

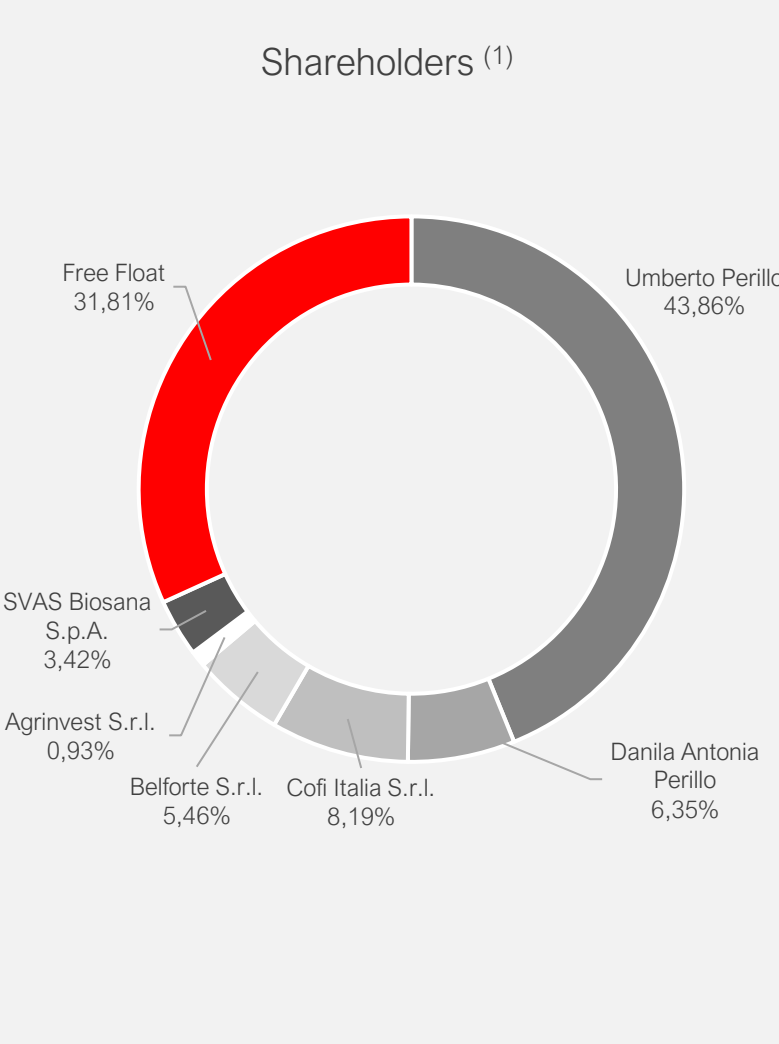


Investor Presentation

Spring Investor Conference Banca Profilo

April 2023

Shareholders' Structure & Key People



Key People



Umberto Perillo
Chief Executive Officer

Mr. Perillo is the General Director and CEO of Svas Biosana Group since 2012. He joined the company in 1979, and has since dedicated himself to the growth and the strategic development of the group by optimizing its business model and by managing the most important recent acquisitions.



Andrea Efficace
Mark Medical CEO & Group CFO

Mr. Efficace is CFO of Svasa Biosana Group since 2001, and CEO of Mark Medical since 2015. He joined the firm in 1998, and has since developed his professional career within the group. He's a certified chartered accountant and auditor.

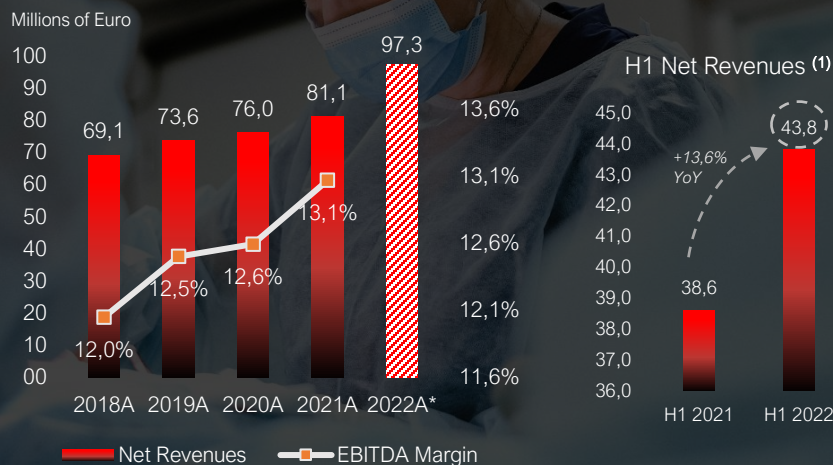
(1) Updated to March 24th, 2023

Group Overview

Svas Biosana «At a Glance»

Key Financial Highlights

Millions of Euro	2019A	2020A	2021A	H1 2021	H1 2022
Net Revenues	73,6	76,0	81,1	38,6	43,8
YoY Δ	6,4%	3,4%	6,6%		13,6%
EBITDA	9,2	9,6	10,6	5,7	5,7
EBITDA Margin	12,5%	12,6%	13,1%	14,9%	13,0%
EBIT	5,2	5,1	5,7	3,4	3,1
EBIT Margin	7,0%	6,7%	7,1%	8,9%	7,1%
Net Income	2,5	2,5	3,2	1,9	1,7
Margin %	3,4%	3,3%	3,9%	5,1%	3,9%
NFP	37,5	36,9	17		25,2
Equity	22,8	27,7	50,9		52,7



H1 2022 Revenues do not include the pro-forma revenue of Bormia d.o.o., which was acquired in June 2022 and which generated € 6,5 mln in revenues.

