



ANTARES VISION GROUP

1Q 2022 Financial Results

10 MAY 2022

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1Q 2022 RESULTS

HIGHLIGHTS

STICKING TO OUR MISSION IN OUR GROWTH

OUR MISSION: To accelerate **technology innovation and digitalization** by connecting **physical and digital world** with the **integrated value chain**, empowering our customers to protect **product, profit, people and planet**.

The ROADMAP

Diversification



PEN-TEC



- **Life Science**
- **Cosmetics**
- **Food**
- **Beverage**
- **Rigid Containers**
- **Chemicals**

Technology empowerment



- ✓ Track & Trace software - enterprise (L4)
- ✓ Track & Trace software - Government hub (L5)
- ✓ Supply chain Management
- ✓ Returnable assets
- ✓ Inspection Systems Technologies

Global Presence / Customer Proximity

31 company sites and more than 60 countries served



EMPOWERING THE VALUE PROPOSITION: PROTECT PEOPLE, PRODUCTS, PROFITS AND THE PLANET



ANTARES VISION GROUP

ANTARES VISION
ANTARES VISION GROUP

CONVEL
ANTARES VISION GROUP

RFXCEL
ANTARES VISION GROUP

FT SYSTEM
ANTARES VISION GROUP

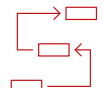
PEN-TEC

APPLIED VISION
ANTARES VISION GROUP

TRADETCITY
ANTARES VISION GROUP



QUALITY



TRACEABILITY



EFFICIENCY



**SUPPLY CHAIN
TRANSPARENCY**



BRAND PROTECTION



CUSTOMER EXPERIENCE



SUSTAINABILITY

TECH SOLUTIONS

① INSPECTION



- Expanded **portfolio of technologies** (X-Ray, Metal detector, Laser Spectroscopy, Leak detection, High Frequency)
- Development of **Technological synergies**
- **Exchange of expertise** across 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** (machine, line, plant, enterprise) for traceability.

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



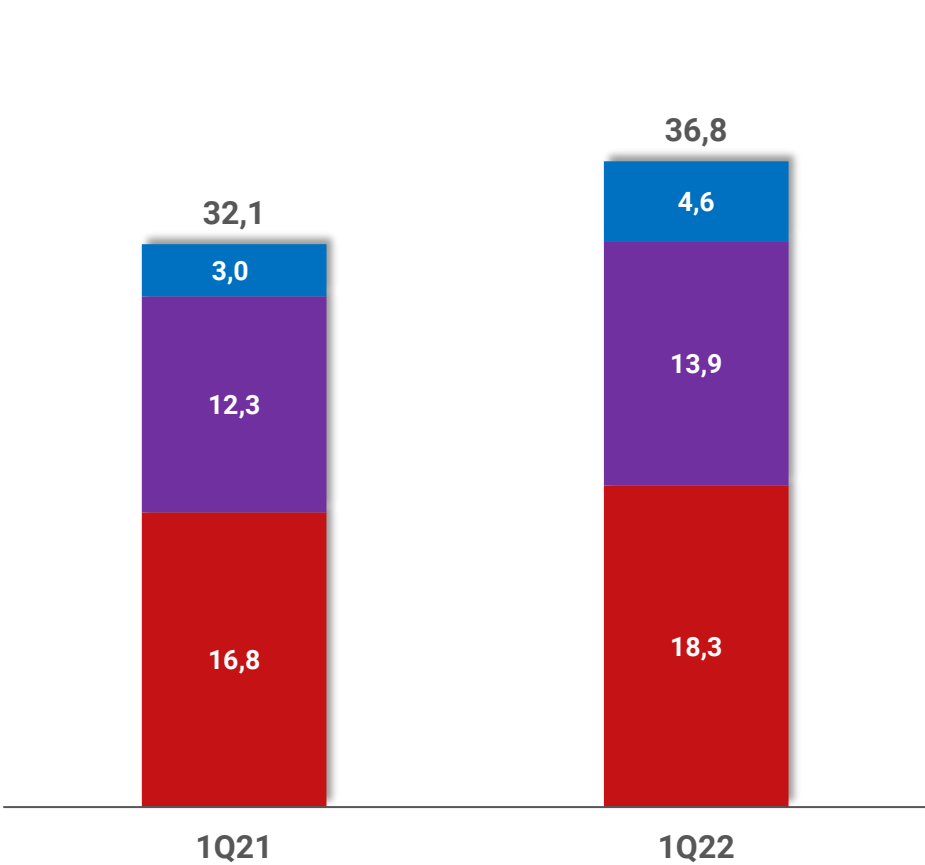
Recurring Business

REVENUES BY TECHNOLOGICAL SOLUTIONS – 1Q 2022

REVENUES BY TECHNOLOGICAL SOLUTIONS (€M)

REVENUES BY TECHNOLOGICAL SOLUTIONS (%)

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

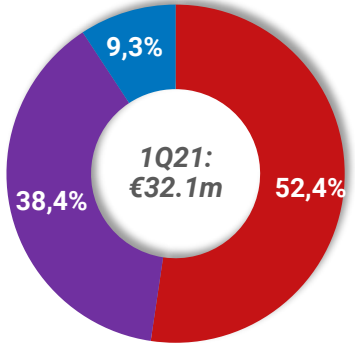
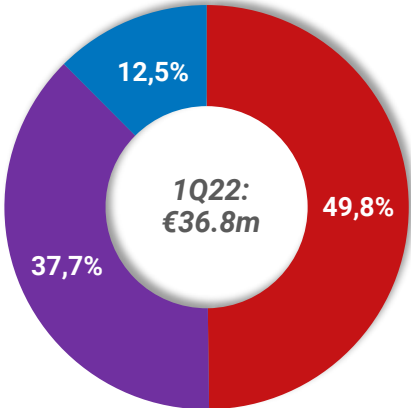


+14.8% YoY

+54.7% YoY

+12.7% YoY

+9.2% YoY



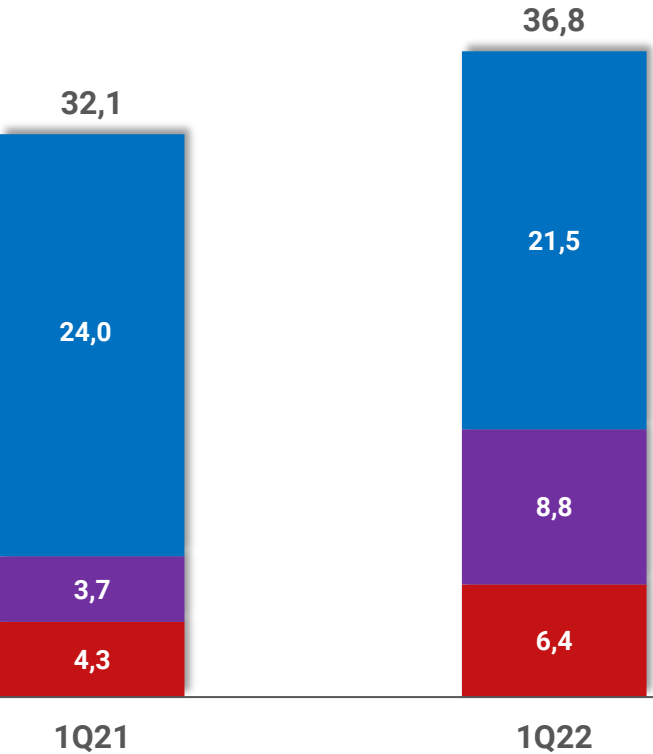
Source: Antares Vision Group

REVENUES BY BUSINESS MODEL – 1Q 2022

REVENUES BY BUSINESS MODEL (€M)

REVENUES BY BUSINESS MODEL (%)

■ Services ■ Smart Data/SaaS ■ Equipment

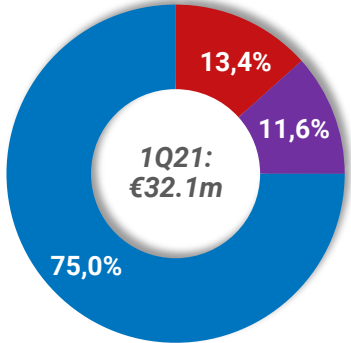
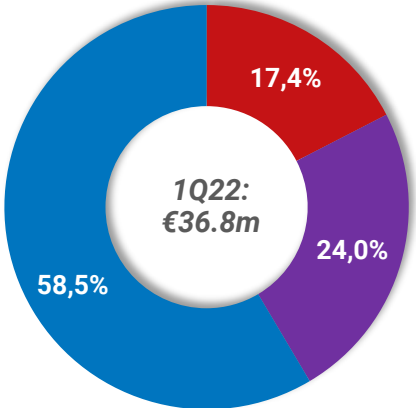


