



# Preview of Results financial year 2022

March 2023



# Warning / Disclaimer and Cautionary Statements

This document and the results conference call (including the Q&A) may contain forward-looking statements and information (hereinafter referred to as "Statements") relating to ATRYS HEALTH, S.A. or the ATRYS Group (hereinafter referred to as "ATRYS", the "Company" or the "Group"). These statements may include financial projections and estimates with assumptions, statements regarding plans, objectives, and expectations that may relate to various matters, including, but not limited to, the customer base and its evolution, the growth of the various lines of business, market share, the results of the company and other aspects relating to the activity and situation of the company.

The forward-looking statements or forecasts contained in this document may be identified, in certain cases, by the use of words such as "expects", "anticipates", "intends", "believes" or similar language, or their corresponding negative form, or by the predictive nature of matters relating to strategies or plans or intentions. These forward-looking statements or forecasts reflect the views of ATRYS with respect to future events and are not, by their nature, guarantees of future performance and are subject to risks and uncertainties that could cause actual developments and results to differ materially from those expressed in such intentions, expectations or forecasts. Such risks and uncertainties include those identified in the documents with more complete information filed by ATRYS with the various supervisory bodies of the securities markets on which its shares are listed, and in particular with the Spanish Securities Market Commission (CNMV).

Except to the extent required by applicable law, ATRYS undertakes no obligation to publicly update the outcome of any revisions it may make to these statements to conform to events or circumstances after the date hereof, including, without limitation, changes in the Company's business, business development strategy or any other circumstances that may arise. This document may contain summary financial information, non-GAAP or unaudited information. The information contained herein should be read as a whole and is subject to all publicly available information about the Company, including, where applicable, other documents issued by the Company containing more complete information.

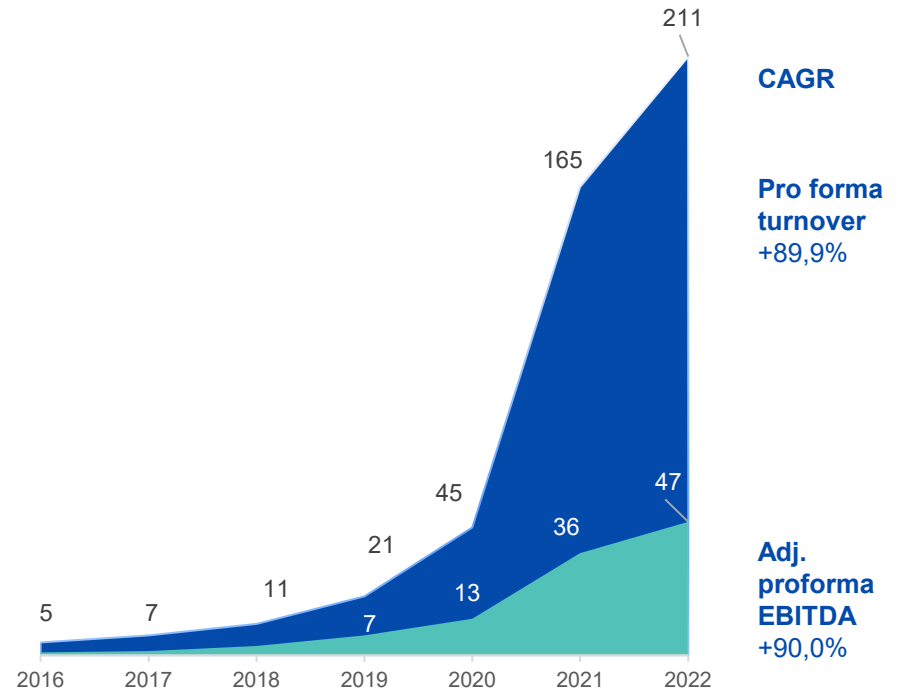
Finally, it is noted that neither this document nor anything contained herein constitutes an offer to buy, sell or exchange, or a solicitation of an offer to buy, sell or exchange any securities, or a recommendation or advice in respect of any securities.

# Company developments

In the last 5 years ATRYS has established itself as a global consolidator aggregating 17 companies with the capacity to lead in the precision medicine and prevention segments.



- ✓ First B2B tele-diagnostic company in Spanish with a leading position in Spain, Chile and Colombia.
- ✓ Market leader in private oncology treatments in Spain.
- ✓ Third largest health preventive company by market share in Spain.
- ✓ With a relevant position in the diagnosis of Nuclear Medicine in Spain and Portugal.
- ✓ Endowed with Corporate lean structure to drive growth and meet financial reporting requirements and ESG standards



# Company developments

2022 highlights



**Trading at Continuous Market (BME) since February 2022**

- Transparency and increased visibility
- Access to a wider capital market
- Access to Qualified Investor

**Corporate rating upgrade from BB- to BB in July 2022 (EthiFinance Rating).**

- Growth with improved solvency.

**Obtained ESG Risk 22.0 rating in December 2022 (Sustainalytics Rating).**



- Atrys improves its ESG position relative to its five industry peers by capitalisation.
- The score reflects the level of ESG management and assesses the strength of the company's ESG programmes, practices and policies.

**Sale 24.9% Conversia**

- Partial "monetisation" of non-strategic asset by incorporating a financial partner to enhance value creation.

# Company developments

2022 highlights



**SIMM**



- Allows to start diagnostic nuclear medicine activity in Spain
- More than 40,000 M.N. tests per year

**Bienzobas**



- It allows us to position ourselves as the leading company in terms of market share in medical oncology in Spain.
- Addition of +70 oncologists
- Presence in +45 hospitals reinforcing oncology patient referral agreements
- Provider of oncology patients for clinical trials

**Initia**



- It enables the initiation of clinical trials in medical oncology:
  - Reducing the cost of treatment.
  - Attracting and retaining talent in oncology.
  - Access to state-of-the-art treatments.

**Chilerad / Chaxa**



- It reinforces Atrys' position as a leading company in tele-radiology in Chile.
- 90% market share



# Company developments

2022 highlights



Opening of the Nuclear Medicine unit at SJD paediatric centre.



Opening of the pathology laboratory in Madrid (Spain).

Opening of medical oncology centres in Mexico



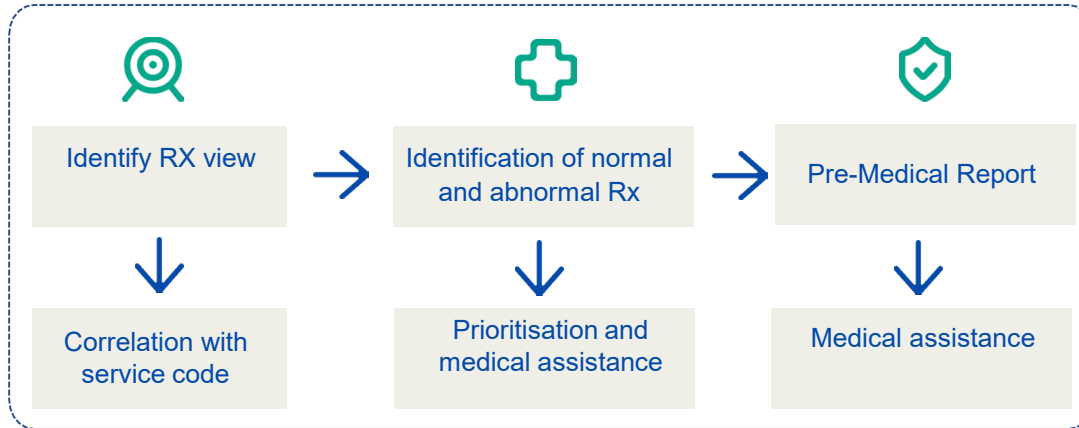


### Efficiency improvement measures:

- ✓ Optimisation of processes and diagnostics, through the introduction of artificial intelligence and automatization (Introduction of AI in (i) musculoskeletal Rx and (ii) knee RN).
- ✓ Specific health care promotion campaigns (Telemedicine / Tele-ophthalmology / Cognitive Health, Oncological Health).
- ✓ Boosting the clinical trials unit - Pipeline of 30 clinical trials in nuclear medicine and medical oncology.
- ✓ Global savings actions through negotiation with suppliers and centralisation of the Group's purchases.
  - Improvement in the contribution margin of laboratories.
  - Savings in maintenance costs, electricity, rent and purchases of supplies (e.g. radiopharmaceuticals, laboratory equipment).
- ✓ Optimization measures in the staff structure by integration of companies (117 FTE in 2022)