SVAS Biosana Group (“SVAS”, the “Company” or the “Group”) is an Italian leading player in the medical devices and disposables sector, acting both as a manufacturer and as a distributor.






The Group was founded in Southern Italy in 1972 by Francesco Fausto Perillo, with the aim to provide medical devices in the area. Today, the Group is headquartered in Somma Vesuviana (Naples - NA) with three production plants located in Ottaviano (NA) and Somma Vesuviana (NA).

Medical devices are the core of Svas Biosana commercial offer. The Group counts more than 16,000 references, both with own and third parties brands.

The Group consists of three main companies:

- **Svas Biosana:** production and distribution of incontinence aids, cotton wool and personal care products, procedural packs (so-called custom packs), dressings, surgical instruments, as well as numerous other medical devices. It constitutes of three business lines: (i) Svas; (ii) Farmex; and (iii) Medical;
- **Mark Medical Group:** acquired by Svas Biosana in December 2015. It distributes medical items and medical-health devices supplied by top world producers exclusively in the Balkan Area (Slovenia, Croatia, Serbia and Bosnia-Herzegovina). Mark Medical is present in each of these countries in a widespread manner with subsidiaries dedicated to distribution and local assistance.
- **Bormia Group:** acquired by Svas Biosana in June 2022. Bormia Group is active in the distribution of specialized medical devices for cardiac surgery, anaesthesiology, critical care, endovascular procedures and neuroradiology in Slovenia, Croatia, Serbia and Bosnia.

SVAS BIOSANA Group Structure

Market	Italian Market		Foreign Markets		
Business Line					
Activity	Production and sale	Production and sale	Distribution and sale	Distribution and sale	Distribution and sale
Products	Products for incontinence	Custom packs	Medical devices	Medical devices	Medical devices
Activity	Production		Distribution		

* FY 2022 Consolidated Revenues is not audited. FY 2022 consolidated Revenues include the revenue of Bormia d.o.o. (which was acquired in June 2022) of 2H 2022. Bormia d.o.o. 1H 2022 revenues, equal to €6,5m, are not included in FY 2022 consolidated revenues.

