EUROTECH

Imagine. Build. Succeed.

2019 NINE MONTHS RESULTS CONFERENCE CALL

November 14th, 2019

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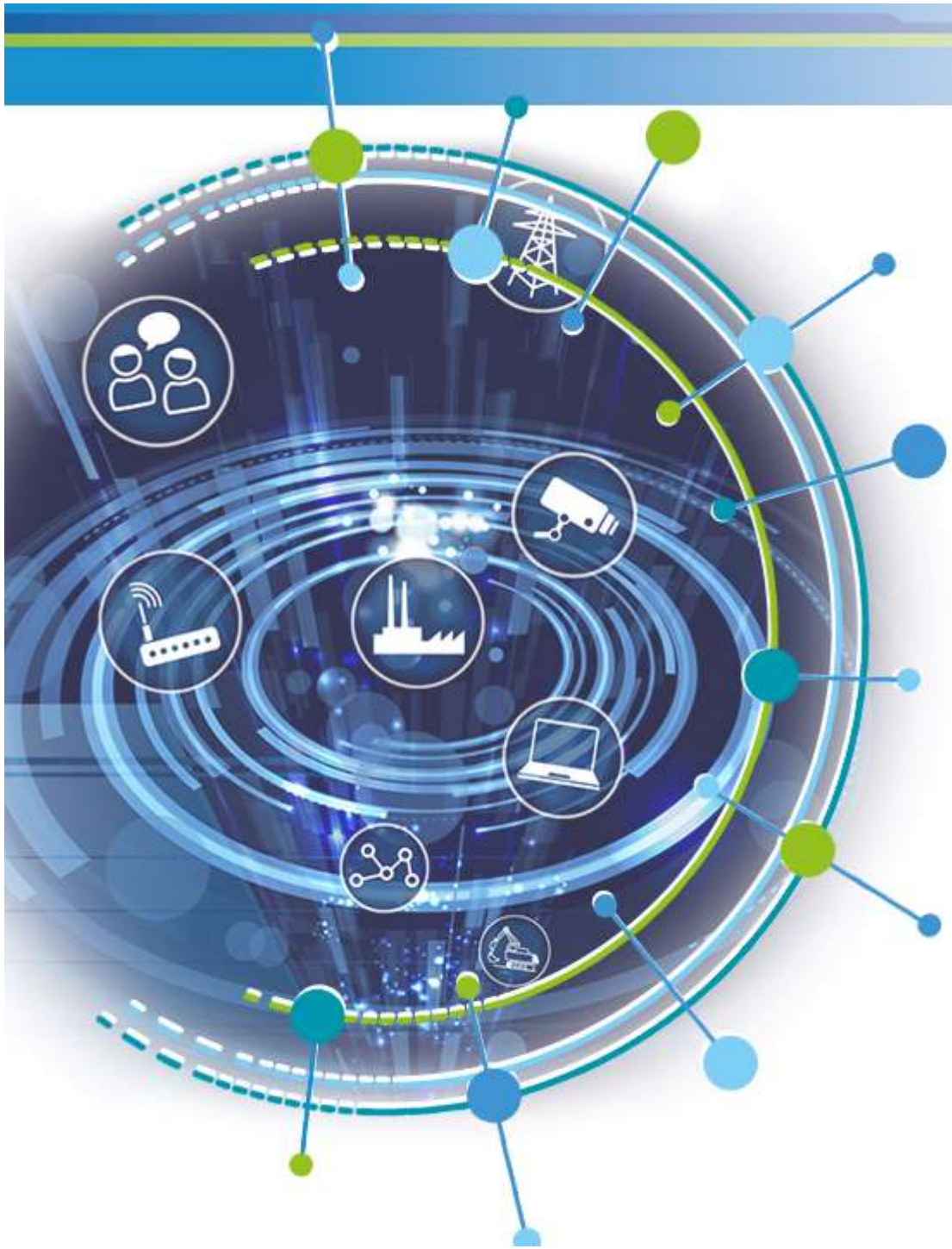