## Detection of conditions on Chest X-ray:



### Description

Development of chest X-ray analysis tools using artificial intelligence.

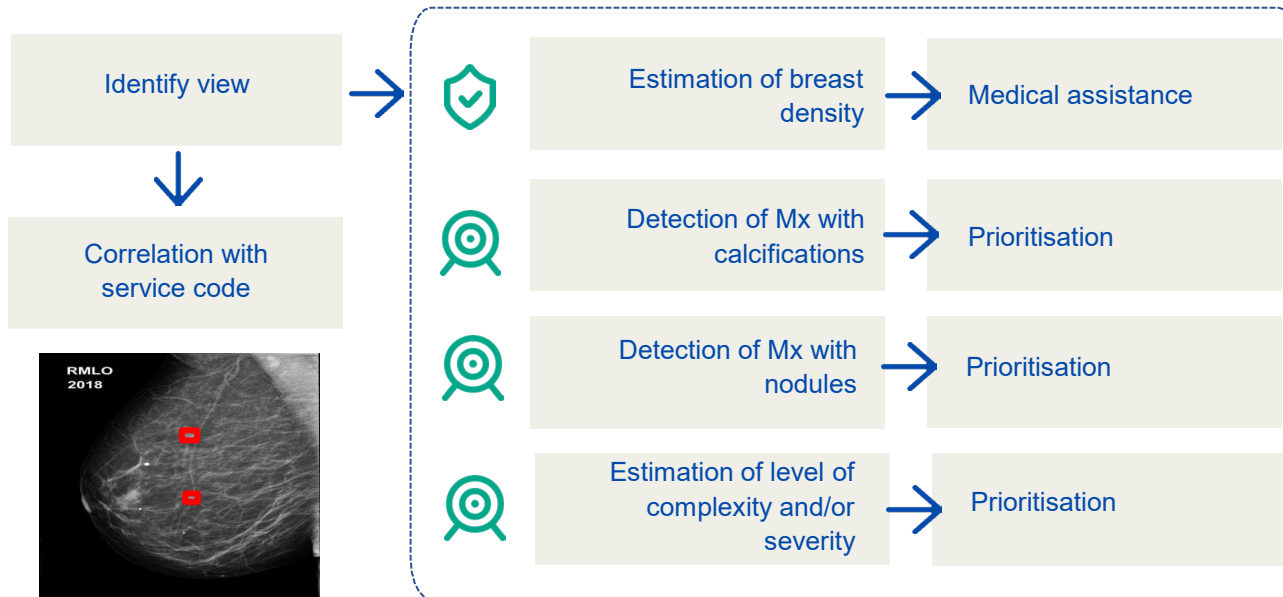
The ultimate goal of this project is to develop a tool that identifies conditions of relevance in a chest X-ray, so that it can make the physician's report more efficient.

Furthermore, to use the information from these findings to prioritize studies pending report.





### Detection of conditions on mammograms:



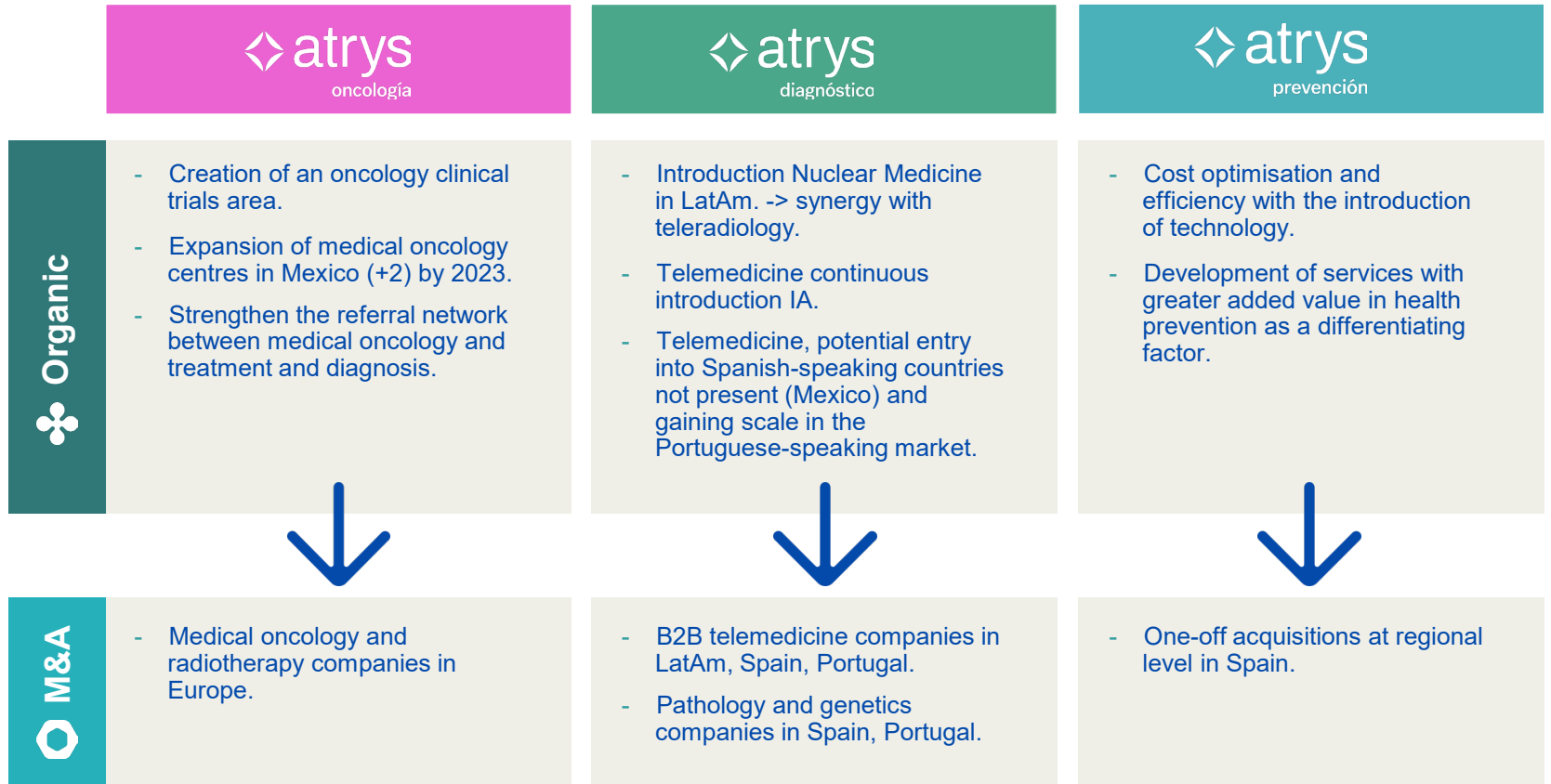
### Description

Development of mammography analysis tools using artificial intelligence.