+14.8% YoY

-10.4% YoY

+136.9% YoY

+49.7% YoY



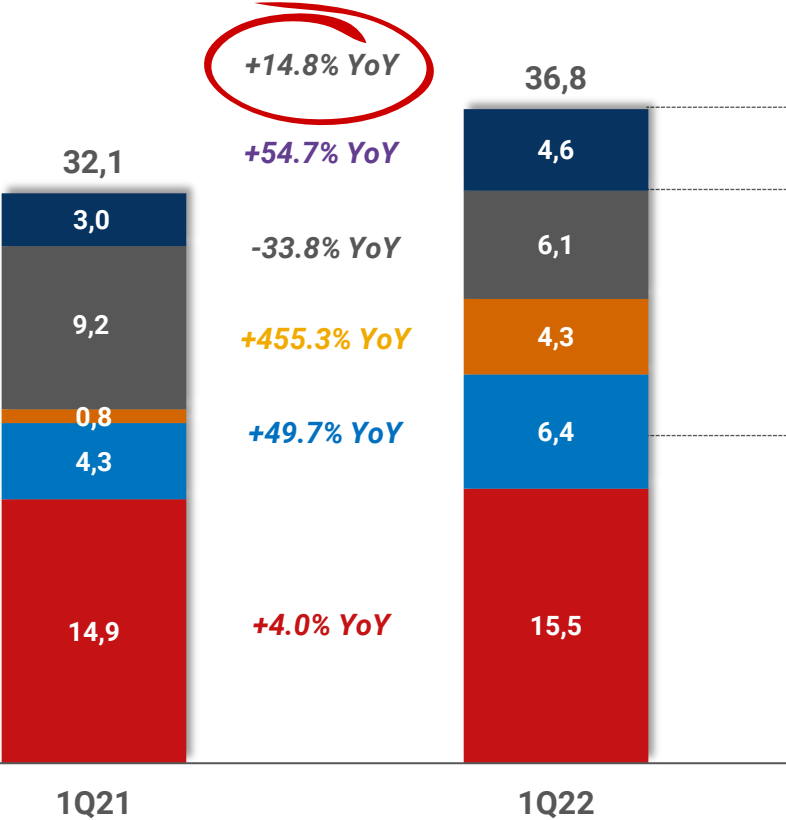
Source: Antares Vision Group

REVENUES BY TECHNOLOGICAL SOLUTIONS – 1Q 2022



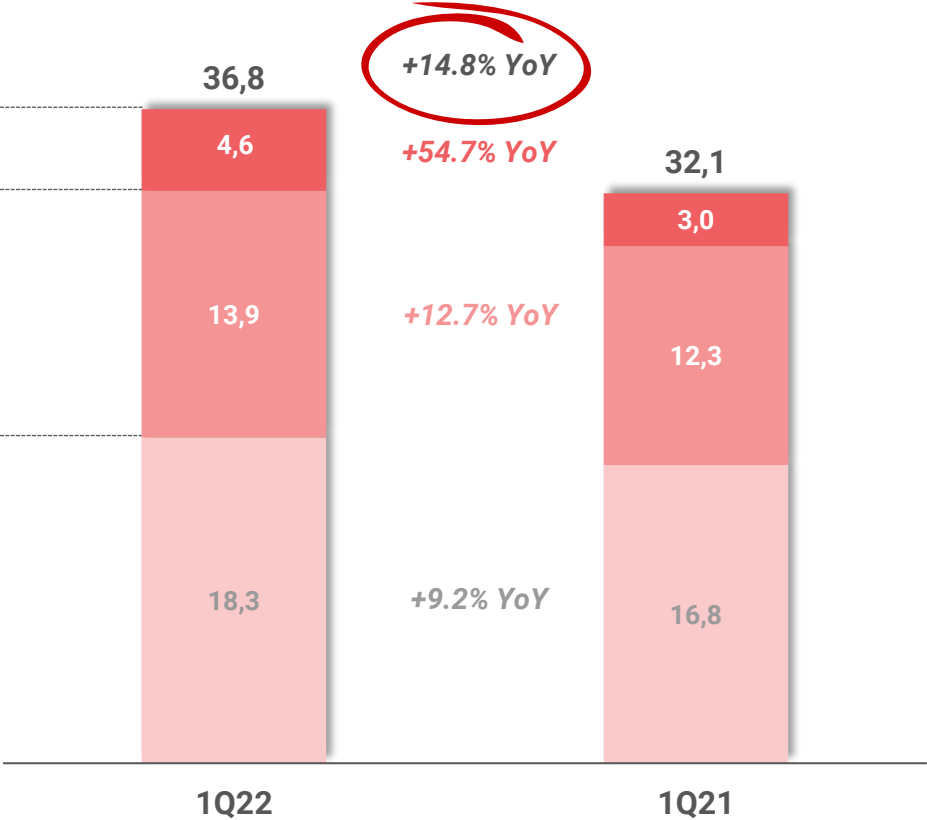
DETAIL (€M)

■ Inspection ■ Services ■ SaaS ■ T&T L1-L3 ■ Smart Data



AGGREGATE (€M)

■ Inspection ■ T&T L1-L4 ■ Smart Data



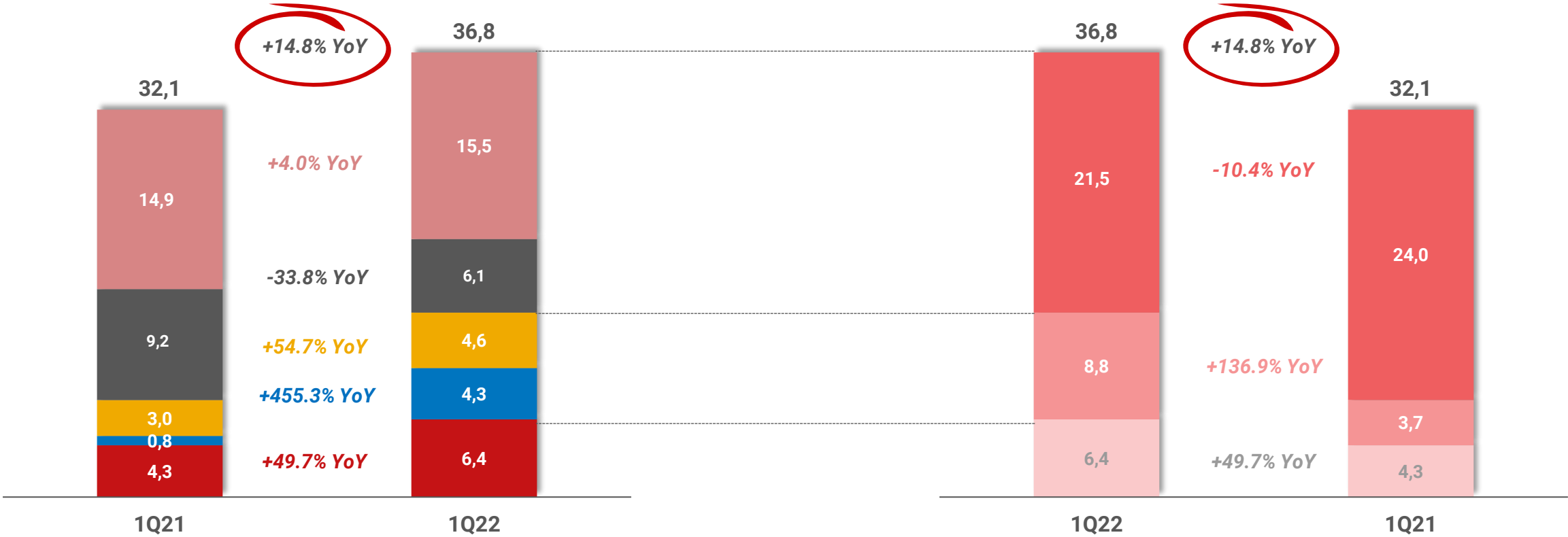
REVENUES BY BUSINESS MODEL – 1Q 2022

DETAIL (€M)

AGGREGATE (€M)