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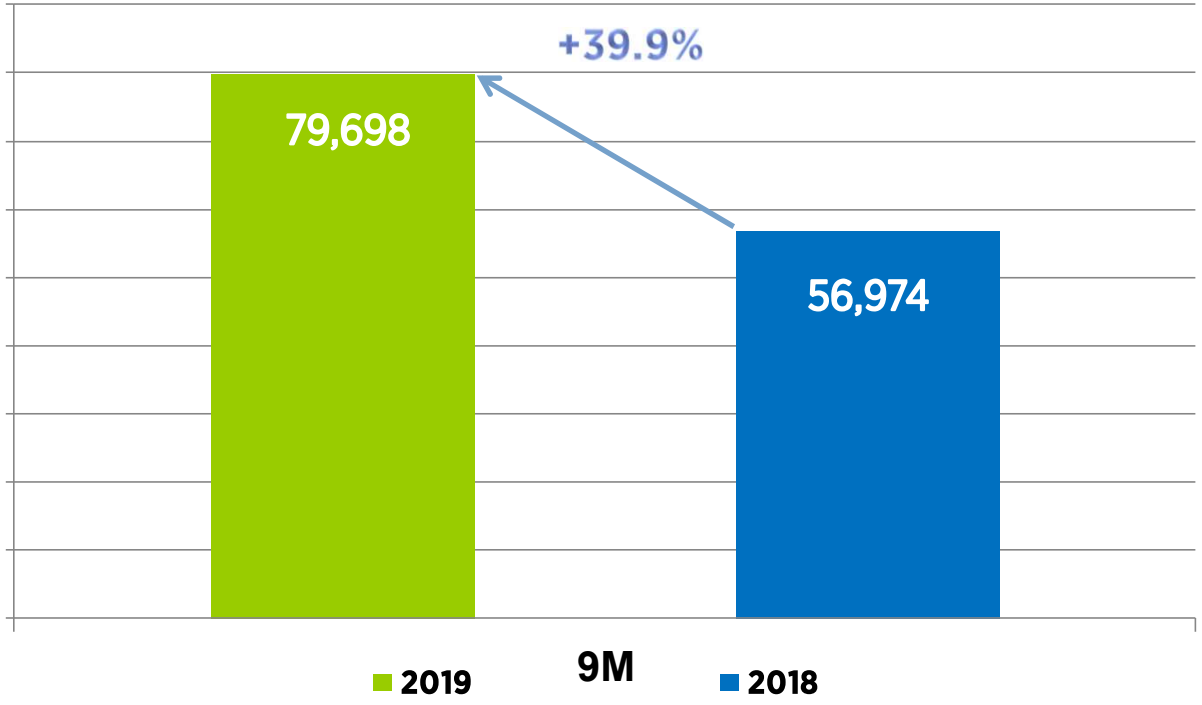
FINANCIAL HIGHLIGHTS
30 September 2019

REVENUES

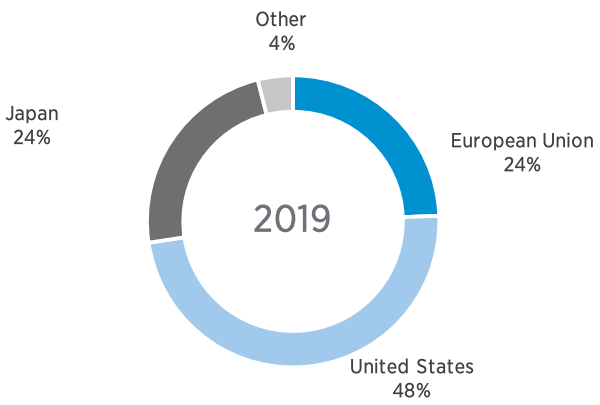
30 September 2019-2018 (€/000)