The ultimate goal of this project is to develop a tool that identifies relevant conditions on a mammogram, so that it can make the physician's report more efficient. Furthermore, to use the information from these findings to prioritize studies pending report.

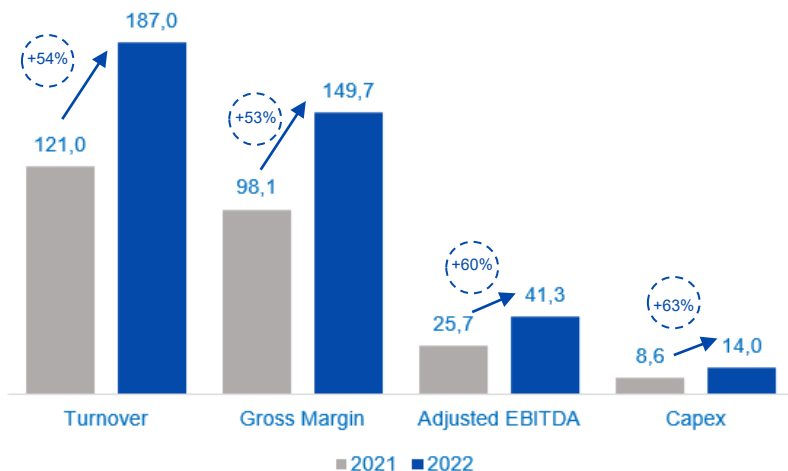
# Company developments

Next steps leveraging ATRYS' integration capabilities.



# Key figures 2022

## Comments on developments in the financial year 2022



(MAR) See Annex I for definitions of Alternative Performance Measures (APM).

(1) Proforma 2022 includes the full year impact of the acquisitions of Significant (Bienzobas), Chilerad, Chaxa and Initia.

✓ **Revenues** reached **€187.0m** in 2022 (+54.5%). On a comparable perimeter pro forma basis<sup>(1)</sup>, revenues totalled **€210.9m** (+0.4%) and +3.6% excluding the covid test sales effect, with a degree of compliance with the 2022 guidance of 95.8% due to the weakness of the radiotherapy business and the integration process of the telediagnostic platforms in LatAm during 2H22, which has slowed revenue growth.

✓ **Gross Margin**<sup>(APM)</sup> reaches **€149.7m** in 2022 (+52.6%). On a comparable pro forma basis, gross margin reached **€158.8m** (+0.1%) with a pro forma gross margin on sales of 75.3% in 2022 due to the lower weight of the radiotherapy business area.

✓ **Adjusted EBITDA**<sup>(APM)</sup> reaches **€41.3m** in 2022 (+60.5%). On a comparable perimeter pro-forma basis, Adjusted EBITDA reaches **€47.2m** (+0.8%) with a degree of compliance with the 2022 guidance of 94.4%. The pro-forma EBITDA margin on revenues increased from 22.3% in 2021 to 22.4%.

✓ **Consolidated Net Profit of €(23.5) million** in 2022 due to the impact of non-recurring expenses of €12.8 million and acquisition-related depreciation and amortisation of €12.0 million.

✓ **CAPEX investment**<sup>(APM)</sup> amounted to **€14.0m** in 2022 (+63.4%) and +16% on a comparable pro forma basis. Of the Capex investment in 2022, €5.0m corresponds to growth CAPEX, associated with the opening of the nuclear medicine centre at SDJ Pediatric Cancer Center and the pathology laboratory in Madrid and the opening of medical oncology centres in Mexico.

# Key figures 2022

Turnover margins maintained amid inflationary pressures



('000 EUR)	NIIF UE		(%)	Pro forma <sup>(1)</sup>		(%)
	2021	2022	2021/22	2021	2022	2021/22
Turnover	121.014	186.994	54,5%	210.064	210.891	0,4%
Gross Margin <sup>(APM)</sup>	98.055	149.675	52,6%	158.674	158.806	0,1%
<b>% Gross Margin</b>	<b>81,0%</b>	<b>80,0%</b>		<b>75,5%</b>	<b>75,3%</b>	
EBITDA <sup>(ARM)</sup>	8.030	28.546	255,5%	29.117	34.446	18,3%
Non recurrent expenses	17.717	12.770	-27,9%	17.717	12.770	-27,9%
Adjusted EBITDA <sup>(MAR)</sup>	25.747	41.317	60,5%	46.834	47.216	0,8%
<b>% Adjusted EBITDA</b>	<b>21,3%</b>	<b>22,1%</b>		<b>22,3%</b>	<b>22,4%</b>	
Consolidated Results	(23.243)	(23.517)	1,2%		(19.837)	
Total Capex <sup>(MAR)</sup>	8.568	14.002	63,4%	12.331	14.677	19,0%
Capex	5.722	9.653	68,7%	9.073	9.647	6,3%
Capex R&D	2.846	4.350	52,8%	3.258	5.030	54,4%
Operating Cash Flow <sup>(APM)</sup>	(538)	14.544	-2805,6%	16.786	19.769	17,8%
Adjusted Operating Cash Flow <sup>(APM)</sup>	17.179	27.315	59,0%	34.503	32.539	-5,7%

Unaudited figures

<sup>(MAR)</sup> See Annex I for definitions of Alternative Performance Measures (MAR).

<sup>(1)</sup> Proforma 2022 includes the full year impact of the acquisitions of Significant (Bienzobas), Chilerad, Chaxa and Initia.

# Key figures 2022

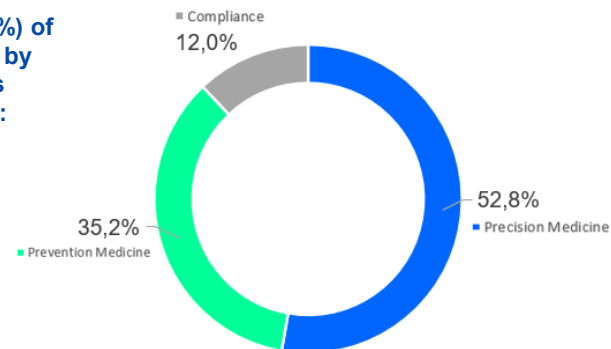
## Pro-forma turnover by business segment



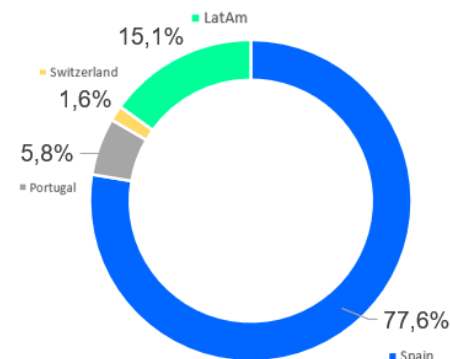
('000 EUR)	2021	2022	%
Precision Medicine	108.157	110.531	2,2%
Oncology	56.164	55.879	-0,5%
Diagnostics	51.993	54.651	5,1%
Preventive Medicine	71.867	73.705	2,6%
Compliance	22.376	25.353	13,3%
<b>Total Turnover ex COVID</b>	<b>202.400</b>	<b>209.590</b>	<b>3,6%</b>
Covid test sales	7.664	1.301	-83,0%
<b>Total Turnover ex COVID</b>	<b>210.064</b>	<b>210.891</b>	<b>0,4%</b>

- ✓ **Oncology** good performance in the medical oncology area with a growth of 4.5% and negative in the radiotherapy area with -8.5%.
- ✓ **Diagnostic** growth of +5.1% in 2022 ex Covid test sales with a negative impact due to integration process of the telemedicine platform in LatAm during 2H22, which prevented to fully meet demand.
- ✓ **Preventive medicine** turnover +2.6% ex covid test sales in 2022.
- ✓ **Services compliance** grows by +13.3% in 2022 due to good performance of compliance services in new market niches.