■ Services ■ SaaS ■ Smart Data ■ T&T L1/L3 ■ Inspection

■ Services ■ SaaS ■ Equipment



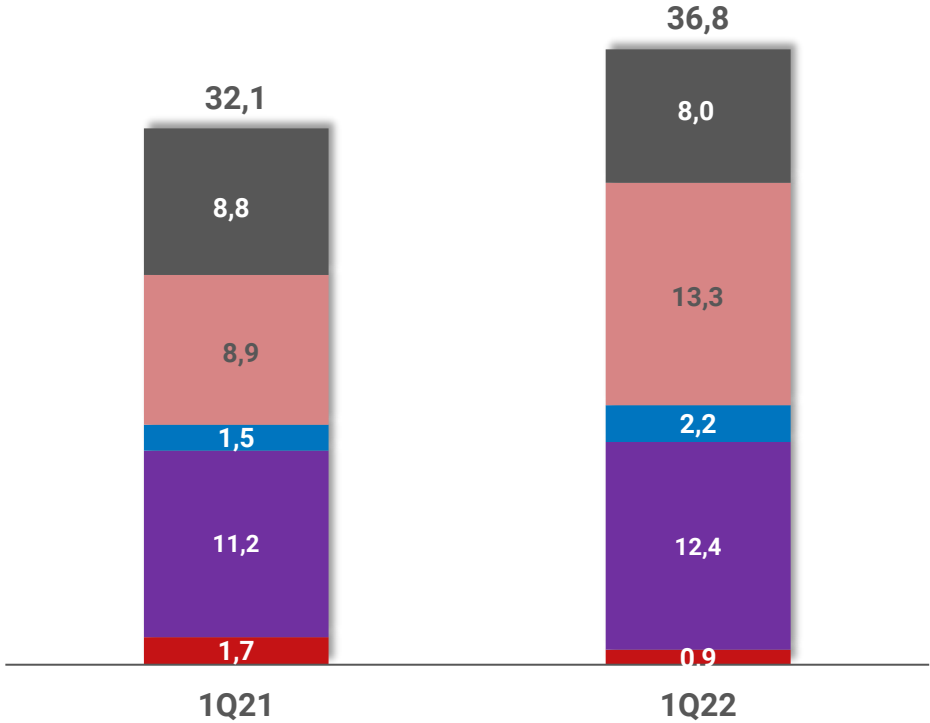
RECURRING BUSINESS 41%

REVENUES BY GEOGRAPHY – 1Q 2022

REVENUES BY GEOGRAPHY (€M)

REVENUES BY GEOGRAPHY (%)

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



+14.8% YoY

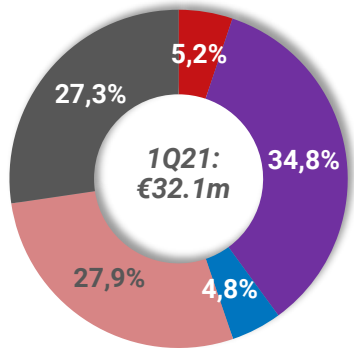
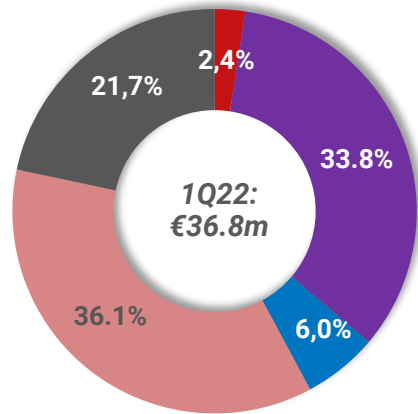
-8.9% YoY

+48.7 YoY

+42.0% YoY

+11.4% YoY

-45.9% YoY



Source: Antares Vision Group

REVENUES BY INDUSTRY – 1Q 2022

REVENUES BY INDUSTRY (€M)

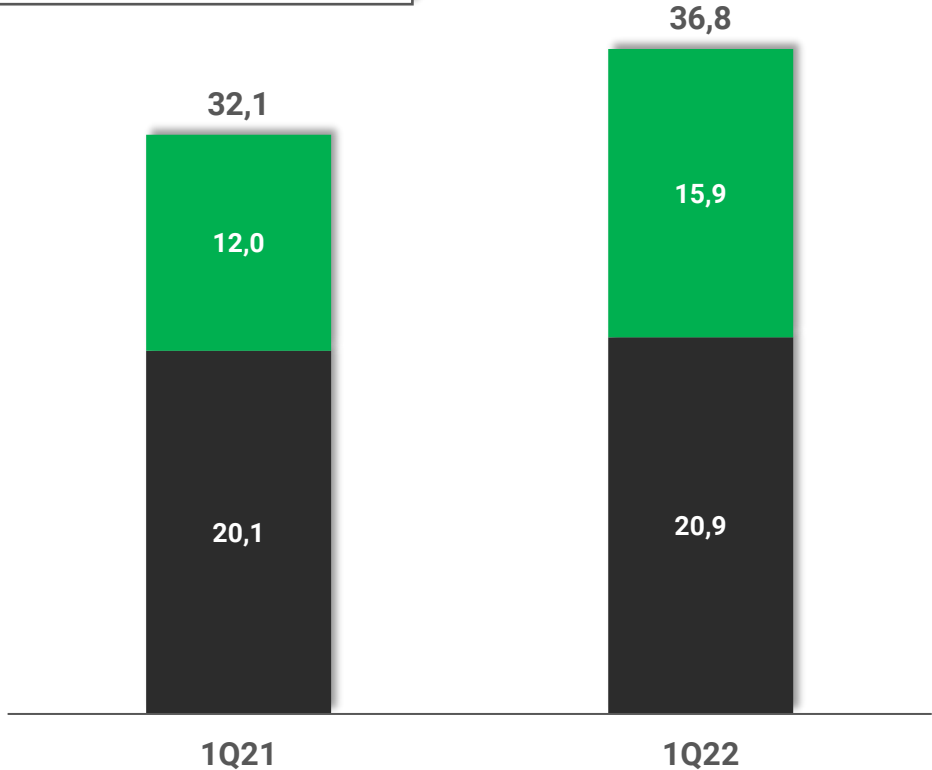
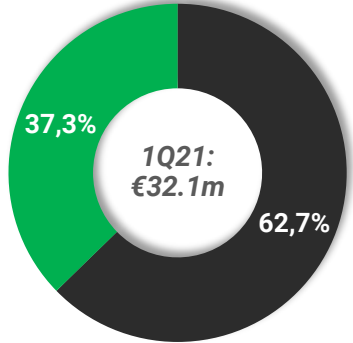
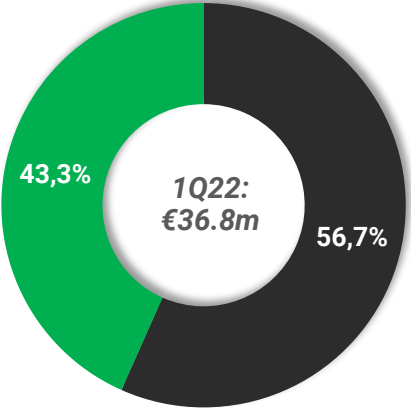
REVENUES BY INDUSTRY (%)

1Q22 Breakdown
Life Science
 €20.9m - 57% of Revenues
FMCG
 €15.9m - 43% of Revenues

+14.8% YoY

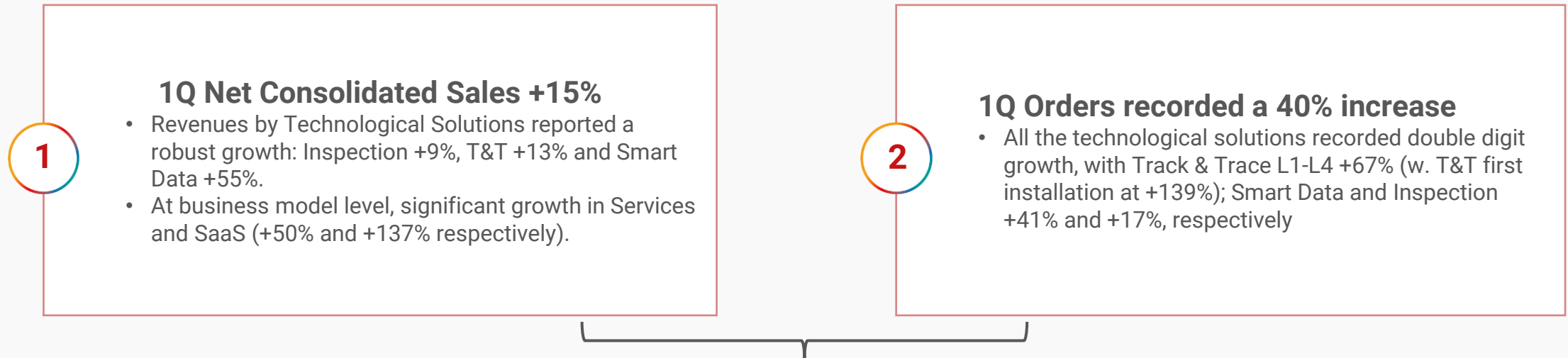
+33.4% YoY

+3.7% YoY



Source: Antares Vision Group

CLOSING REMARKS



For FY 2022, the Group confirms the guidance provided, with an increase in Net Consolidated Sales between +12% and +18% on FY 2021 stated numbers, excluding acquisitions executed during the course of the year