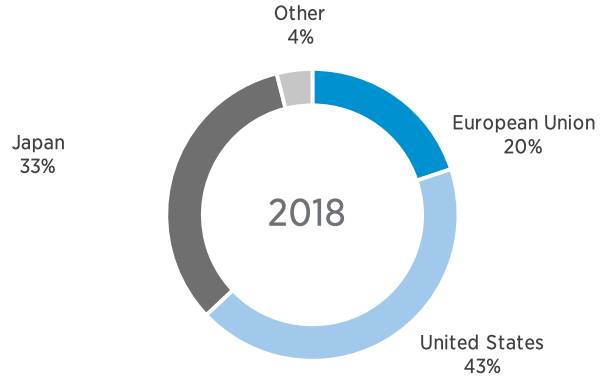


REVENUES BY GEOGRAPHIC AREA

30 September 2019-2018 (€/000)

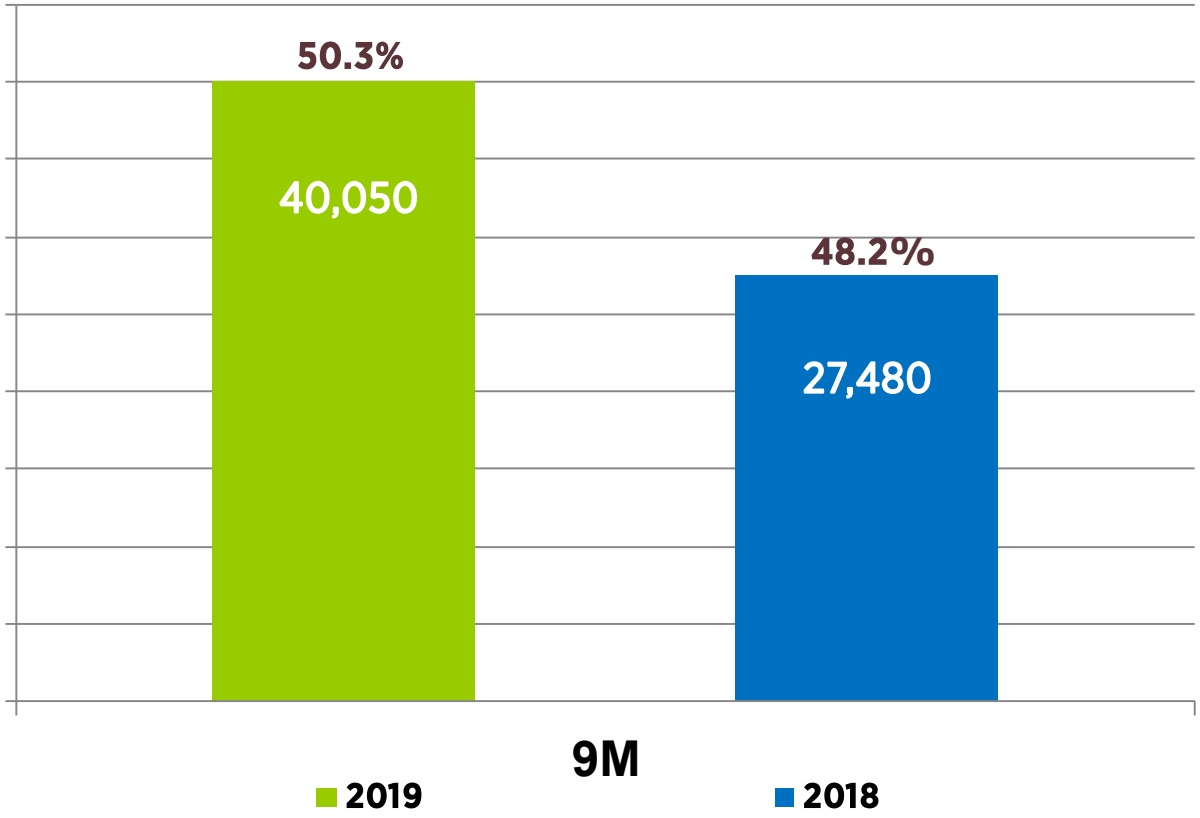
€'000	9M 2019	%	9M 2018	%	var. %
BREAKDOWN BY GEOGRAPHIC AREA					
European Union	19,454	24.4%	11,354	19.9%	71.3%
United States	38,456	48.3%	24,513	43.0%	56.9%
Japan	18,693	23.5%	18,854	33.1%	-0.9%
Other	3,095	3.9%	2,253	4.0%	37.4%
TOTAL SALES AND SERVICE REVENUES	**79,698**	**100.0%**	**56,974**	**100.0%**	**39.9%**