Group Overview

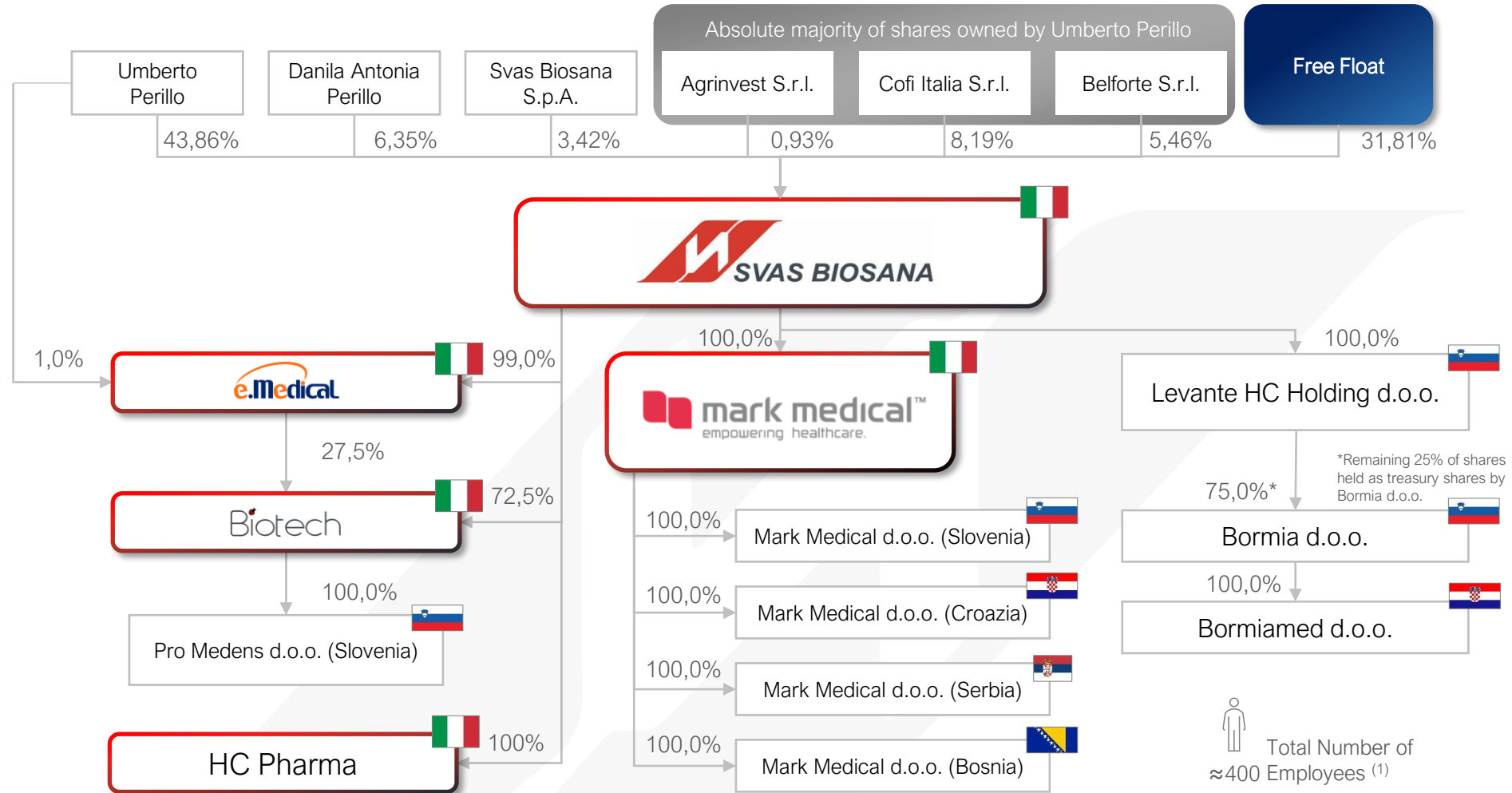
Group Structure

Board of Directors

- Filippo Maraniello
Chairman
- Umberto Perillo
Chief Executive Officer
- Luigi Gatta
Director
- Antonio Finocchi Ghersi
Independent Director

Statutory Auditors

- Nicola Tino
Chairman
- Simone Vitobello
Auditor
- Enrico Auriemma
Auditor



Total Number of ≈400 Employees ⁽¹⁾

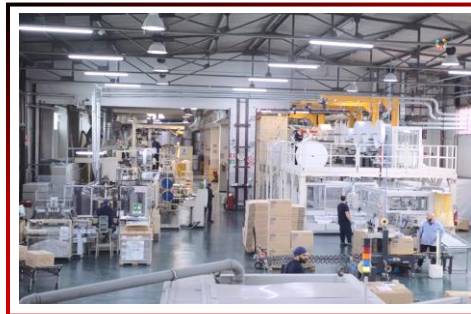
Audit Firm **pwc**



(1) Update to March 2023
Source: Group Management

Group Overview

Geographical Presence and History



- Somma Vesuviana (NA) – 12.200 sqm:
 - Site 1 (Via Trentola 7) *in development*
 - Site 2 (Via Colle 104)
- Ottaviano (NA) – 8.100 sqm

3 Production Facilities



Chemical Division

Expertise

Microbiologic Division

Medical Devices
Cosmetics
Pharmaceutical
Micro & Nanotechnology
Bioengineering
Microbiology
Quality Control

Research & Development



Headquarter



Warehouses and Offices



1972
Establishment and start-up of the distribution of medical devices in Southern Italy

1989
Start of production of incontinence aids in the Somma Vesuviana facility (Naples-NA)

2000
Incorporation of various operating companies into Svas Biosana

2012
The Atlante private equity fund acquires a minority stake in the company

2017
Svas Biosana is among the 10 issuers of the first «Élite Basket Bond»

2020
Spin-Off of the pharmaceutical branch and the Industria Farmaceutica Galenica Senese

2022
Svas Biosana acquires Bormia Group



1985
Acquisition of Industria Farmaceutica Galenica Senese, leading operator in the injectable solutions industry



1996
Acquisition of the Vincenzo Sorrentino & Figli business unit (Salerno) operating in the sector of cotton derivatives both for medical and cosmetic use

2004
Acquisition of Fabbrica Italiana di Medicazione (FIM)

2015
Svas Biosana acquires Mark Medical, a leading operator in the distribution of medical devices and drugs in the Balkan area (Slovenia, Croatia, Serbia, Bosnia & Herzegovina)



2019
Purchase by the Perillo family of the shares previously held by the Atlante private equity fund

Svas Biosana is among the 10 issuers of the first «Élite Basket Bond Export»

2021
Listing on Euronext Growth Milan



Source: Company management

Group Overview

Business Snapshot



Company	SVAS BIOSANA		mark medical™ empowering healthcare.		
Activity	Production		Distribution		
Business Line ⁽¹⁾	Farmex €29,6m 30%	Medical €9,2m 9%	Svas €20,7m 21%	Mark Medical €32,8m 33%	Bormia €6,6m 7%
Products Examples	Incontinence Products <ul style="list-style-type: none"> Incontinence Diapers Absorbent crosspieces 	Custom Packs & Global Services <ul style="list-style-type: none"> Medical devices' integrated systems, designed and built for carrying out specific surgical procedures Support to hospitals for the purchasing of surgical equipment 	Specialist Disposables <ul style="list-style-type: none"> Hemostatic Devices Peritoneal Dialysis Products Drug Transfer Devices Humidifiers 	Advanced Medical Devices <ul style="list-style-type: none"> Infusion disposable systems Coronary drug eluting stent Blood pressure monitoring systems Injectors Contrast media Pericardial heart valves Oxygenators Orthopedic prosthesis X-Ray/CT devices 	Innovative Medical Devices <ul style="list-style-type: none"> Mitral valve repair Thoracic stent grafts Vascular grafts Pacemakers Defibrillators Thoracic Drainage Haemodynamic Monitoring trans-femoral TAVI Thrombectomy devices
	Personal Care Products <ul style="list-style-type: none"> Sterile Dressings Absorbent Cotton 	Medical Devices & Advanced Dressings <ul style="list-style-type: none"> Absorbent pads Surgical Drapes Infusion and Drainage Devices 	Generic Disposables <ul style="list-style-type: none"> Personal Protection Devices Electromedical Appliances Surgical Instruments 		
Applications	Chronic Incontinence Care Personal Care	Hemodynamics Cardiac Surgery Surgery Anesthesia	Oncology Intensive Care Surgery Chronic Kidney Disease	Radiology & Imaging Orthopedics Cardiology Cardiac Surgery	Cardiac & Vascular Surgery Anaesthesiology and critical care Endovascular Procedures Neuroradiology




