as for the First Margin, slightly down vs. same period last year. Neutralizing the Tax Credit effect, marginality improves by 2.1 p.p. vs 1H 2020 consolidated.
- 4** Higher **Labour cost** (+49% on 1H 2020 consolidated numbers) due to: expansion of the consolidation perimeter and internalising resources as a conscious investment to face the growth expected in the second half of 2021 and in the next few years.

Source: Antares Vision

Notes: IFRS accounting principles

1. Financial interests & commissions (1,382) + Exchange rates profit & loss (-1,034) + Derivatives (-250) + Warrants mark to market (3,232)

# ADJUSTED NET PROFIT

## INCOME STATEMENT

€'000	1H20	1H21	Δ% VS 1H20
Earnings before tax (EBT)	6,171	(3,185)	n.m.
PPA-GW Amortization	728	2,401	229.8%
Extraordinary expenses	2,741	8,882	224.1%
Exchange (gain)/loss	1,393	(1,044)	n.m.
Fees Loan Mediobanca	-	950	n.m.
Warrant + ALPI merger	1,970	3,232	64.1%
<b>Earnings before tax Adj. (EBT Adj)</b>	<b>13,002</b>	<b>11,235</b>	<b>(13.6%)</b>
<b>EBT Adj % on Revenues</b>	<b>22.3%</b>	<b>14.9%</b>	
Taxes	(3,123)	(2,985)	n.m.
Minority interest	294	338	15.0%
<b>Net profit of the group Adj.</b>	<b>10,174</b>	<b>8,588</b>	<b>(15.6%)</b>
<b>Net profit Adj % on Revenues</b>	<b>17.4%</b>	<b>11.4%</b>	

### KEY COMMENTS

- ① **Net Profit Adjusted** was down by 15.6%. Without considering the effect of non-recurring items bottom line profitability was positive, although affected by higher cost base.



# BALANCE SHEET

## BALANCE SHEET

€'000	FY20	FY20 % on NIC	1H21	1H21 % on NIC
Real Estate e Right of Use	19,469	11.5%	22,320	8.0%
Financial assets	3,971	2.4%	4,124	1.5%
Net Tangible assets	2,019	1.2%	2,622	0.9%
Net Intangible assets	102,976	60.9%	205,643	74.0% <sup>①</sup>
<b>Fixed assets</b>	<b>128,435</b>	<b>76.0%</b>	<b>234,709</b>	<b>84.5%</b>
Inventory	32,291	19.1%	36,890	13.3%
Trade receivables	47,533	28.1%	53,343	19.2%
Trade payables	(14,281)	(8.5%)	(18,435)	(6.6%)
Advances from Clients	(14,815)	(8.8%)	(24,337)	(8.8%)
<b>TWC</b>	<b>50,727</b>	<b>30.0%</b>	<b>47,461</b>	<b>17.1%</b>
Other assets	23,172	13.7%	30,679	11.0% <sup>②</sup>
Other liabilities	(23,733)	(14.0%)	(24,039)	(8.7%)
<b>NWC</b>	<b>50,607</b>	<b>29.9%</b>	<b>54,101</b>	<b>19.5%</b>
Employees' leaving indemnity	(6,917)	(4.1%)	(7,221)	(2.6%)
Bad debt and other provisions	(3,153)	(1.9%)	(3,822)	(1.4%)
<b>Net Invested Capital (NIC)</b>	<b>168,972</b>	<b>100.0%</b>	<b>277,767</b>	<b>100.0%</b>
Cash and cash equivalents	(129,189)	(76.5%)	(130,090)	(46.8%)
Financial debt + Leasing	162,556	96.2%	155,227	55.9%
<b>Net Financial Debt</b>	<b>29,156</b>	<b>17.3%</b>	<b>17,694</b>	<b>6.8%</b> <sup>③</sup>
<b>Warrant</b>	<b>4,211</b>	<b>2.5%</b>	<b>7,443</b>	<b>2.7%</b>
<b>Net Equity</b>	<b>135,605</b>	<b>80.3%</b>	<b>252,629</b>	<b>90.9%</b>