Weight (%) of turnover by business segment:



Weight (%) of sales by geographical area:



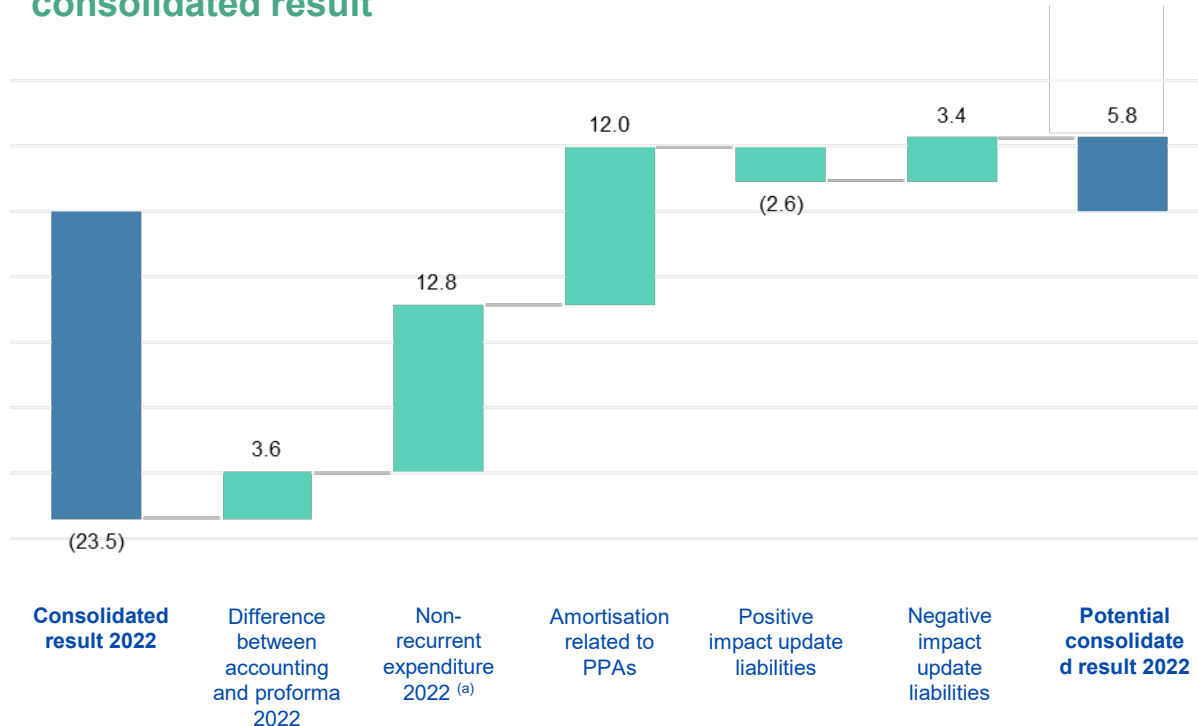
(1) Proforma 2022 includes the full year impact of the acquisitions of Significant (Bienzobas), Chilerad, Chaxa and Initia.

# Key figures 2022

Consolidated net result temporarily penalised by consolidation strategy



## Bridge between consolidated result 2022 and potential pro-forma consolidated result



## Detail of non-recurring expenses (a):

	2021	2022
<i>(000 EUR)</i>		
<b>Non recurrent expenses:</b>	<b>17.717</b>	<b>12.770</b>
Staff	350	6.403
M&A expenses	3.160	2.637
Refinance expenses related to M&A	662	212
Stock Options	10.967	0
Other	2.578	3.518

**Staff:** corresponds to the reduction of 117 FTE implemented in 2022.

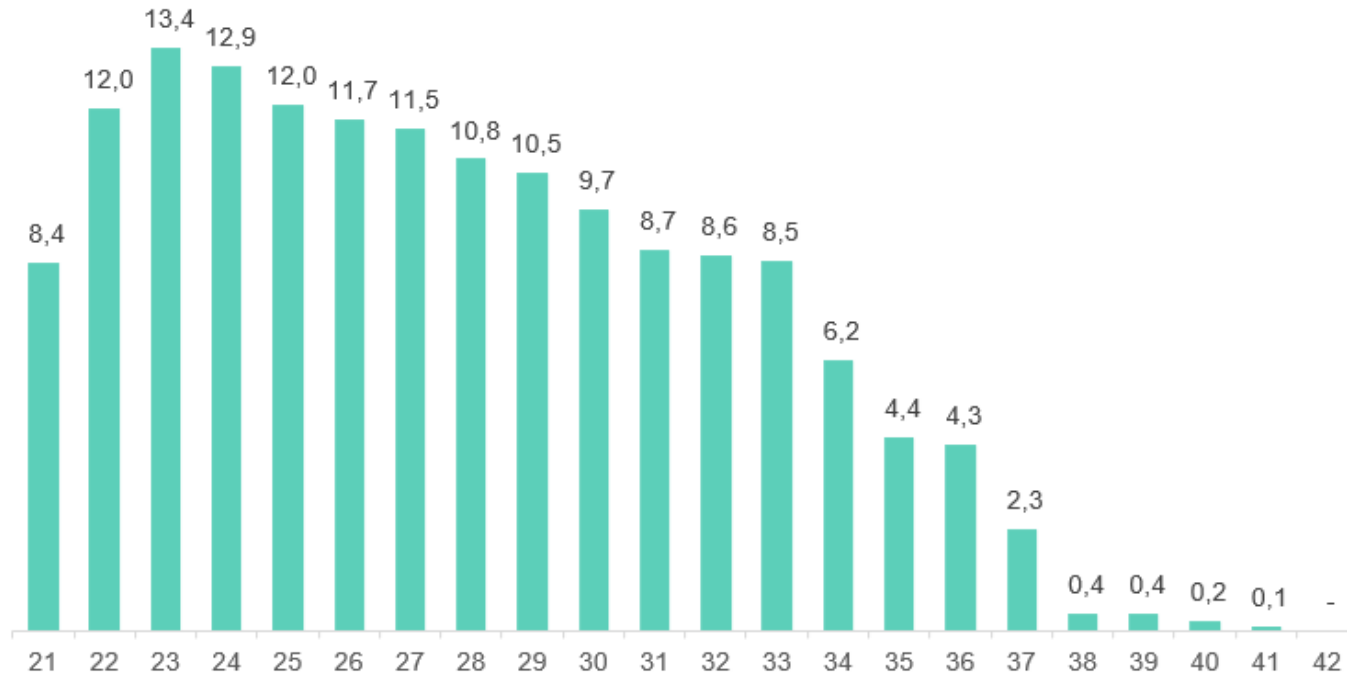
**M&A transactions:** Costs associated with the acquisition of Bienzobas, SIMM, Initia, Chilerad/Chaxa.