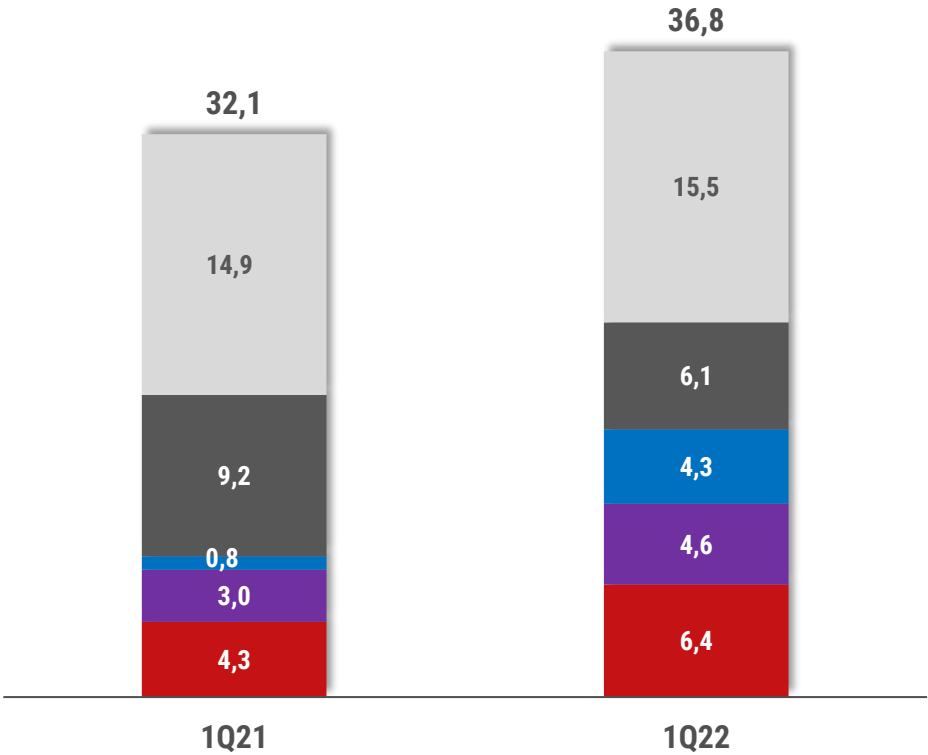
APPENDIX

REVENUES BY PRODUCT – 1Q 2022

REVENUES BY PRODUCTS (€M)

REVENUES BY PRODUCTS (%)

■ Services ■ Smart Data ■ SaaS ■ T&T L1/L3 ■ Inspection



+14.8% YoY

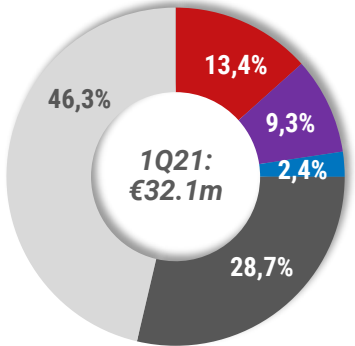
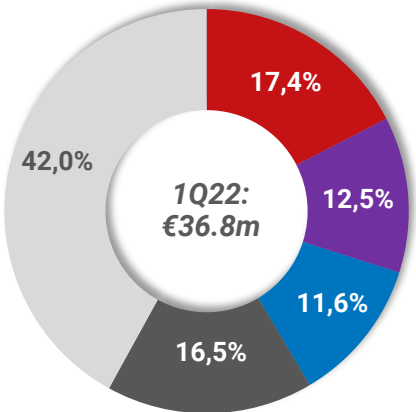
+4.0% YoY

-33.8% YoY

+455.3% YoY

+54.7% YoY

+49.7% YoY

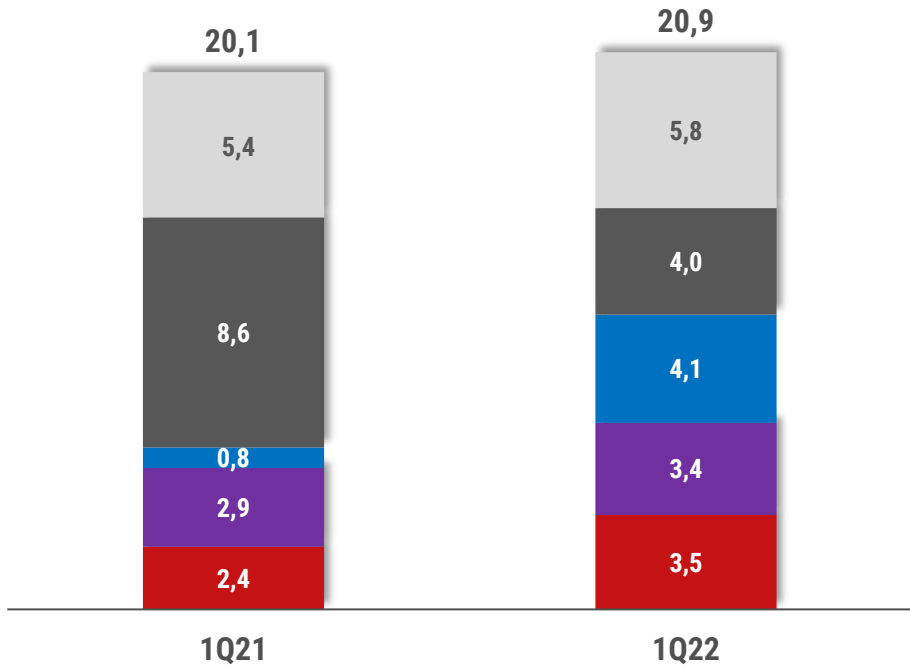


REVENUES BY INDUSTRY – LIFE SCIENCE – 1Q 2022

REVENUES BY INDUSTRY (€M)

REVENUES BY INDUSTRY (%)

Life Science



+3.7% YoY

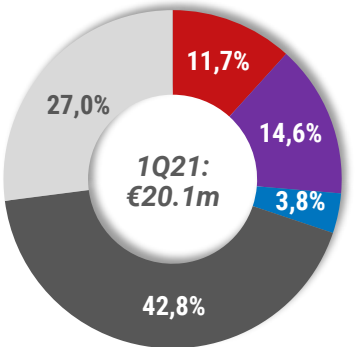
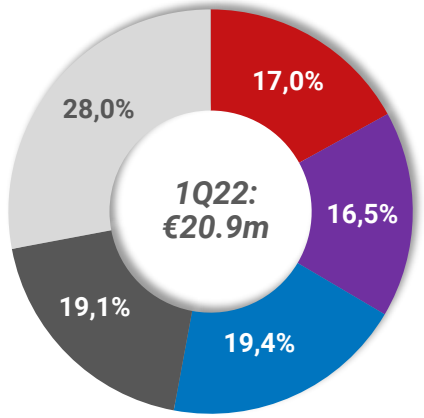
+7.2% YoY

-53.7% YoY

+428.7%

+17.0% YoY

+50.3% YoY



Source: Antares Vision Group

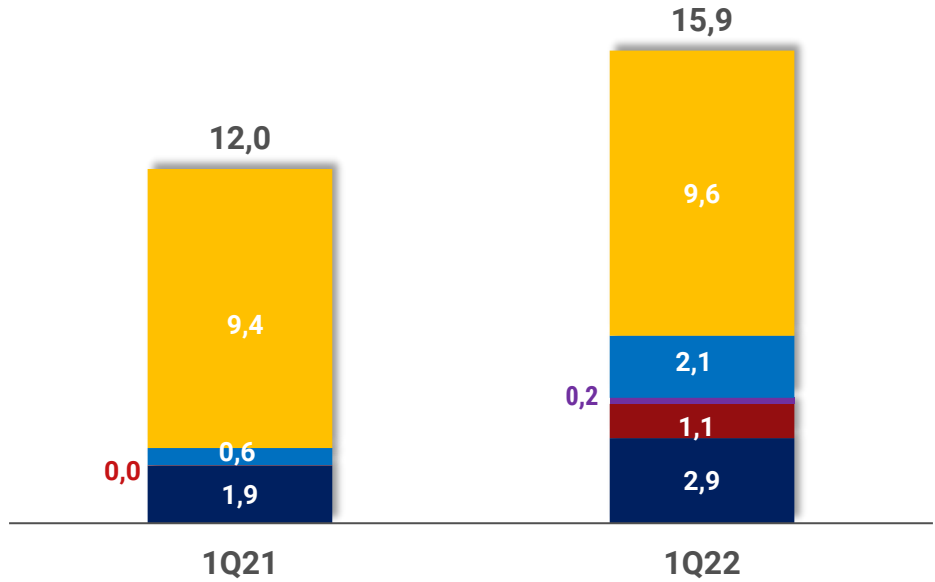
REVENUES BY INDUSTRY – FMCG – 1Q 2022

REVENUES BY INDUSTRY (€M)