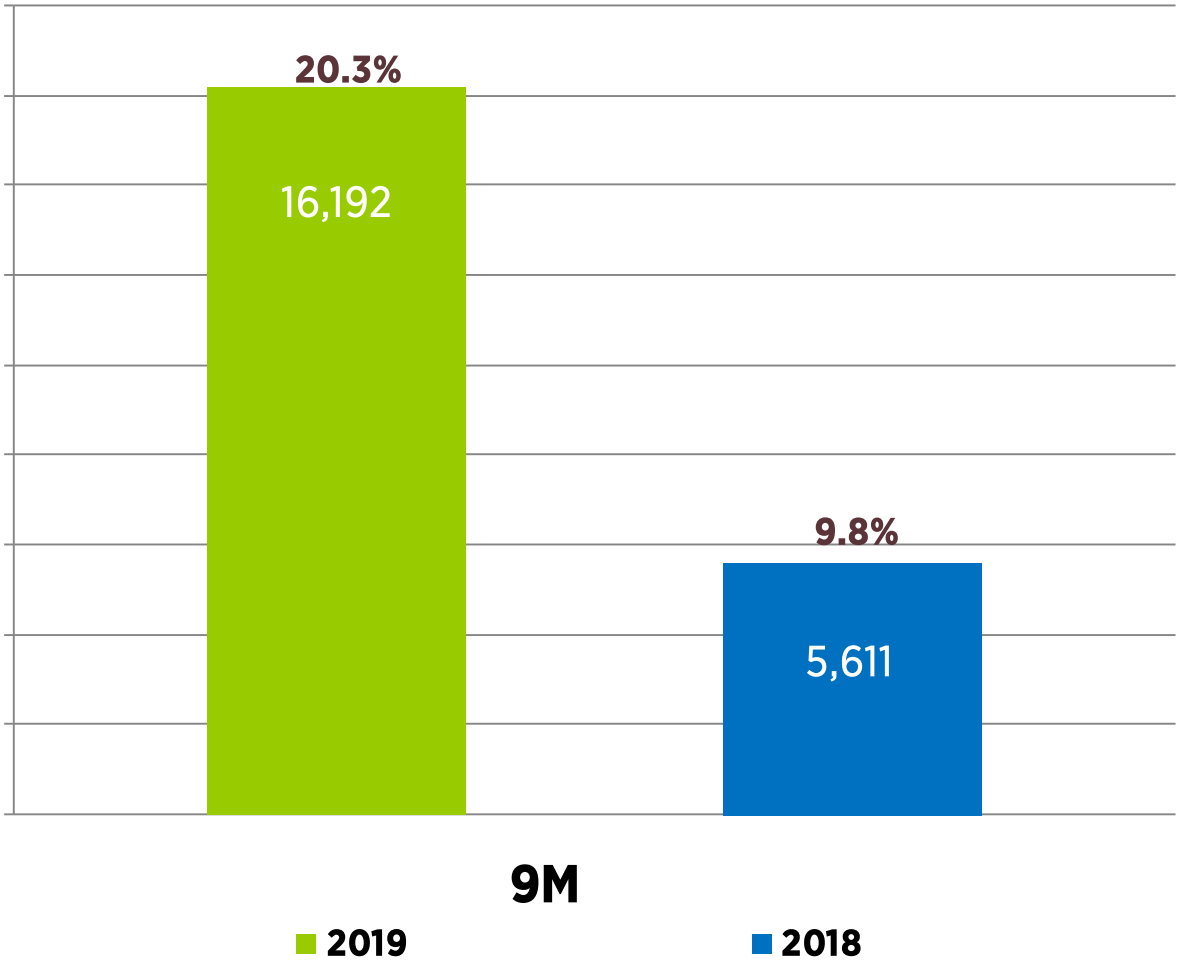
GROSS PROFIT MARGIN

30 September 2019-2018 (€/000)



EBITDA

30 September 2019-2018 (€/000)