(1) FY 2022 Consolidated Revenues is not audited. FY 2022 Aggregates Sales breakdown and respective incidence of each Business Line (computed as Net Revenues before infra-group elisions). FY 2022 consolidated Revenues include the revenue of Bormia d.o.o. (which was acquired in June 2022) of 2H 2022. Bormia d.o.o. 1H 2022 revenues, equal to €6,5m, are not included in FY 2022 consolidated revenues.
Source: Company management.

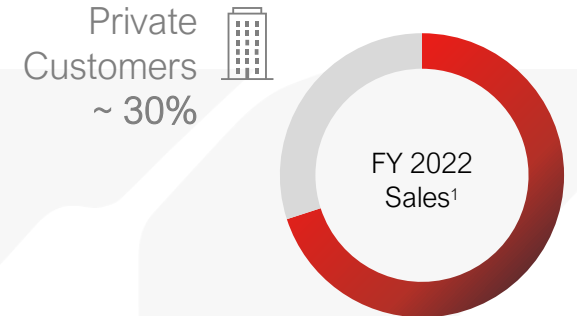
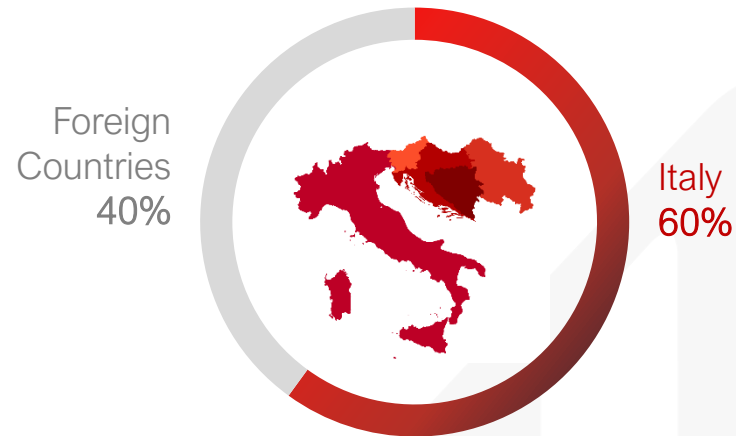
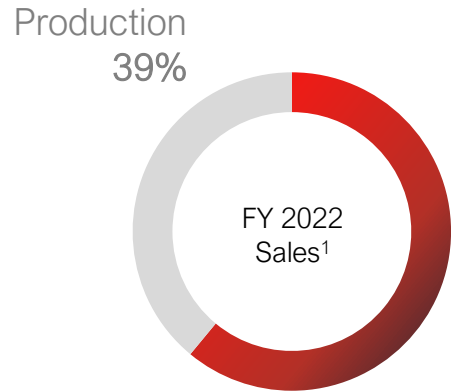
Group Overview