## KEY COMMENTS

- ① **Fixed assets** increase is mainly related to the goodwill from the acquisition of Pen-tec, Tecnel and rfXcel.
- ② **Net Working Capital** is up by 5%, due to the consolidation of the acquired companies. Net of this effect, the net working capital would show a decrease of 29.5% thanks to the improvement efforts put in place by management. The benefit is mostly due to the combined positive effect of the changes in trade receivables and payables.
- ③ Further decrease in **Net Debt** is mostly due an Operating Cash Flow before acquisition of €11.0m.

# CASH FLOW STATEMENT

## CASH FLOW STATEMENT

€'000	1H20	1H21	M&A 2020	M&A 2021	Ex M&A 2020	EX M&A 2021
EBITDA	15,339	14,498	-	-	15,339	14,498
Inventory	(2,716)	(4,599)	-	(1,075)	(2,716)	(3,524)
Trade Receivables	17,178	(5,810)	(155)	(10,605)	17,333	4,795
Other Current Assets	973	(7,006)	(38)	(4,621)	1,011	(2,444)
Advances From Clients	3,442	9,522	27	5,869	3,415	3,653
Trade Payables	(6,497)	4,154	23	1,769	(6,520)	2,384
Other Current Liabilities	(11,357)	1,174	92	2,573	(11,449)	(1,399)
<b>Total Change in Working Capital</b>	<b>1,023</b>	<b>(2,625)</b>	<b>(51)</b>	<b>(6,091)</b>	<b>1,074</b>	<b>3,465</b>
Employees' leaving indemnity	681	304	-	252	681	52
Other Funds	-	132	-	45	-	88
Bad Debt	775	226	-	308	775	(82)
Taxation	(1,821)	140	-	-	(1,821)	140
Capex	(17,505)	(111,435)	(1,371)	(103,128)	(16,134)	(8,307)
Consolidation Difference	-	1,129	-	-	-	1,129
<b>Operating Cash Flow</b>	<b>(1,509)</b>	<b>(97,452)</b>	<b>(1,422)</b>	<b>(108,614)</b>	<b>(87)</b>	<b>10,983</b>
Financial expenses net of warrant	(2,176)	(98)	-	(1,119)	(2,176)	1,021
Extraordinary expenses	(2,741)	(8,882)	(80)	(3,684)	(2,661)	(5,197)
Change in Net Equity	108	118,083	-	-	108	118,073
<b>Net Cash Flow</b>	<b>(6,317)</b>	<b>11,463</b>	<b>(1,502)</b>	<b>(113,417)</b>	<b>(4,815)</b>	<b>124,880</b>
<b>NFD BoP<sup>1</sup></b>	<b>15,156</b>	<b>(29,156)</b>			<b>15,156</b>	<b>(29,156)</b>
<b>NFD EoP<sup>1</sup></b>	<b>8,973</b>	<b>(17,694)</b>	<b>(1,502)</b>	<b>(113,417)</b>	<b>10,475</b>	<b>95,724</b>

### KEY COMMENTS


- The slideshows Stated Cash Flow, the M&A Cash Flow and the Excluding M&A Cash Flow both for 1H 2020 and 2021.
- In the 2021 Ex M&A, the **Operating Cash Flow** reached almost €11m vs. a same period last year cash absorption of €1.5m. The significant Operating Cash Flow is due to EBITDA and the positive dynamics of the working capital previously described.
- In the first semester 2021 **Capex** was €8.3m, mainly for the expansion of the production sites in Italy & capitalization of development costs.




THANK YOU!

# Alessandro Baj Badino

## Group Investor Relations

 Mob: +39 335 1223089

 [alessandro.bajbadino@antarevision.com](mailto:alessandro.bajbadino@antarevision.com)

 [www.antaresvisiongroup.com](http://www.antaresvisiongroup.com)