REVENUES BY INDUSTRY (%)

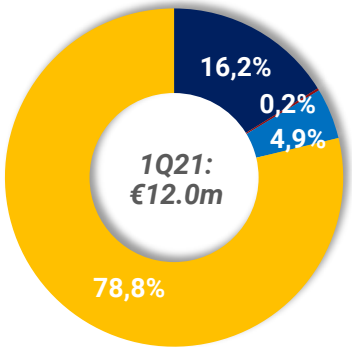
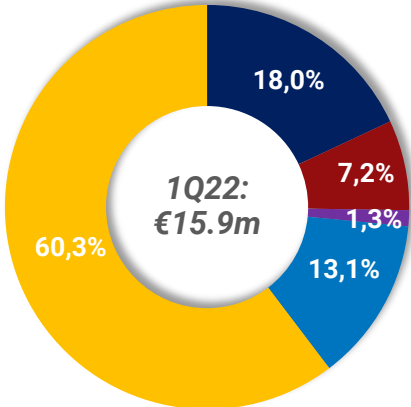
FMCG Services Smart Data SaaS T&T L1/L3 Inspection

+33.4% YoY



+2.2% YoY

+261.1% YoY
n.m.
n.m.
+48.9% YoY



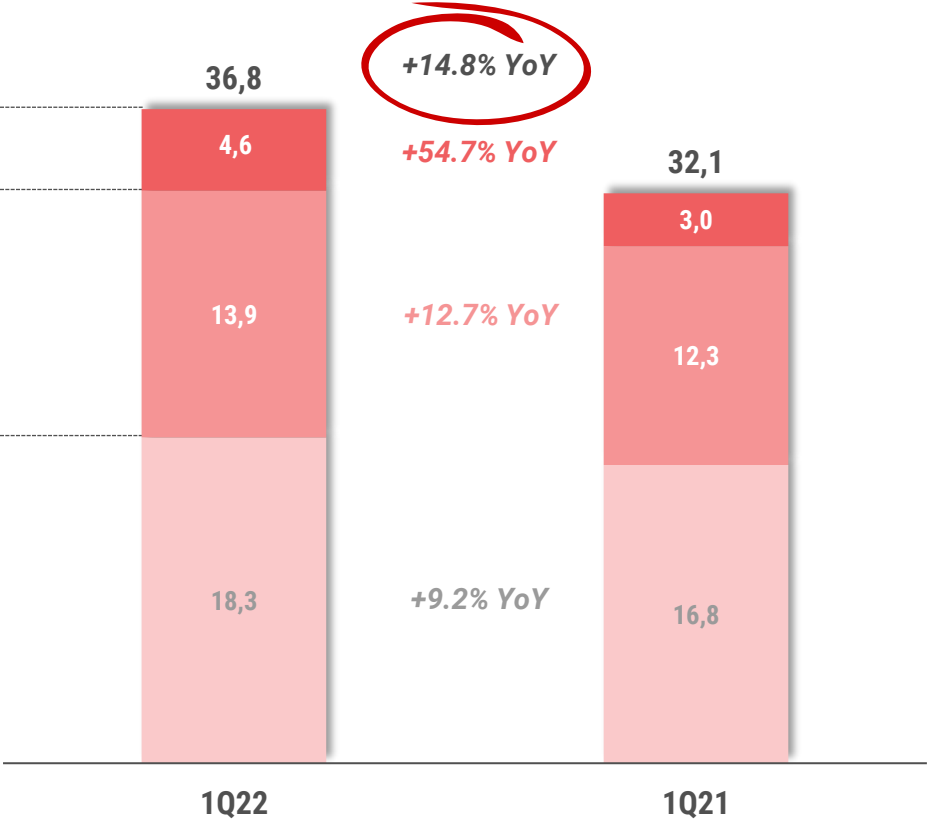
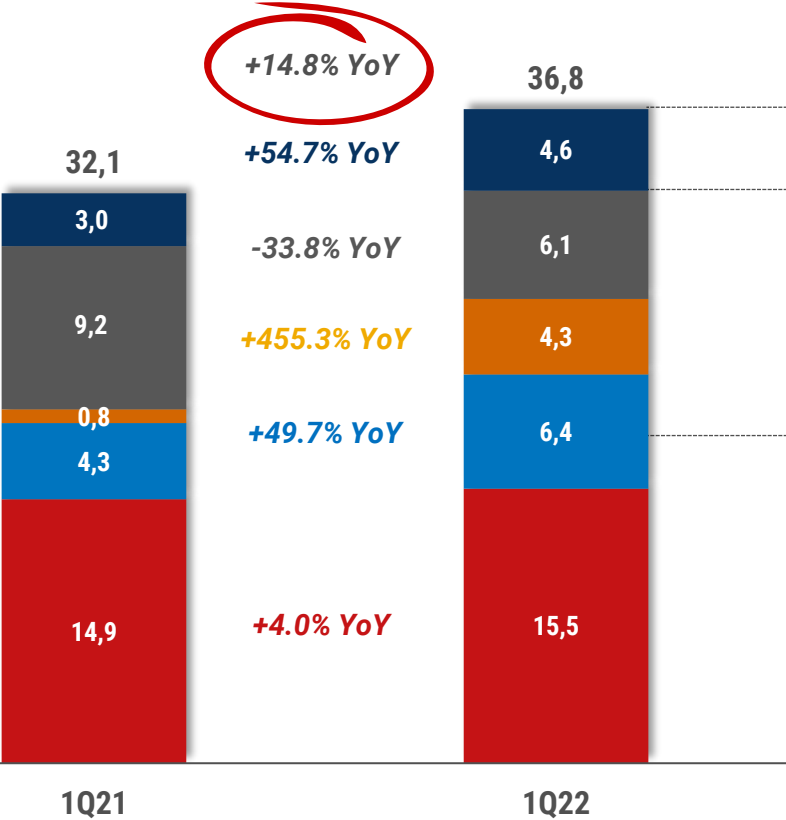
REVENUES BY TECHNOLOGICAL SOLUTIONS – 1Q 2022

DETAIL (€M)

AGGREGATE (€M)