FY 2022 Sales Breakdown

By Activity 

By Geography 

By Customer Type 



Distribution
61%

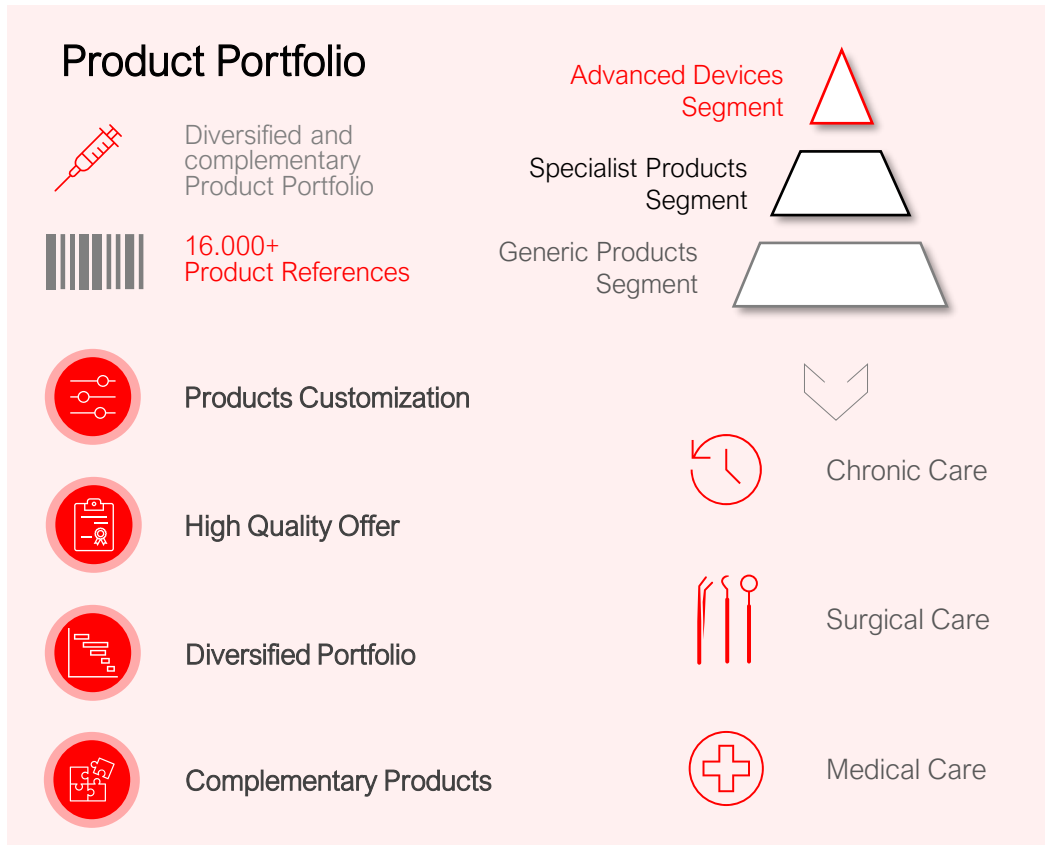
Exclusive Distributor of world leading Medical Devices suppliers in the Balkan Area

- Public Customers
~ 70%
-  National Public Hospitals
 -  Public Purchasing Centers
 -  Nursing Homes
 -  Pharmaceutical Wholesalers
 -  Large-Scale Organized Distributors

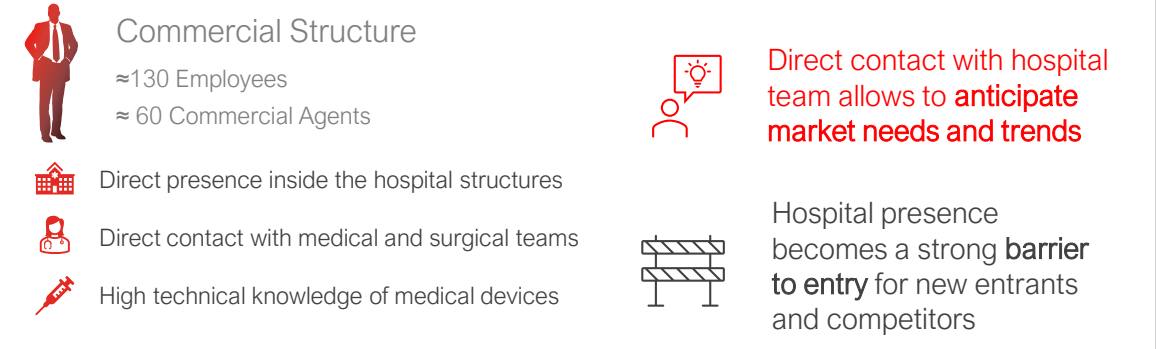
Group Overview

Investment Highlights and Market Dynamics

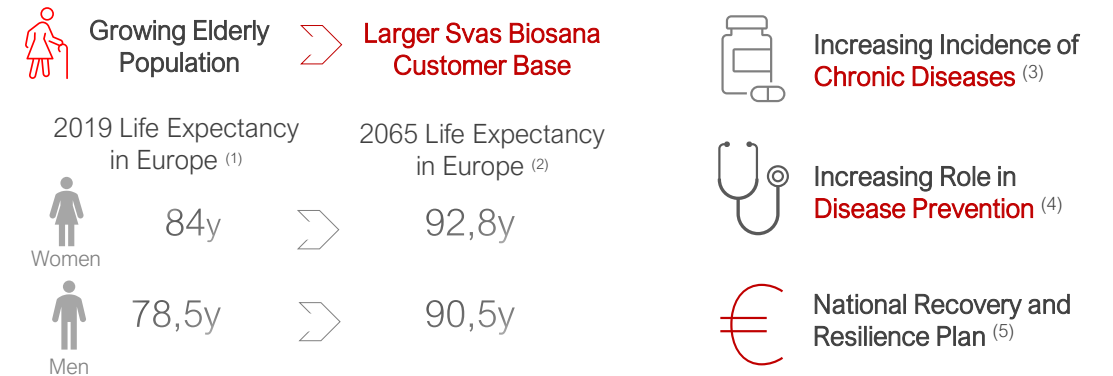
1. Rich and consolidated portfolio of products to satisfy chronic, medical and surgical healthcare needs



2. Qualified commercial structure and close relationship with medical operators generate additional value while creating high entry barriers