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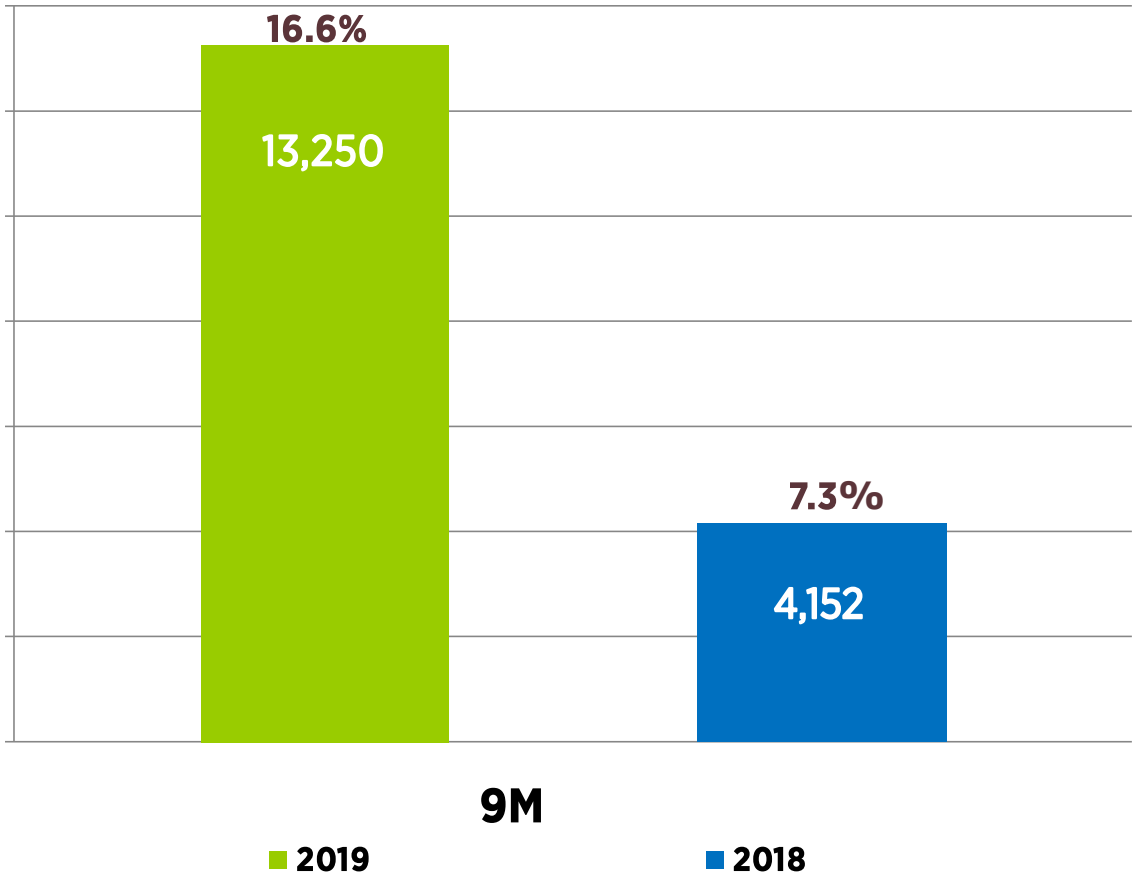
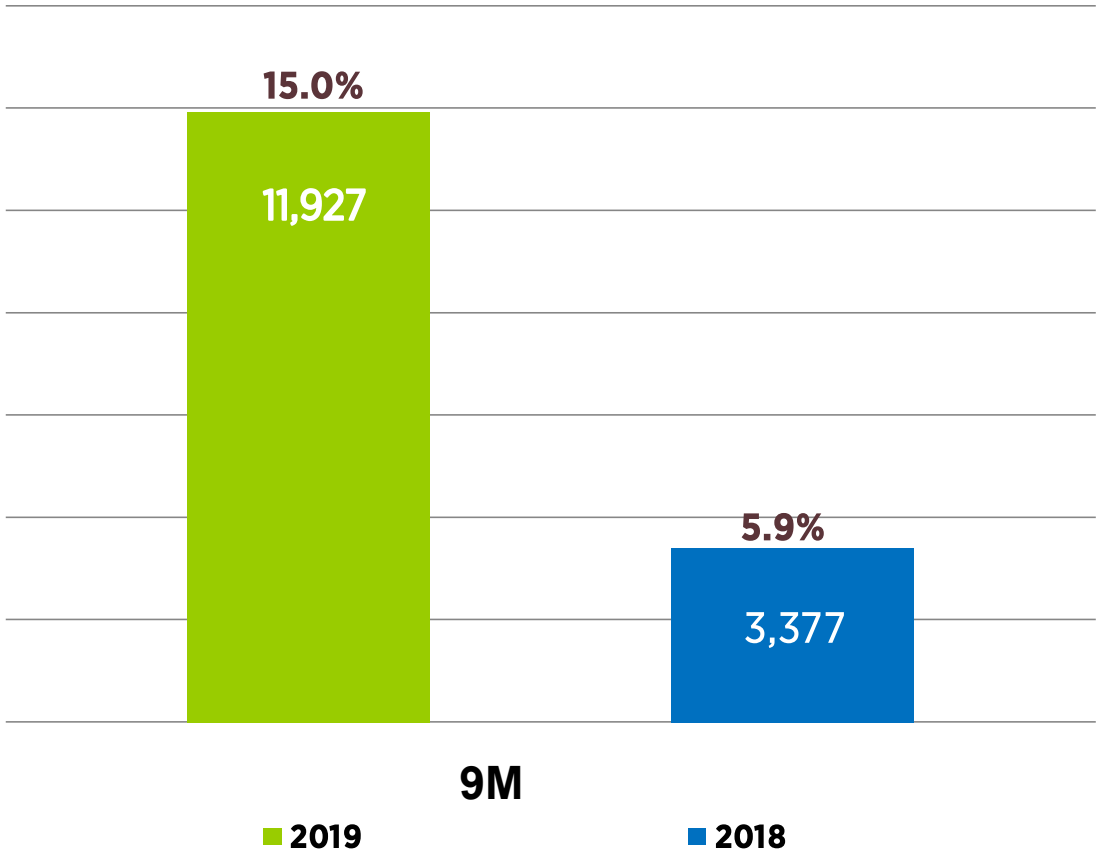
EBIT