■ Inspection ■ Services ■ SaaS ■ T&T L1-L3 ■ Smart Data

■ Inspection ■ T&T L1-L4 ■ Smart Data

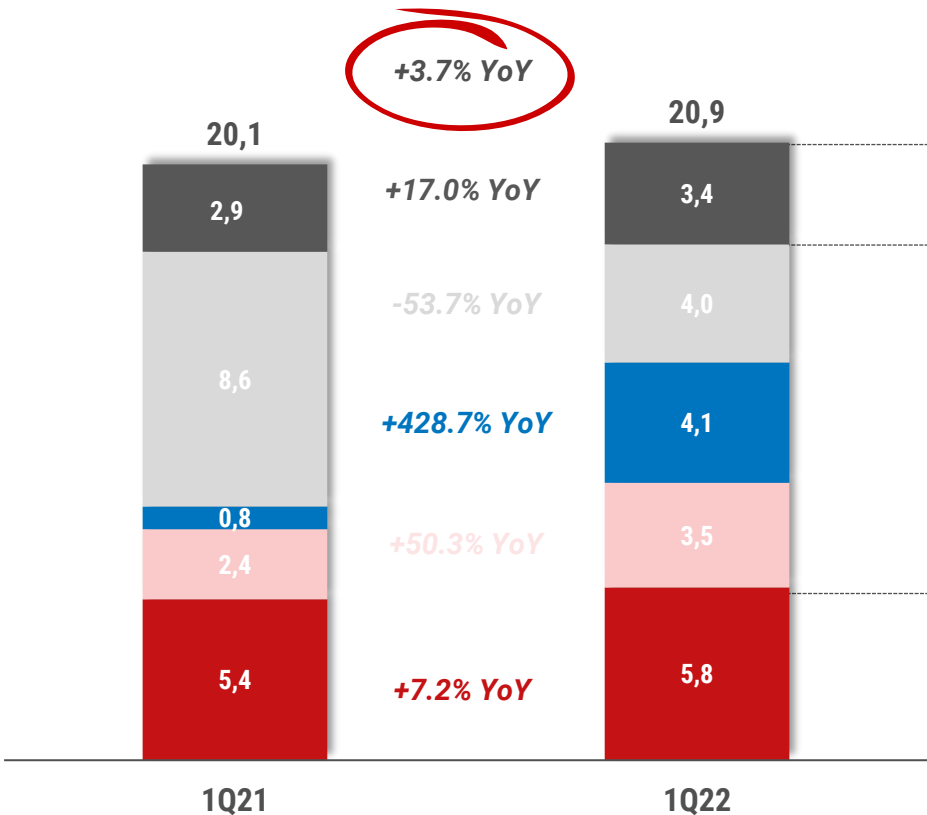


REVENUES BY TECHNOLOGICAL SOLUTIONS - LIFE SCIENCE – 1Q 22



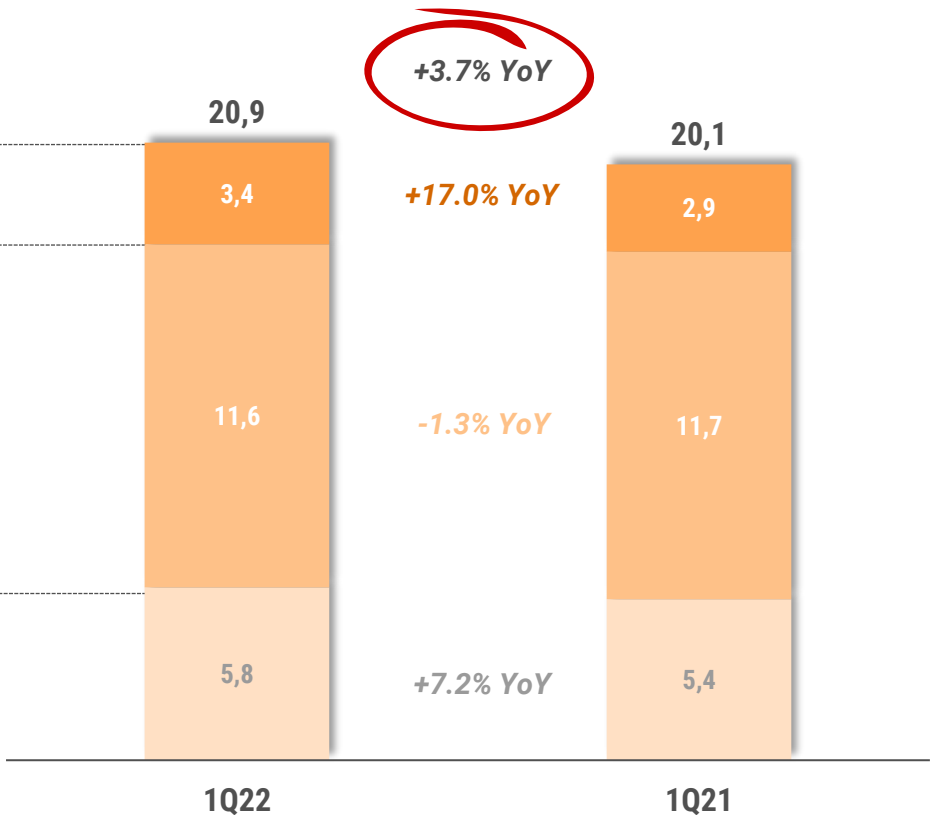
DETAIL (€M)

■ Inspection ■ Services ■ SaaS ■ T&T L1-L3 ■ Smart Data



AGGREGATE (€M)

■ Inspection ■ T&T L1-L4 ■ Smart Data

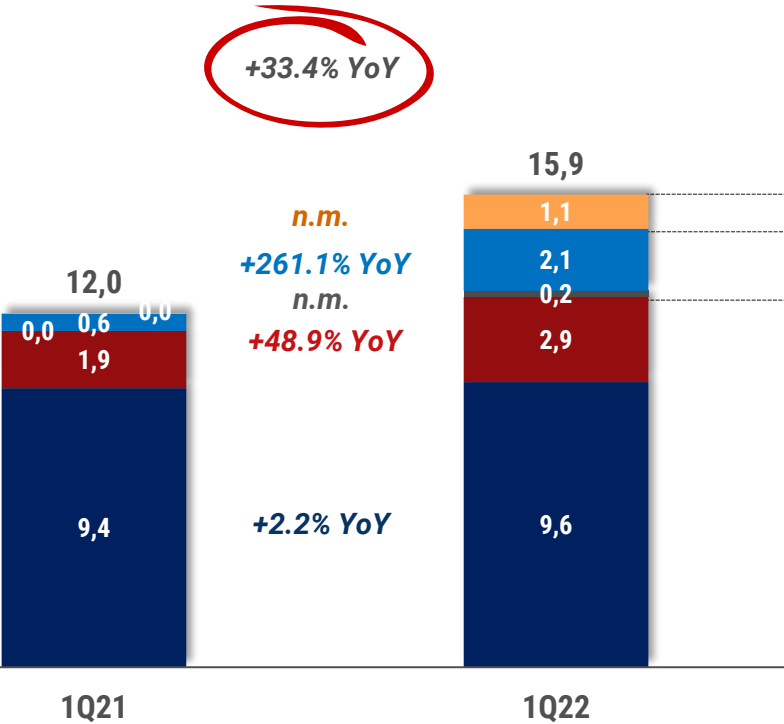


REVENUES BY TECHNOLOGICAL SOLUTIONS – FMCG – 1Q 2022



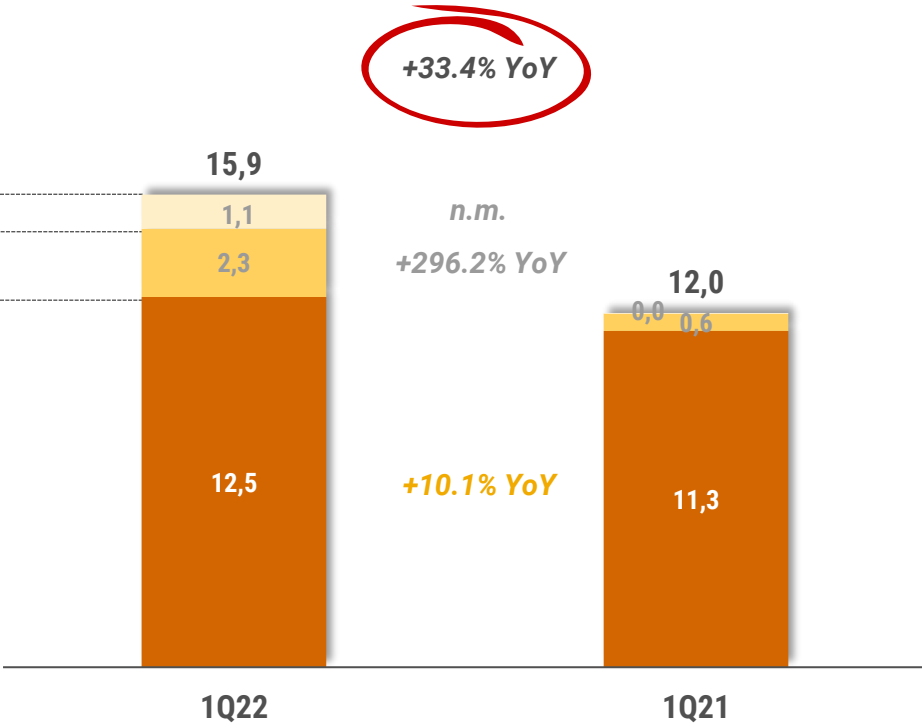
DETAIL (€M)

■ Inspection ■ Services ■ SaaS ■ T&T L1-L3 ■ Smart Data



AGGREGATE (€M)