**Financing cost:** associated with the replacement of Bienzobas debt by TLB.

**Other:** Continuous market (BME) listing outgoing costs and cost savings implemented in 2022.

# Key figures 2022

Estimated evolution of the acquisition-related depreciation curve (APPs)



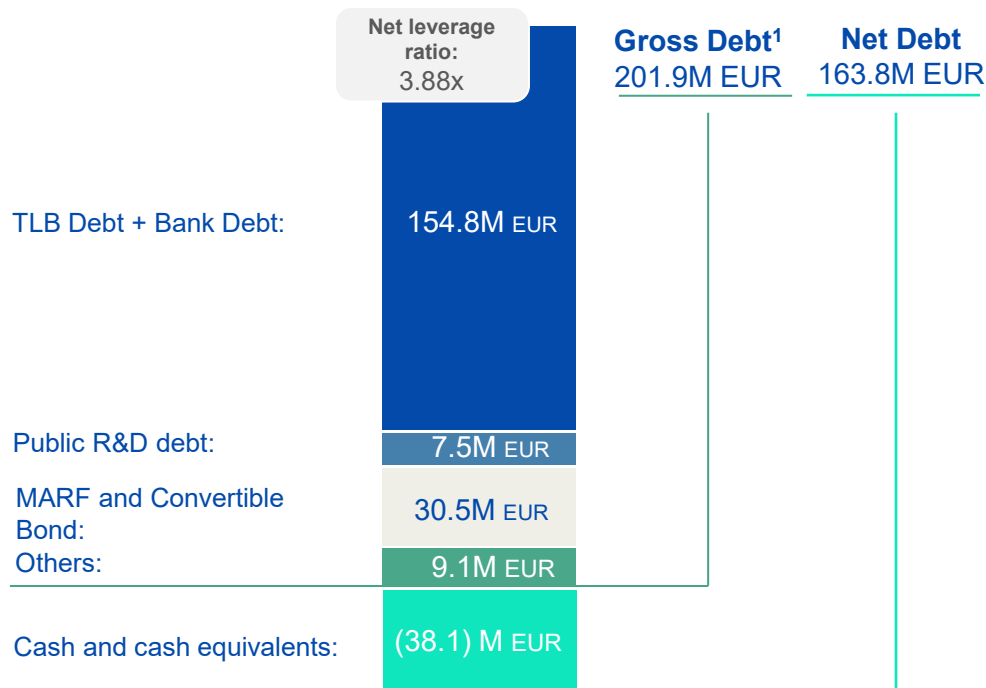
Millions EUR.

# Key figures 2022

## Gross and Net Financial Debt

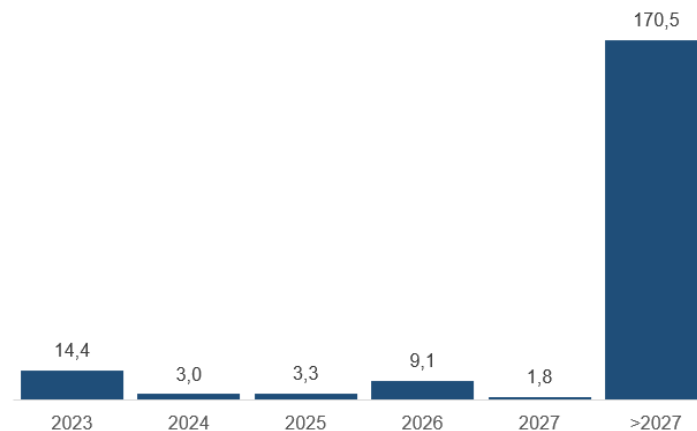


### Financial debt structure at 31.12.2022:



### Debt maturity schedule:

(Figures in EUR million)



Maturities in 2023 include EUR 13.0 million of revolving credit facilities and annually revolving notes payable.

Maturities in 2026 include EUR 7.0m of Convertible Bonds.

<sup>(1)</sup> See Annex II for definitions of Alternative Performance Measures. 16



# Guidance 2023

Not incorporating acquisitions



	Proforma 2022		Guidance 2023		Var (%)
Turnover	210,9 M EUR	→	232 - 238 M EUR	→	+10-13%
EBITDA Adj. %	47,2 M EUR 22,4%	→	52 - 53 M EUR	→	+10-13%

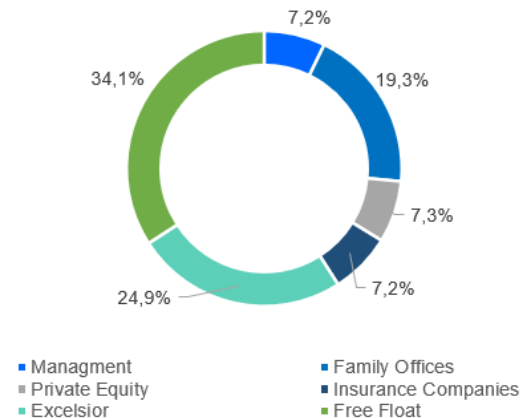
# Shares Evolution



	2022	YTD 2023
<b>Atrys Health</b>	<b>-38,9%</b>	<b>-5,2%</b>
Almirall	-20,0%	-4,5%
Grifols	-36,2%	-7,1%
Rovi	-51,1%	9,0%
Eurofins	-39,7%	-5,9%
Synlab	-52,0%	-17,5%
SHL Telemedicine	-22,5%	-20,6%
Teledoc	-74,9%	2,3%
<b>Media:</b>	<b>-41,9%</b>	<b>-6,2%</b>
<b>S&amp;P HealthCare Services</b>	<b>-20,3%</b>	<b>-1,6%</b>
<b>MSCI World SM&amp;C Health</b>	<b>-29,7%</b>	<b>-2,3%</b>

YTD: Contribution development from 1 January to 12 March 2023.

## Shareholder composition:



## Analyst target price:

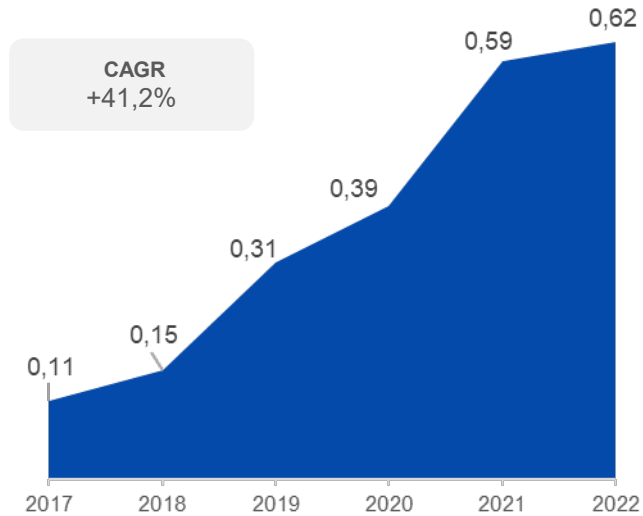
	Date	P.O.
Alantra	07.02.2023	7,2 - 9,2€
GPM	06.02.2023	9,45€
GVC Gaesco	13.01.2023	9,50€
Renta 4	10.01.2023	8,75€
JB Capital markets	10.03.2023	8,2
<b>Average:</b>		<b>8,82 €</b>

Shareholder composition as at 27/02/2023.

# EBITDA evolution Adj. Per share



Evolution EBITDA Aj. Proforma per share<sup>1</sup> 2017-2022:



Evolution EBITDA Aj. Proforma per share<sup>1</sup> 2021-2022:



<sup>(1)</sup> No. of issued shares at 31.12.2021 of 61.39M for the calculation of the financial year 2021 and number of issued shares at 31.12.2022 of 76.01M.