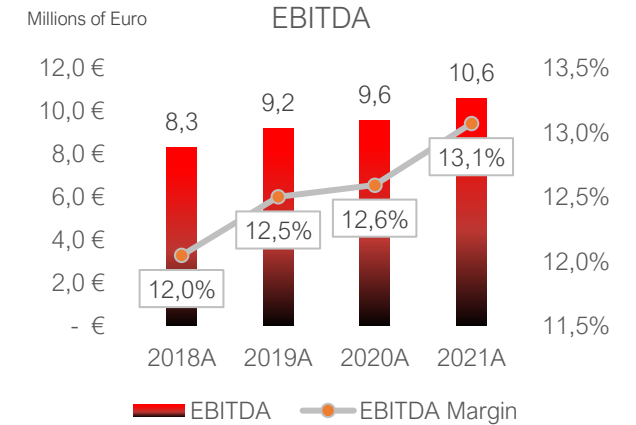
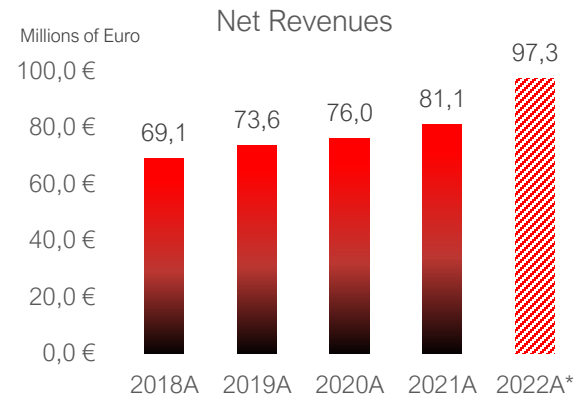
3. Demographics, chronic diseases, prevention and national investments as drivers of the market



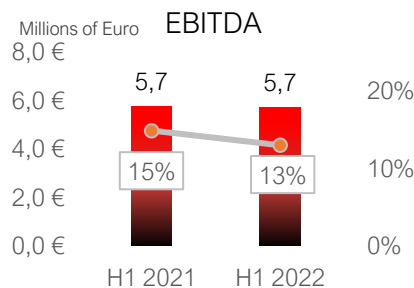
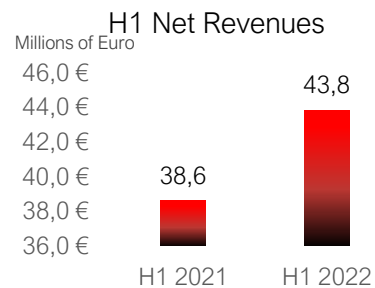
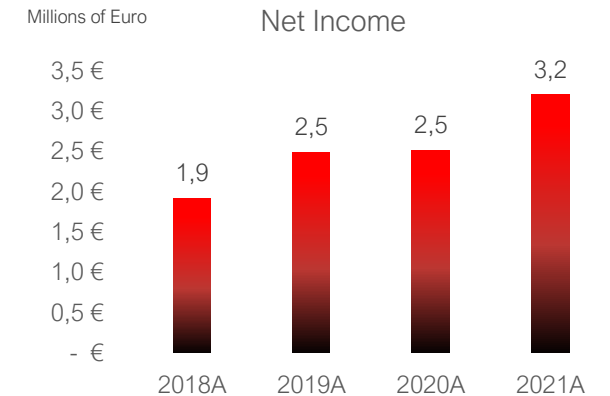
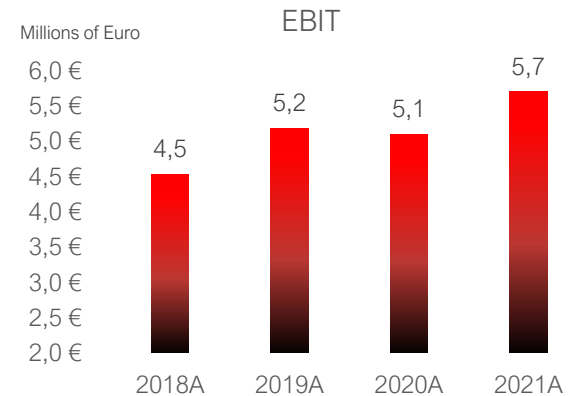
Financial Data

Key Financial Highlights

Millions of Euro	2018A	2019A	2020A	2021A	H1 2021	H1 2022
Net Revenue	69,1	73,6	76,0	81,1	38,6	43,8
YoY Δ		6,4%	3,4%	6,6%		13,6%
EBITDA	8,3	9,2	9,6	10,6	5,7	5,7
EBITDA Margin	12,0%	12,5%	12,6%	13,1%	14,8%	13%
EBIT	4,5	5,2	5,1	5,7	3,4	3,1
EBIT Margin	6,5%	7,0%	6,7%	7,1%	8,9%	7,1%
Net Income	1,9	2,5	2,5	3,2	1,9	1,7
Margin %	2,8%	3,4%	3,3%	3,9%	5,1%	3,9%
NFP	36,1	37,5	36,9	17		25,2
Equity	22,4	22,8	27,7	50,9		52,7
NFP / EBITDA	4,3x	4,1x	3,9x	1,6x		-
NFP / Equity	1,6x	1,6x	1,3x	0,3x		0,5x



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H1 2022 Income Statement does not include the pro-forma revenue of Bormia d.o.o., which was acquired in June 2022 and which generated € 6,5 mln in revenues.