■ Inspection ■ T&T L1-L4 ■ Smart Data



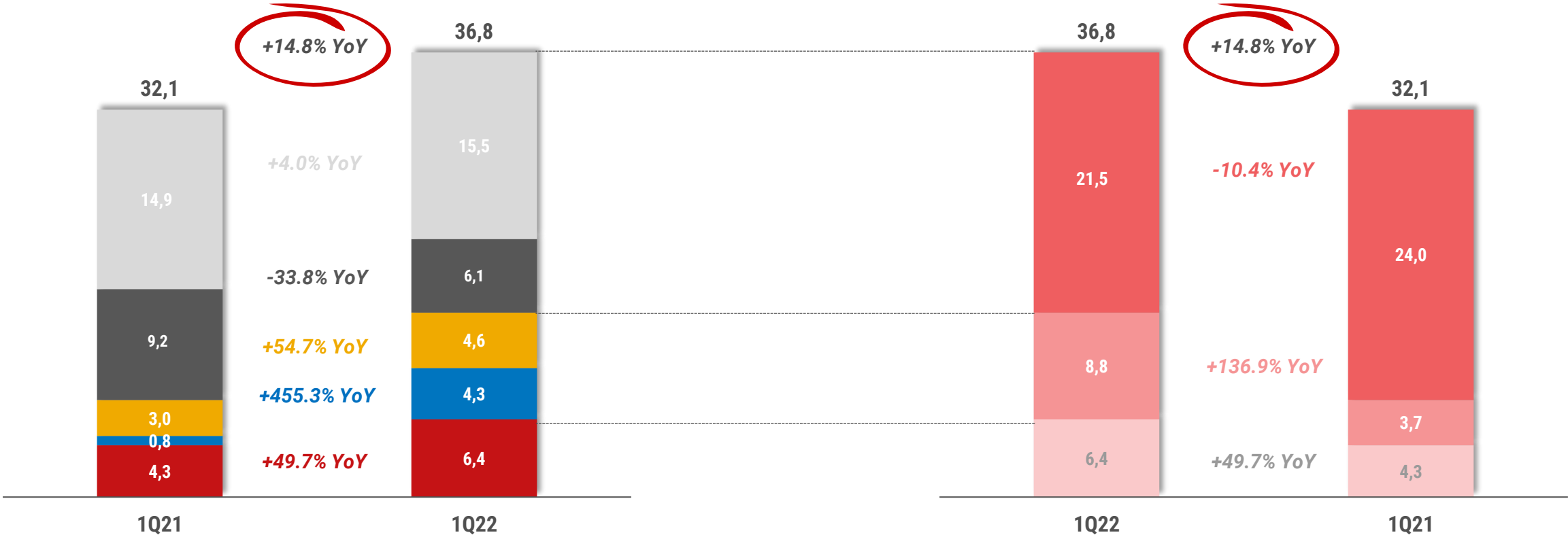
REVENUES BY BUSINESS MODEL – 1Q 2022

DETAIL (€M)

AGGREGATE (€M)

■ Services ■ SaaS ■ Smart Data ■ T&T L1/L3 ■ Inspection

■ Services ■ SaaS ■ Equipment



RECURRING BUSINESS 41%

REVENUES BY BUSINESS MODEL - LIFE SCIENCE – 1Q 2022

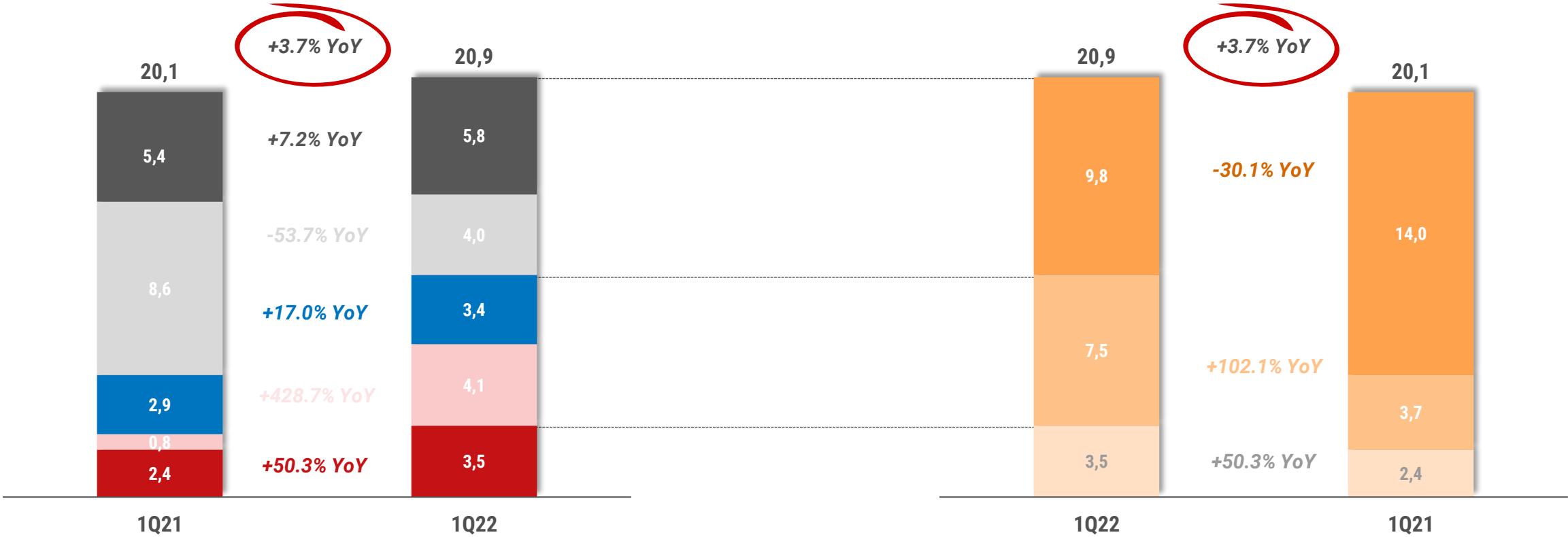


DETAIL (€M)

AGGREGATE (€M)

■ Services ■ SaaS ■ Smart Data ■ T&T L1/L3 ■ Inspection

■ Services ■ SaaS ■ Equipment



RECURRING BUSINESS 53%

Source: Antares Vision Group

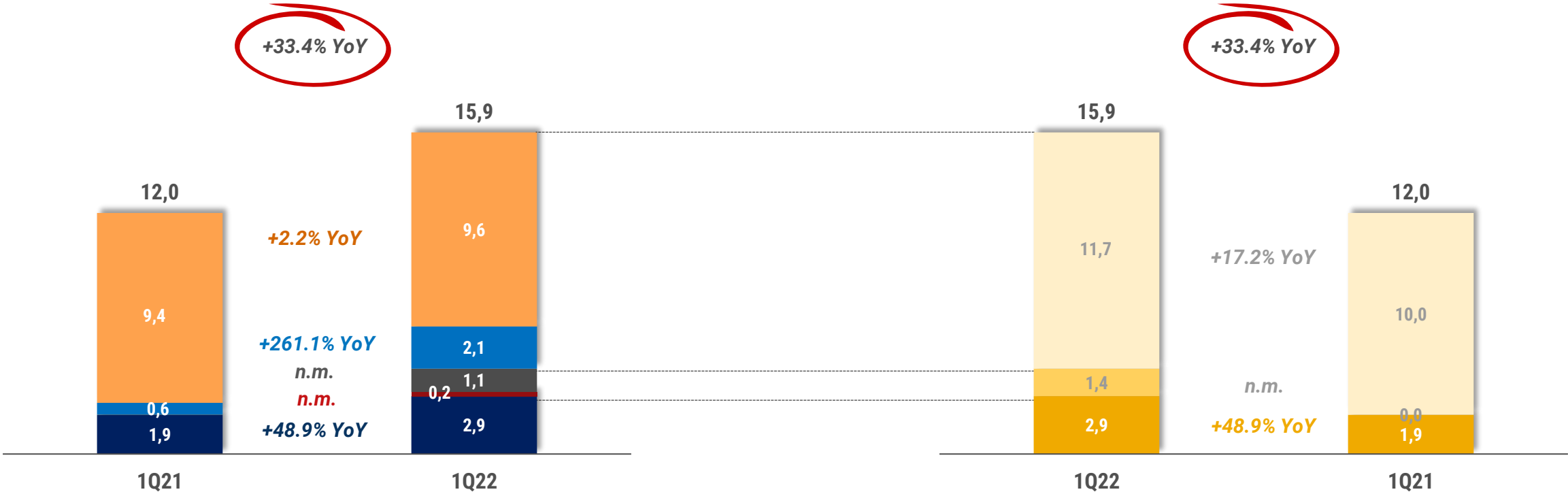
REVENUES BY BUSINESS MODEL – FMCG – 1Q 2022