30 September 2019-2018 (€/000)



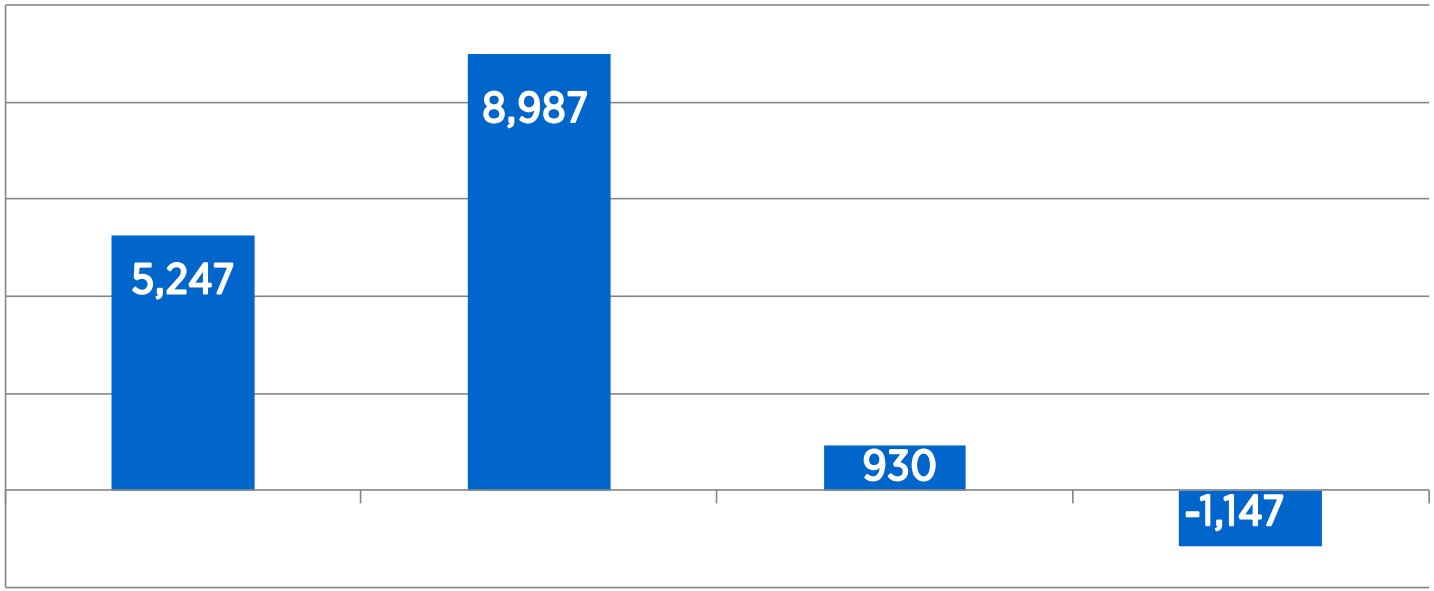
GROUP's NET RESULT

30 September 2019-2018 (€/000)



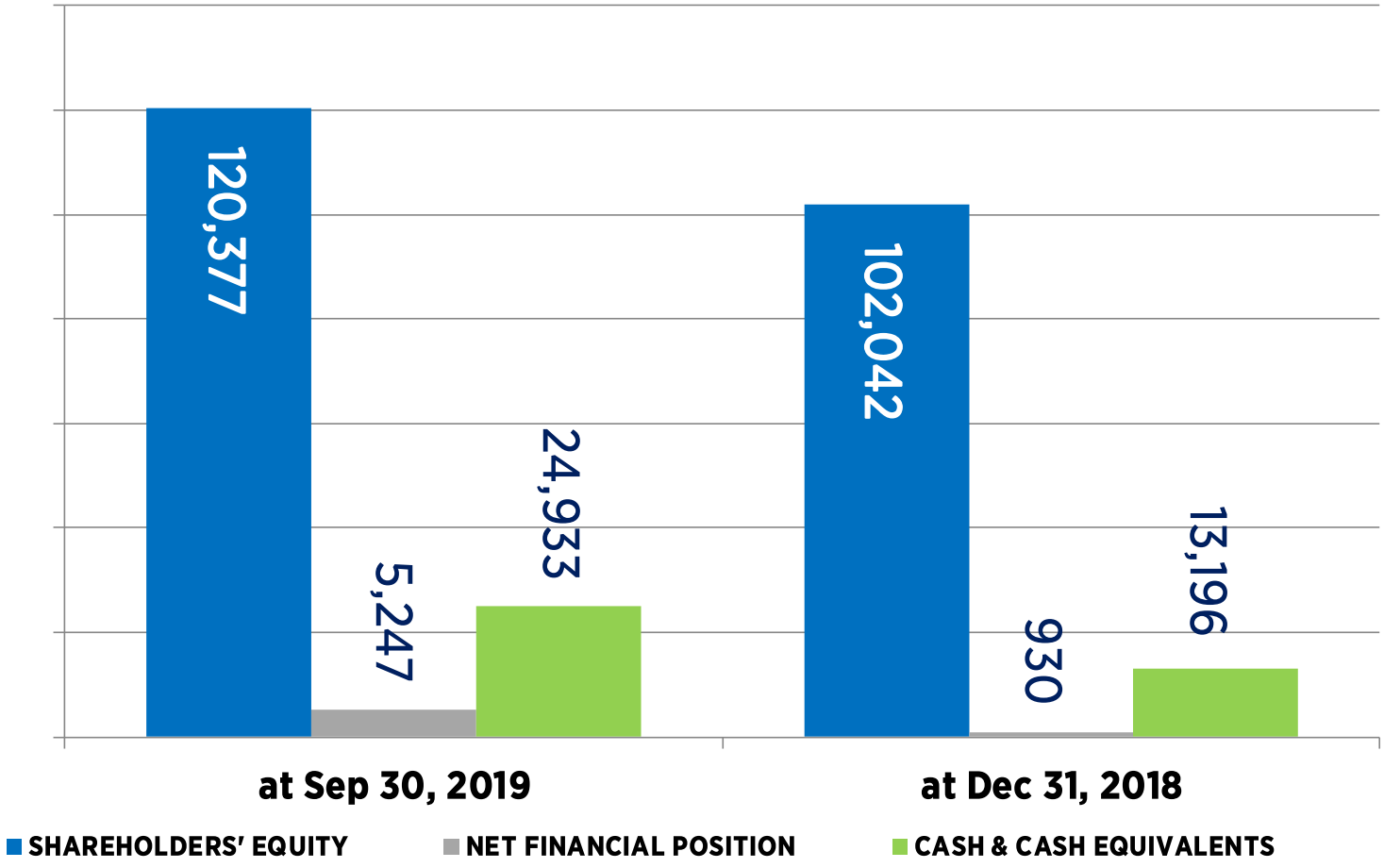
NET DEBT

30 September 2019, 31 December 2018 and 30 September 2018 (€/000)



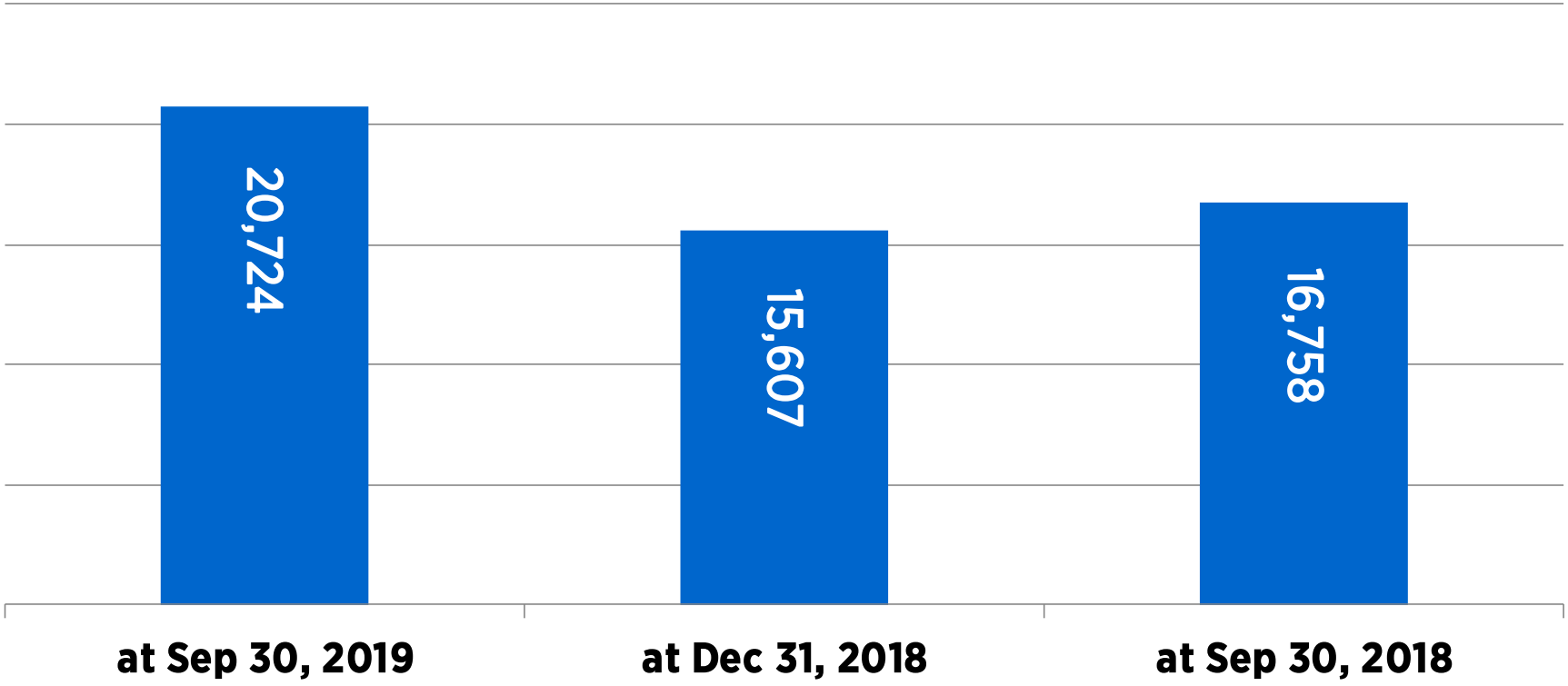
EQUITY, CASH AND NET DEBT

30 September 2019 and 31 December 2018 (€/000)



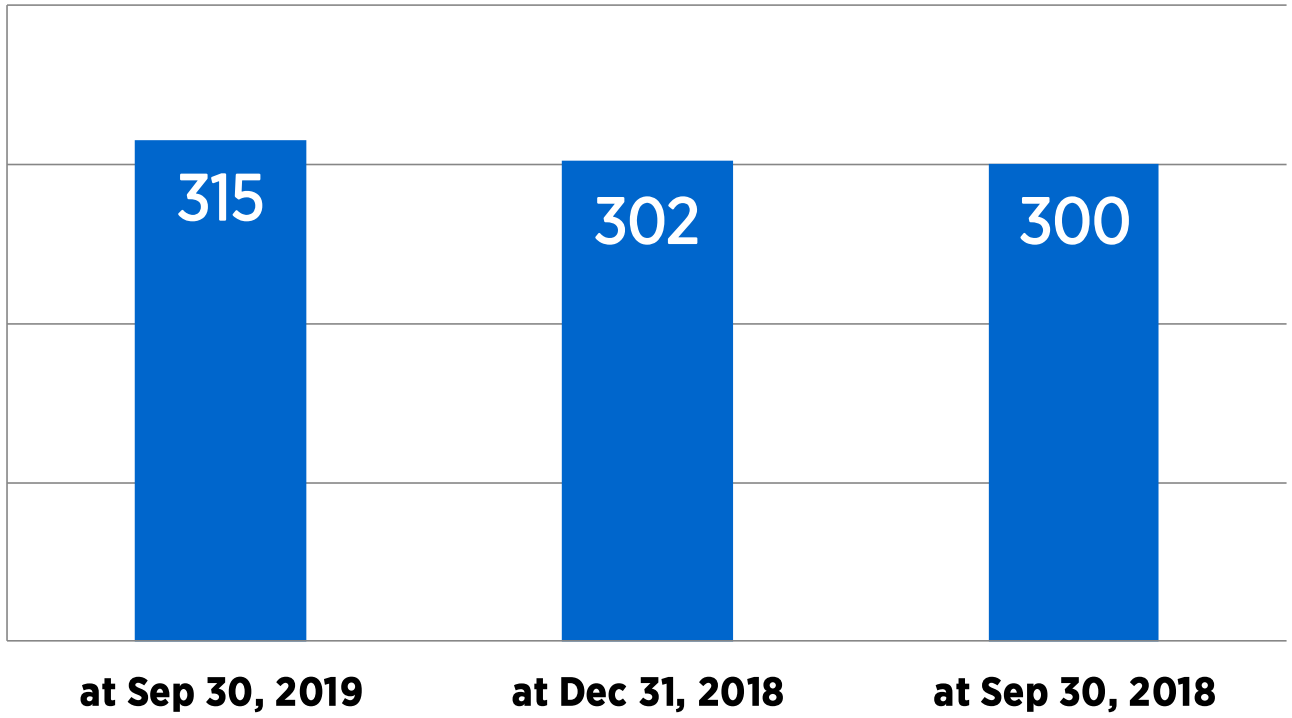
NET WORKING CAPITAL

30 September 2019, 31 December 2018 and 30 September 2018 (€/000)



EMPLOYEES

Headcount at the end of each period



CONSOLIDATED INCOME STATEMENT

€'000	9M 2019	%	9M 2018	%
OPERATING RESULTS				
SALES REVENUES	79,698	100.0%	56,974	100.0%
GROSS PROFIT	40,050	50.3%	27,480	48.2%
EBITDA	16,192	20.3%	5,611	9.8%
EBIT	13,250	16.6%	4,152	7.3%
PROFIT (LOSS) BEFORE TAXES	13,116	16.5%	3,993	7.0%