Update on M&A Transaction



In June, Svas Biosana completed the acquisition of 75% of the capital of Bormia d.o.o. (the remaining 25% of shares are owned by the company itself). The group Bormia is active in the distribution of specialized medical devices in Slovenia, Croatia, Serbia and Bosnia. Through this acquisition, Svas Biosana consolidates its position in the medical device market in the Balkan area by increasing its size and commercial strength in the area. The total value of the transaction amounts to 4.8 million euros.

Business Units



Bormia Key Financial Highlights

Millions of Euro	2020A	2021A	Var%
Revenue	8,7	11,0	+26,4%
EBITDA	1,13	1,25	+11%
EBITDA Margin	13,0%	11,4%	
Net Income	0,8	0,9	+9,3%
NFP (cash)	(0,21)	(0,96)	

Deal Pricing
€ 4,8 mln

EV/EBITDA Multiple
3,1x

Suppliers



Geographical Presence



Annex

1H Income Statement

	30/06/2021	%	30/06/2022	%	Delta	%
Revenues from sales and services	38.590.566	100%	43.843.886	100%	5.253.320	14%
External costs	27.710.174	72%	33.165.592	76%	5.455.418	20%
Added Value	10.880.392	28%	10.678.294	24%	(202.098)	-2%
Cost of labor	5.560.999	14%	5.822.602	13%	261.603	5%
Other revenues	422.188	1%	846.895	2%	424.707	101%
EBITDA	5.741.581	15%	5.702.587	13%	(38.994)	-1%
Depreciations and Amortizations	2.299.351	6%	2.584.888	6%	285.537	12%
EBIT	3.442.230	9%	3.117.699	7%	(324.531)	-9%
Interest expenses/incomes	(800.102)	-2%	(818.456)	-2%	(18.354)	2%
EBT	2.642.128	7%	2.299.243	5%	(342.885)	-13%
Revaluations & Write-Downs	-	0%	-	0%	-	
Pre-Tax Result	2.642.128	7%	2.299.243	5%	(342.885)	-13%
Taxes	668.023	2%	583.351	1%	(84.672)	-13%
Net Income	1.974.105	5%	1.715.892	4%	(258.213)	-13%

Annex

1H Balance Sheet

	31/12/2021	30/06/2022	Delta
Net Intangible fixed assets	10.749.503	10.665.527	(83.976)
Net Tangible Fixed Assets	25.639.396	25.892.450	253.054
Equity investments and other financial fixed assets	159.786	130.179	(29.607)
Fixed Capital	36.548.685	36.688.156	139.471
Inventory	25.126.150	28.515.850	3.389.700
Receivables from Clients	31.827.089	35.480.140	3.653.051
Other Credits	4.316.886	9.179.182	4.862.296
Prepayments & Accrued Income	743.824	793.611	49.787
Short Term Operating Activity	62.013.949	73.968.783	11.954.834
Payables to Suppliers	23.336.838	25.049.663	1.712.825
Advances	72.468	24.672	(47.796)
Tax and social security payables (within the following year)	2.214.454	2.409.187	194.733
Other Debts	1.489.860	1.858.650	368.790
Accrued Liabilities and Deferred Income	1.196.077	1.033.901	(162.176)
Short Term Operating Liabilities	28.309.697	30.376.073	2.066.376
Net Working Capital	33.704.252	43.592.710	9.888.458
Employee severance indemnity	2.003.046	2.172.028	168.982
Tax and social security payables (beyond the following year)	25.000	-	(25.000)
Other medium and long-term liabilities	240.846	151.060	(89.786)
Medium and long-term liabilities	2.268.892	2.323.088	54.196
Net Invested Capital	67.984.045	77.957.778	9.973.733
Equity	(50.965.741)	(52.690.396)	(1.724.655)
Medium and long-term net financial position	(30.882.067)	(30.823.822)	58.245
Short-term net financial position	13.863.763	5.556.440	(8.307.323)
Equity and net financial debt	(67.984.045)	(77.957.778)	(9.973.733)

Annex

1H Consolidated Cash Flow Statement

	30/06/2021	30/06/2022
A) Cash Flows from Operating Activities		
1) Profit (loss) for the year before income taxes, interest, dividends and capital gains / losses on disposal	3.436.615	3.150.731
2) Cash flow before changes in net working capital	6.033.896	5.983.906
3) Cash flow after changes in net working capital	3.803.124	-4.322.713
Cash Flow from Operating Activities(A)	2.465.499	-5.509.633
B) Cash Flows from Investment Activities		
Tangible Fixed Assets		
(Investments)	-853.986	-1.675.657
Divestments	4.170	
Intangible Fixed Assets		
(Investments)	-398.956	-793.803
Divestments		
Financial fixed assets		
(Investments)	-134.687	
Divestments		2.503.570
Non-fixed financial assets		
(Investments)		-5.073.947
Divestments	81.864	
Cash Flows from Investment Activities (B)	-1.301.595	-5.039.837
C) Cash Flows from Financing Activities		
Increase / (decrease) in short-term payables to banks	-2.720.347	1.655.547
Increase / (Decrease) in bonds		
New Financing	5.476.540	6.471.923
(Reimbursement of loans)	-3.108.694	-5.089.327
Own Funds		
Capital increase against payment		
(Repayment of capital)		
Sale / (Purchase) of own shares		-299.592
(Dividends and interim dividends paid)		
Cash Flows from Financing Activities(C)	-352.501	2.738.551
Increase (decrease) in cash and cash equivalents (A ± B ± C)	811.403	-7.810.919