DETAIL (€M)

AGGREGATE (€M)

■ Services ■ SaaS ■ Smart Data ■ T&T L1/L3 ■ Inspection

■ Services ■ SaaS ■ Equipment



RECURRING BUSINESS 27%

REVENUES BY GEOGRAPHY: 1Q 2022

Revenues by Geography (€m)	1Q 2022	%	1Q 2021	%	Changes %
Italy	8.0	21.7%	8.8	27.3%	-8.9%
Europe	13.3	36.1%	8.9	27.9%	48.7%
America	12.4	33.8%	11.2	34.8%	11.4%
Asia	2.2	6.0%	1.5	4.8%	42.0%
Africa and Middle East	0.9	2.4%	1.7	5.2%	-45.9%
Antares Vision Group	36.8	100.0%	32.1	100.0%	14.8%

REVENUES BY TECHNOLOGY SOLUTIONS: 1Q 2022

	1Q 2022	%	1Q 2021	%	Change %
Life Science					
Inspection	5.8	28.0%	5.4	27.0%	7.2%
T&T (L1-L4)	11.6	55.5%	11.7	58.3%	-1.3%
Smart Data	3.4	16.5%	2.9	14.6%	17.0%
Total Life Science	20.9	100.0%	20.1	100.0%	3.7%
FMCG					
Inspection	12.5	59.9%	11.3	56.4%	10.1%
T&T (L1-L4)	2.3	11.0%	0.6	2.9%	296.2%
Smart Data	1.1	5.5%	0.0	0.1%	4181.7%
Total Life Science	15.9	100.0%	12.0	100.0%	33.4%
Antares Vision Group					
Inspection	18.3	49.8%	16.8	45.6%	9.2%
T&T (L1-L4)	13.9	37.7%	12.3	33.5%	12.7%
Smart Data	4.6	12.5%	3.0	8.1%	54.7%
Totale Antares Vision Group	36.8	100.0%	32.1	100.0%	14.8%

REVENUES BY TECHNOLOGY SOLUTIONS: 1Q 2022 (2)

	1Q 2022	%	1Q 2021	%	Change %
Life Science (€m)					
Inspection Equipment	5.8	28.0%	5.4	27.0%	7.2%
Services	3.5	17.0%	2.4	11.7%	50.3%
SaaS (L4)	4.1	19.4%	0.8	3.8%	428.7%
Track & Trace (L1 - L3)	4.0	19.1%	8.6	42.8%	-53.7%
Track & Trace	11.6	55.5%	11.7	58.3%	-1.3%
Smart Data	3.4	16.5%	2.9	14.6%	17.0%
Total Life Science	20.9	100.0%	20.1	100.0%	3.7%
FMGC (€m)					
Services	2.9	18.0%	1.9	16.2%	48.9%
Inspection Equipment	9.6	60.3%	9.4	78.8%	2.2%
Inspection	12.5	78.4%	11.3	94.9%	10.1%
SaaS (L4)	0.2	1.3%	0.0	0.0%	n.m.
Track & Trace (L1 - L3)	2.1	13.1%	0.6	4.9%	261.1%
Total Track & Trace	2.3	14.4%	0.6	4.9%	296.2%
Smart Data	1.1	7.2%	0.0	0.2%	4181.7%
Total FMCG	15.9	100.0%	12.0	100.0%	33.4%
Antares Vision Group					
Services	2.9	7.8%	1.9	6.0%	48.9%
Inspection Equipment	15.5	42.0%	14.9	46.3%	4.0%
Inspection	18.3	49.8%	16.8	52.4%	9.2%
Services	3.5	9.6%	2.4	7.3%	50.3%
SaaS (L4)	4.3	11.6%	0.8	2.4%	455.3%
Track & Trace (L1 - L3)	6.1	16.5%	9.2	28.7%	-33.8%
Total Track & Trace	13.9	37.7%	12.3	38.4%	12.7%
Smart Data	4.6	12.5%	3.0	9.3%	54.7%
Antares Vision Group	36.8	4480%	32.1	100%	14.8%

REVENUES BY BUSINESS MODEL: 1Q 2022

	1Q 2022	%	1Q 2021	%	Change %
Life Science					
Life Cycle Services	3.5	17.0%	2.4	16.1%	50.3%
SaaS	7.5	35.9%	3.7	25.3%	102.1%
Recurring Business	11.0	52.9%	6.1	41.3%	82.0%
Equipment	9.8	47.1%	8.6	58.7%	14.0%
Total Life Science	20.9	100.0%	14.7	100.0%	42.1%
FMCG					
Life Cycle Services	2.9	18.0%	1.9	16.2%	48.9%
SaaS	1.4	8.5%	0.0	0.2%	4941.1%
Recurring Business	4.2	26.5%	2.0	16.4%	116.0%
Equipment	11.7	73.5%	10.0	83.6%	17.2%
Totale Life Science	15.9	100.0%	12.0	100.0%	33.4%
Antares Vision Group					
Life Cicle Services	6.4	17.4%	4.3	13.4%	49.7%
SaaS	8.8	24.0%	3.7	11.6%	136.9%
Recurring Business	15.3	41.5%	8.0	25.0%	90.3%
Equipment	21.5	58.5%	24.0	75.0%	-10.4%
Antares Vision Group	36.8	100.0%	32.1	100.0%	14.8%

REVENUES BY BUSINESS MODEL: 1Q 2022 (2)

	1Q 2022	%	1Q 2021	%	Change %
Life Science Services	3.5	9.6%	2.4	7.3%	50.3%
FMCG Services	2.9	7.8%	1.9	6.0%	48.9%
Life Cycle Services	6.4	17.4%	4.3	13.4%	49.7%
Life Science SaaS (L4)	4.1	11.0%	0.8	2.4%	428.7%
FMCG SaaS (L4)	0.2	0.6%	0.0	0.0%	n.m.
Life Science Smart Data	3.4	9.4%	2.9	9.2%	17.0%
FMCG Smart Data	1.1	3.1%	0.0	0.1%	4181.7%
SaaS	8.8	24.0%	3.7	11.6%	136.9%
Life Science Inspection Equipment	5.8	15.8%	5.4	17.0%	7.2%
FMCG Inspection Equipment	9.6	26.1%	9.4	29.4%	2.2%
Life Science Track & Trace (L1 - L3)	4.0	10.8%	8.6	26.8%	-53.7%
FMCG Track & Trace (L1 - L3)	2.1	5.7%	0.6	1.8%	261.1%
Equipment	21.5	58.5%	24.0	75.0%	-10.4%
Antares Vision Group	36.8	100.0%	32.1	100.0%	14.8%

REVENUES BY INDUSTRY: 1Q 2022 (1)

	1Q 2022	%	1Q 2021	%	Change %
Life Science (€m)					
Services	3.5	17.0%	2.4	11.7%	50.3%
Smart Data	3.4	16.5%	2.9	14.6%	17.0%
SaaS (L4)	4.1	19.4%	0.8	3.8%	428.7%
Track & Trace (L1-L3)	4.0	19.1%	8.6	42.8%	-53.7%
Total Track & Trace	15.0	72.0%	14.7	73.0%	2.4%
Inspection	5.8	28.0%	5.4	27.0%	7.2%
Total	20.9	100.0%	20.1	100.0%	3.7%
FMGC (€m)					
Services	2.9	18.0%	1.9	16.2%	48.9%
Smart Data	1.1	7.2%	0.0	0.2%	4181.7%
SaaS (L4)	0.2	1.3%	0.0	0.0%	n.m.
Track & Trace (L1 - L3)	2.1	13.1%	0.6	4.9%	261.1%
Total Track & Trace	3.2	20.4%	0.6	5.1%	434.3%
Inspection	9.6	60.3%	9.4	78.8%	2.2%
Total	15.9	100.0%	12.0	100.0%	33.4%
Antares Vision Group	36.8		32.1		14.8%

REVENUES BY PRODUCT / SERVICES: 1Q 2022 (2)


Produits	1Q 2022	%	1Q 2021	%	Change %
Services	6.4	17.4%	4.3	13.4%	49.7%
Smart Data	4.6	12.5%	3.0	9.3%	54.7%
SaaS (L4)	4.3	11.6%	0.8	2.4%	455.3%
Track & Trace (L1 - L3)	6.1	16.5%	9.2	28.7%	-33.8%
Inspection	15.5	42.0%	14.9	46.3%	4.0%
Antares Vision Group	36.8	100.0%	32.1	100.0%	14.8%



THANK YOU!

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