GROUP NET PROFIT (LOSS) FOR THE PERIOD	11,927	15.0%	3,377	5.9%

CONSOLIDATED BALANCE SHEET

(€'000)	at Sep 30, 2019	at Dec 31, 2018
ASSETS		
Intangible assets	91,219	85,369
Property, Plant and equipment	6,322	2,579
Investments in other companies	165	160
Deferred tax assets	2,840	3,025
Medium/long term borrowing allowed to affiliates companies	92	87
Other non-current assets	689	654
Total non-current assets	101,327	91,874
Inventories	21,866	21,998
Contracts in progress	0	86
Trade receivables	16,358	13,808
Income tax receivables	435	298
Other current assets	2,621	2,183
Other current financial assets	109	104
Cash & cash equivalents	24,933	13,196
Total current assets	66,322	51,673
Non-current assets classified as held for sales	0	0
Total assets	167,649	143,547

(€'000)	at Sep 30, 2019	at Dec 31, 2018
LIABILITIES AND EQUITY		
Share capital	8,879	8,879
Share premium reserve	136,400	136,400
Other reserves	(24,902)	(43,237)
Group shareholders' equity	120,377	102,042
Equity attributable to minority interest	0	0
Total shareholders' equity	120,377	102,042
Medium-/long-term borrowing	12,495	4,312
Employee benefit obligations	2,768	2,465
Deferred tax liabilities	3,214	3,035
Other non-current liabilities	847	782
Total non-current liabilities	19,324	10,594
Trade payables	13,228	14,411
Short-term borrowing	7,319	8,125
Derivative instruments	73	20
Income tax liabilities	158	1,571
Other current liabilities	7,170	6,784
Total current liabilities	27,948	30,911
Total liabilities	47,272	41,505
Total liabilities and equity	167,649	143,547

Thank You!

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