Annex

Consolidated Income Statement

	31/12/2020	%	31/12/2021	%	Delta	%
Revenues from sales and services	76.044.082	100,0%	81.085.102	100,0%	5.041.020	6,6%
External costs	56.310.557	74,0%	60.383.563	74,5%	4.073.006	7,2%
Added Value	19.733.525	26,0%	20.701.539	25,5%	968.014	4,9%
Cost of labor	11.385.914	15,0%	11.022.402	13,6%	-363.512	-3,2%
Other revenues	1.229.473	1,6%	967.679	1,2%	-261.794	-21,3%
EBITDA	9.577.084	12,6%	10.646.817	13,1%	1.069.733	11,2%
Depreciations and Amortizations	4.481.194	5,9%	4.875.669	6,0%	394.475	8,8%
EBIT	5.095.890	6,7%	5.771.147	7,1%	675.257	13,3%
Interest expenses/incomes	-1.880.109	-2,5%	-1.752.985	-2,2%	127.124	-6,8%
EBT	3.215.781	4,2%	4.018.162	5,0%	802.381	25,0%
Revaluations & Write-Downs	-5.000	0,0%		0,0%	5.000	-100,0%
Pre-Tax Result	3.210.781	4,2%	4.018.162	5,0%	807.381	25,1%
Taxes	696.439	0,9%	856.979	1,1%	160.540	23,1%
Net Income	2.514.342	3,3%	3.161.183	3,9%	646.841	25,7%

Annex

Consolidated Balance Sheet

	31/12/2020	31/12/2021	Delta
Net intangible fixed assets	9.211.659	10.749.503	1.537.844
Net tangible fixed assets	25.793.903	25.639.396	-154.507
Equity investments and other financial fixed assets	130.179	159.786	29.607
Fixed capital	35.135.741	36.548.685	1.412.944
Inventories	24.677.098	25.126.150	449.052
Receivables from customers	29.088.341	31.827.089	2.738.748
Other credits	5.172.897	4.316.886	-856.011
Prepayments and accrued income	652.566	743.824	91.258
Short-term operating activities	59.590.902	62.013.949	2.423.047
Payables to suppliers	21.645.359	23.336.838	1.691.479
Advances	179.847	72.468	-107.379
Tax and social security payables (within the following year)	3.156.681	2.214.454	-942.227
Other debts	1.382.649	1.489.860	107.211
Accrued liabilities and deferred income	1.408.909	1.196.077	-212.832
Short-term operating liabilities	27.773.445	28.309.697	536.252
Net working capital	31.817.457	33.704.252	1.886.795
Employee severance indemnity	1.938.444	2.003.046	64.602
Tax and social security payables (beyond the following year)	50.000	25.000	-25.000
Other medium and long-term liabilities	337.671	240.846	-96.825
Medium and long-term liabilities	2.326.115	2.268.892	-57.223
Net Invested Capital	64.627.083	67.984.045	3.356.962
Equity	-27.728.478	-50.965.741	-23.237.263
Medium and long-term net financial position	-26.802.340	-30.882.067	-4.079.727
Short-term net financial position	-10.096.265	13.863.763	23.960.028
Equity and net financial debt	-64.627.083	-67.984.045	-3.356.962

Annex

Consolidated Cash Flow Statement

	31/12/2020	31/12/2021
A) Cash Flows from Operating Activities		
1) Profit (loss) for the year before income taxes, interest, dividends and capital gains / losses on disposal	5.106.364	5.654.810
2) Cash flow before changes in net working capital	11.570.052	11.110.051
3) Cash flow after changes in net working capital	14.718.423	5.124.844
Cash Flow from Operating Activities(A)	11.402.045	2.534.825
B) Cash Flows from Investment Activities		
Tangible Fixed Assets		
(Investments)	-954.810	-2.618.340
Divestments		
Intangible Fixed Assets		
(Investments)	-942.154	-3.297.909
Divestments		
Financial fixed assets		
(Investments)	-718.469	-200.579
Divestments	83.900	63.950
Non-fixed financial assets		
(Investments)	-56.681	
Divestments		29.181
Cash Flows from Investment Activities (B)	-2.588.214	-6.023.697
C) Cash Flows from Financing Activities		
Increase / (decrease) in short-term payables to banks	-11.623.689	1.673.091
Increase / (Decrease) in bonds	55.807	-1.755.849
New Financing	11.851.333	15.632.802
(Reimbursement of loans)	-7.308.925	-8.190.768
Own Funds		
Capital increase against payment		20.000.000
(Repayment of capital)		
Sale / (Purchase) of own shares		
(Dividends and interim dividends paid)		
Cash Flows from Financing Activities(C)	-7.025.474	27.359.276
Increase (decrease) in cash and cash equivalents (A ± B ± C)	1.788.357	23.870.404

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