# Thank you



 atrys

# Annex I

## Consolidated P&L



31 december

(000 EUR)

	2021	2022	Var (%)
<b>Net Turnover</b>	<b>121.014</b>	<b>186.994</b>	<b>54,5%</b>
Other operating income	3.662	1.006	-72,5%
Work carried out by the group for its assets	2.838	4.838	70,5%
Purchases	(22.959)	(37.319)	62,5%
Employee expenses	(70.472)	(91.730)	30,2%
Other operating expenses	(28.155)	(41.053)	45,8%
Amortization of fixed assets	(20.788)	(30.345)	46,0%
Allocation of grants and other assets	328	298	-9,1%
Impairment gains & losses on disposal of assets	(9)	(2.913)	--
Other results	(473)	(893)	88,8%
<b>Operating Profit / (Loss)</b>	<b>(15.014)</b>	<b>(11.117)</b>	<b>-26,0%</b>
Financial income	1.848	2.906	57,3%
Financial expenses	(9.969)	(15.218)	52,7%
Variation of fair value financial instruments	0	(829)	--
Exchange rate differences	(1.324)	(416)	-68,6%
Impairment & results of disposals of fixed assets	(423)	(19)	-95,5%
<b>Financial Profit / (Loss)</b>	<b>(9.868)</b>	<b>(13.576)</b>	<b>37,6%</b>
<b>Pre-Tax Profit / (Loss)</b>	<b>(24.882)</b>	<b>(24.693)</b>	
Corporate income tax	1.685	1.225	-27,3%
<b>Profit / (Loss) for the period from continuing operations</b>	<b>(23.197)</b>	<b>(23.468)</b>	<b>1,2%</b>
Results from discontinued operations	(46)	(49)	6,5%
<b>Consolidated Profit / (Loss)</b>	<b>(23.243)</b>	<b>(23.517)</b>	<b>1,2%</b>
Consolidated results	(23.255)	(23.259)	0,0%
Minority interest	12	(258)	--

# Annex I

## Consolidated Balance Sheet



31 december  
('000 EUR)

	2021	2022	Var (%)
<b>NON-CURRENT ASSETS</b>	<b>462.526</b>	<b>602.176</b>	<b>30,2%</b>
Intangible assets	386.968	518.902	34,1%
Tangible fixed assets	29.555	29.139	-1,4%
Rights of use	32.983	40.192	21,9%
Investments in associated companies	14	1	-92,9%
Non-Current financial assets	3.727	5.068	36,0%
Deferred tax assets	9.279	8.874	-4,4%
<b>CURRENT ASSETS</b>	<b>103.106</b>	<b>103.105</b>	<b>0,0%</b>
Non-Current assets held for sale	3.404	3.401	-0,1%
Inventories	793	1.213	53,0%
Trade and other receivables	54.551	56.690	3,9%
Current tax assets	2.085	3.603	72,8%
Current financial assets	6.573	3.029	-53,9%
Accruals	574	874	52,3%
Cash and cash equivalents	35.126	34.295	-2,4%
<b>TOTAL ASSETS</b>	<b>565.632</b>	<b>705.281</b>	<b>24,7%</b>

31 december  
('00 EUR)

	2021	2022	Var (%)
<b>NET EQUITY</b>	<b>273.979</b>	<b>337.573</b>	<b>23,2%</b>
<b>NON-CURRENT LIABILITIES</b>	<b>220.151</b>	<b>267.145</b>	<b>21,3%</b>
Long-term provisions	4.256	3.819	-10,3%
Non-current financial liabilities	104.475	140.501	34,5%
Long-term lease obligations	32.122	31.840	-0,9%
Other non-current financial liabilities	42.331	38.140	-9,9%
Subsidies to be transferred to profit and loss	5.752	6.745	17,3%
Non-current tax liabilities	509	1.163	128,5%
Deferred tax liabilities	30.706	44.937	46,3%
<b>CURRENT LIABILITIES</b>	<b>71.502</b>	<b>100.563</b>	<b>40,6%</b>
Short-term liabilities	12.852	18.074	40,6%
Current financial liabilities	12.166	14.363	18,1%
Short-term lease obligations	6.191	7.375	19,1%
Other current financial liabilities	7.229	26.517	266,8%
Trade and other payables	16.041	24.912	55,3%
Current tax liabilities	11.486	7.447	-35,2%
Subsidies to be transferred to profit and loss	294	294	0,0%
Liabilities for discontinued operations	14	15,4	10,0%
Short-term accruals	5.229	1.565	-70,1%
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>565.632</b>	<b>705.281</b>	<b>24,7%</b>



	Business Segments				Total
	Precision Medicine	Preventive Medicine	Compliance Services	Corporate	
<i>31 december 2022</i>					
<i>(‘000 EUR)</i>					
<b>Net Turnover</b>	<b>88.029</b>	<b>73.612</b>	<b>25.353</b>	<b>0</b>	<b>186.994</b>
Spain	45.275	73.612	25.353	0	144.240
Portugal	13.848	0	0	0	13.848
Switzerland	3.275	0	0	0	3.275
Latam	25.632	0	0	0	25.632
Purchases	(35.169)	(2.099)	(51)	0	(37.319)
<b>Gross Margin <sup>(APM)</sup></b>	<b>52.860</b>	<b>71.513</b>	<b>25.303</b>	<b>0</b>	<b>149.675</b>
<i>% Gross Margin on net turnover</i>	<i>60,0%</i>	<i>97,1%</i>	<i>99,8%</i>	<i>--</i>	<i>80,0%</i>
Work carried out by the group for its assets	4.404	434	0	0	4.838
Other operating income	777	206	322	0	1.304
Employee expenses	(24.234)	(49.520)	(14.189)	(3.787)	(91.730)
Other operating expenses	(13.986)	(15.352)	(6.410)	(5.304)	(41.053)
Provisions	1.228	3.358	927	0	5.513
<b>EBITDA <sup>(APM)</sup></b>	<b>21.048</b>	<b>10.638</b>	<b>5.952</b>	<b>(9.091)</b>	<b>28.546</b>
<i>% EBITDA on net turnover</i>	<i>23,9%</i>	<i>14,5%</i>	<i>23,5%</i>	<i>--</i>	<i>15,3%</i>
Non recurrent expenses <sup>(APM)</sup>	5.147	4.116	179	3.328	12.770
<b>Adjusted EBITDA <sup>(APM)</sup></b>	<b>26.195</b>	<b>14.754</b>	<b>6.131</b>	<b>(5.763)</b>	<b>41.316</b>
<i>% Adj. EBITDA on net turnover</i>	<i>29,8%</i>	<i>20,0%</i>	<i>24,2%</i>	<i>--</i>	<i>22,1%</i>
<b>Capex R&amp;D <sup>(APM)</sup></b>	<b>(4.350)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(4.350)</b>
<b>Capex <sup>(APM)</sup></b>	<b>(6.194)</b>	<b>(3.093)</b>	<b>(366)</b>	<b>0</b>	<b>(9.653)</b>
<b>Operating cash flow <sup>(APM)</sup></b>	<b>10.505</b>	<b>7.545</b>	<b>5.586</b>	<b>(9.091)</b>	<b>14.544</b>
<b>Adjusted operating cash flow <sup>(APM)</sup></b>	<b>15.652</b>	<b>11.661</b>	<b>5.765</b>	<b>(5.763)</b>	<b>27.314</b>

# Annex I

## 2021 Consolidated P&L by business area



31 december 2022 ( <i>'000 EUR</i> )	Business Segments				
	Precision	Preventive	Compliance		
	Medicine	Medicine	Services	Corporate	Total
<b>Net Turnover</b>	<b>62.851</b>	<b>44.919</b>	<b>13.244</b>	<b>0</b>	<b>121.014</b>
Spain	23.306	44.919	13.244	0	81.469
Portugal	11.831	0	0	0	11.831
Switzerland	3.178	0	0	0	3.178
Latam	24.536	0	0	0	24.536
Purchases	(21.392)	(1.527)	(40)	0	(22.959)
<b>Gross Margin (APM)</b>	<b>41.459</b>	<b>43.392</b>	<b>13.204</b>	<b>0</b>	<b>98.055</b>
<i>% Gross Margin on net turnover</i>	<i>66,0%</i>	<i>96,6%</i>	<i>99,7%</i>	<i>--</i>	<i>81,0%</i>
Work carried out by the group for its assets	2.838	0	0	0	2.838
Other operating income	3.784	94	112	0	3.990
Employee expenses	(17.139)	(28.448)	(8.165)	(16.720)	(70.472)
Other operating expenses	(12.755)	(8.540)	(2.106)	(4.754)	(28.155)
Provisions	1.635	499	(401)	42	1.774
<b>EBITDA (APM)</b>	<b>19.822</b>	<b>6.997</b>	<b>2.644</b>	<b>(21.432)</b>	<b>8.030</b>
<i>% EBITDA sobre cifra de negocios</i>	<i>31,5%</i>	<i>15,6%</i>	<i>20,0%</i>	<i>--</i>	<i>6,6%</i>
Non recurrent expenses (APM)	2.895	543	42	14.237	17.717
<b>Adjusted EBITDA (APM)</b>	<b>22.717</b>	<b>7.540</b>	<b>2.686</b>	<b>(7.195)</b>	<b>25.747</b>
<i>% Adj. EBITDA on net turnover</i>	<i>36,1%</i>	<i>16,8%</i>	<i>20,3%</i>	<i>--</i>	<i>21,3%</i>
<b>Capex R&amp;D (APM)</b>	<b>(2.358)</b>	<b>(487)</b>	<b>0</b>	<b>0</b>	<b>(2.845)</b>
<b>Capex (APM)</b>	<b>(4.594)</b>	<b>(856)</b>	<b>(272)</b>	<b>0</b>	<b>(5.722)</b>
<b>Operating cash flow (APM)</b>	<b>12.870</b>	<b>5.654</b>	<b>2.372</b>	<b>(21.432)</b>	<b>(537)</b>
<b>Adjusted operating cash flow (APM)</b>	<b>15.765</b>	<b>6.197</b>	<b>2.958</b>	<b>(7.195)</b>	<b>17.724</b>





## Gross Financial Debt (APM) & Net Financial Debt (APM)

31 december

('000 EUR)

	2021	2022	(%)
<b>a) Gross financial debt <sup>(APM)</sup></b>	<b>162.214</b>	<b>201.939</b>	<b>24,5%</b>
Non-current financial debt	104.475	140.501	34,5%
Current financial debt	12.116	14.363	18,5%
Non-current bonds & convertible bonds	32.922	30.288	-8,0%
Current bonds & convertible bonds	1.327	261	-80,3%
Non-current other debts	9.349	7.786	-16,7%
Current other debts	2.025	8.740	331,6%
<b>b) Cash and cash equivalents <sup>(APM)</sup></b>	<b>38.073</b>	<b>38.157</b>	<b>0,2%</b>
Cash	35.126	34.295	-2,4%
Guarantess, deposits and impositions	2.947	3.862	31,0%
<b>a) - b)= Net financial debt <sup>(APM)</sup></b>	<b>124.141</b>	<b>163.782</b>	<b>31,9%</b>

# Annex I

## 2022 Proforma P&L



Non-Audited

31 december 2022

('000 EUR)

	<b>NIIF UE 2022</b>	<i>Significant (5m y 23 días)</i>	<i>Initia (11m)</i>	<i>Chilerad (12m)</i>	<i>Chaxa (12m)</i>	<i>Sermecom (6m)</i>	<i>Otros Ajustes</i>	<b>Proforma TOTAL</b>
<b>Net turnover</b>	<b>186.994</b>	<b>15.496</b>	<b>2.069</b>	<b>4.274</b>	<b>1.392</b>	<b>665</b>	<b>0</b>	<b>210.891</b>
Purchases	(37.319)	(9.469)	(1.464)	(2.933)	(867)	(33)	0	(52.085)
<b>Gross Margin (APM)</b>	<b>149.675</b>	<b>6.027</b>	<b>605</b>	<b>1.341</b>	<b>526</b>	<b>632</b>	<b>0</b>	<b>158.806</b>
<b>% Gross Margin on net turnover</b>	<b>80%</b>	<b>38,9%</b>	<b>29,2%</b>	<b>31,4%</b>	<b>37,8%</b>	<b>95,1%</b>	<b>--</b>	<b>75,3%</b>
Other operating income	1.006	1	0	0	0	0	0	1.006
Work carried out by the group for its assets	4.839	192	0	0	0	0	0	5.031
Employee expenses	(91.730)	(1.584)	(156)	(289)	(124)	(297)	281	(93.898)
Other operating expenses	(41.053)	(807)	(36)	(232)	(79)	(102)	0	(42.309)
Amortization of fixed assets	(30.345)	(2.091)	0	0	0	0	0	(32.436)
Allocation of grants and other assets	298	0	0	0	0	0	0	298
Impairment losses and changes in provisions on disposal assets	(2.913)	0	0	0	0	0	0	(2.913)
Other results	(893)	(0)	0	0	0	0	0	(893)
<b>Operating Profit / (Loss)</b>	<b>(11.117)</b>	<b>1.738</b>	<b>413</b>	<b>820</b>	<b>322</b>	<b>233</b>	<b>281</b>	<b>(7.309)</b>
Amortization of fixed assets	30.345	2.091	0	0	0	0	0	32.436
Impairment losses and changes in provisions on disposal assets	2.913	0	0	0	0	0	0	2.913
Other results	893	0	0	0	0	0	0	893
Vacation provisions	588	0	0	0	0	0	0	588
Impairment losses and changes in provisions	4.925	0	0	0	0	0	0	4.925
<b>EBITDA (APM)</b>	<b>28.546</b>	<b>3.829</b>	<b>413</b>	<b>820</b>	<b>322</b>	<b>233</b>	<b>281</b>	<b>34.445</b>
Non recurrent expenses (APM)	12.770	0	0	0	0	0	0	12.770
<b>Adjusted EBITDA (APM)</b>	<b>41.316</b>	<b>3.829</b>	<b>413</b>	<b>820</b>	<b>322</b>	<b>233</b>	<b>281</b>	<b>47.216</b>

# Annex I

## 2021 Proforma P&L



Non-Audited

31 december 2022

('000 EUR)

	<b>NIIF UE</b>	<b>Lenitudes</b>	<b>ROAG</b>	<b>ASPY</b>	<b>Genetyca PT</b>	<b>SIMM</b>	<b>Significant</b>	<b>Cuidarte</b>	<b>Initia</b>	<b>Chilerad</b>	<b>Chaxa</b>	<b>Sermecom</b>	<b>Otros</b>	<b>Proforma</b>
	<b>2022</b>	<b>(2 meses)</b>	<b>(3 meses)</b>	<b>(5m y 18días)</b>	<b>(8m)</b>	<b>(12m)</b>	<b>(12m)</b>	<b>(12m)</b>	<b>(12m)</b>	<b>(12m)</b>	<b>(12m)</b>	<b>(12m)</b>	<b>Ajustes</b>	<b>TOTAL</b>
<b>Net turnover</b>	<b>121.014</b>	<b>1.962</b>	<b>1.333</b>	<b>40.113</b>	<b>891</b>	<b>3.820</b>	<b>30.623</b>	<b>1.674</b>	<b>2.158</b>	<b>4.072</b>	<b>1.233</b>	<b>1.171</b>	<b>0</b>	<b>210.064</b>
Purchases	(22.959)	(555)	(11)	(1.089)	(432)	(1.538)	(18.439)	(1.379)	(1.343)	(3.100)	(752)	(63)	271	(51.391)
<b>Gross Margin (APM)</b>	<b>98.055</b>	<b>1.407</b>	<b>1.322</b>	<b>39.024</b>	<b>459</b>	<b>2.282</b>	<b>12.184</b>	<b>295</b>	<b>815</b>	<b>972</b>	<b>481</b>	<b>1.108</b>	<b>271</b>	<b>158.674</b>
<b>% Gross Margin on net turnover</b>	<b>81%</b>	<b>71,7%</b>	<b>99,2%</b>	<b>97,3%</b>	<b>51,5%</b>	<b>59,7%</b>	<b>39,8%</b>	<b>17,6%</b>	<b>37,8%</b>	<b>23,9%</b>	<b>39,0%</b>	<b>94,6%</b>	<b>#;DIV/0!</b>	<b>75,5%</b>
Other operating income	3.662	0	14	(92)	0	0	6	0	0	0	0	0	0	3.590
Work carried out by the group for its assets	2.838	0	0	0	0	0	416	5	0	0	0	0	0	3.259
Employee expenses	(70.472)	(556)	(426)	(23.127)	(187)	(897)	(2.798)	(88)	(136)	0	(193)	(877)	0	(99.756)
Other operating expenses	(28.155)	(513)	(107)	(6.926)	(145)	(450)	(1.278)	(209)	(48)	(400)	(64)	(205)	(250)	(38.752)
Amortization of fixed assets	(20.788)	(520)	(231)	(3.689)	(25)	(160)	(941)	(134)	0	0	0	(22)	0	(26.511)
Allocation of grants and other assets	328	0	0	0	0	0	0	0	0	0	0	0	0	328
Impairment losses and changes in provisions on disposal a	(9)	406	0	287	(3)	0	0	0	0	0	0	0	0	681
Other results	(473)	(87)	0	(54)	(2)	(9)	(341)	0	0	0	0	0	0	(966)
<b>Operating Profit / (Loss)</b>	<b>(15.014)</b>	<b>137</b>	<b>572</b>	<b>5.422</b>	<b>96</b>	<b>766</b>	<b>7.247</b>	<b>(131)</b>	<b>631</b>	<b>572</b>	<b>224</b>	<b>4</b>	<b>21</b>	<b>547</b>
Amortization of fixed assets	20.788	520	231	3.689	25	160	941	134	0	0	0	22	0	26.511
Impairment losses and changes in provisions on disposal a	9	(406)	0	(287)	3	0	0	0	0	0	0	0	0	(681)
Other results	473	87	0	54	2	9	341	0	0	0	0	0	0	966
Vacation provisions	699	0	0	0	0	0	0	0	0	0	0	0	0	699
Impairment losses and changes in provisions	1.075	0	0	0	0	0	0	0	0	0	0	0	0	1.075
<b>EBITDA (APM)</b>	<b>8.030</b>	<b>338</b>	<b>803</b>	<b>8.879</b>	<b>126</b>	<b>935</b>	<b>8.530</b>	<b>3</b>	<b>631</b>	<b>572</b>	<b>224</b>	<b>26</b>	<b>21</b>	<b>29.117</b>
Non recurrent expenses (APM)	17.717	0	0	0	0	0	0	0	0	0	0	0	0	17.717
<b>Adjusted EBITDA (APM)</b>	<b>25.747</b>	<b>338</b>	<b>803</b>	<b>8.879</b>	<b>126</b>	<b>935</b>	<b>8.530</b>	<b>3</b>	<b>631</b>	<b>572</b>	<b>224</b>	<b>26</b>	<b>21</b>	<b>46.834</b>



### **GROSS MARGIN (MAR), GROSS MARGIN ON REVENUE (MAR), EBITDA (MAR), adjusted EBITDA (MAR), adjusted EBITDA (MAR), adjusted EBITDA on revenue (MAR) and adjusted EBITDA per share (MAR):**

**Gross Margin (GM)** corresponds to net sales less supplies. Gross Margin is considered by the Group as a measure of the performance of its activity, as it provides information on net sales, subtracting the cost incurred to achieve these sales.

**The Gross Margin (GM) on turnover (GM)** corresponds to the gross margin (GM) divided by turnover.

**EBITDA (EBITDA)** is the sum of "Gross income", "Group work on assets", "Other operating income", "Allocation of grants for non-financial fixed assets and others" and "Operating expenses", subtracting from other operating expenses customer provisions corresponding to income generated in previous years and other provisions that do not involve a cash outflow.

**Adjusted EBITDA (MAR)** corresponds to EBITDA(MAR) for the year excluding non-recurring expenses (MAR). One-shot" non-recurring expenses are those arising from operations.  
in capital markets and derivatives of M&A activity,

severance indemnities for personnel dismissals in jobs that are amortised, or the impact on operating results arising from employee incentive plans that may be remunerated with Group shares, as well as extraordinary provisions of a non-recurring nature and any other operating and optimisation adjustments involving an initial one-off expense that is offset during the following 12 months. As well as the amount of incentive plans for the Group's management team recognised in an expense account that do not involve a cash outflow. In addition, it will count as recurring EBITDA for the year the synergies detected in 12 months under a specific Cost Savings Plan.

**Adjusted EBITDA (MAR) over revenue (MAR)** corresponds to adjusted EBITDA (MAR) for the year divided by revenue.

**Adjusted EBITDA per share (MAR):** Corresponds to EBITDA (MAR) divided by the total number of shares issued.



### **OPERATING CASH FLOW (OCF) and ADJUSTED OPERATING CASH FLOW (APCF):**

Operating cash flow (OCF) means EBITDA (OCF) for the period less CAPEX (OCF) and CAPEX R&D (OCF). Adjusted operating cash flow (MAR) means adjusted EBITDA (MAR) for the period less CAPEX (MAR) and CAPEX R&D (MAR).

### **GROSS FINANCIAL DEBT (GROSS) and NET FINANCIAL DEBT (NET)**

Gross financial debt is the sum of the following items: "Payable to financial institutions", "Payable to public entities", "MARF bond programme", "Convertible bonds" and loans related to acquisitions to be repaid out of cash. Convertible Bonds" and loans related to acquisitions to be repaid out of cash.

Net financial debt means Gross financial debt less Cash and cash equivalents, guarantees and deposits and deposits that qualify as immediate liquid assets or are intrinsically linked as collateral for one of the gross debt items.

### **WORKING CAPITAL (SEA)**

It is the result of subtracting current assets from current liabilities. Working capital or working capital is a financial aggregate used to measure the performance of the group's activity and provides an analysis of liquidity, operating efficiency and short-term financial health.