H1 2021 Results Presentation

Eurofins Core Business sets record performance in Q2 2021 with 25% organic growth year-on-year

5 August 2021

eurofins
Testing for Life

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Eurofins provides in the Income Statement certain alternative performance measures (non-IFRS information as "Adjusted Results and Separately Disclosed Items") that excludes certain items because of the nature of these items and the impact they have on the analysis of underlying business performance and trends. (Please refer to description of these terms in the Company's Annual Report). The management believes that providing this information enhances investors' understanding of the company's core operating results and future prospects, consistent with how management measures and forecasts the company's performance, especially when comparing such results to previous periods or objectives and to the performance of our competitors. This information should be considered in addition to, but not in lieu of, information prepared in accordance with IFRS. These APMs are described in more detail in the Condensed Interim Consolidated Financial Statements for the period ended 30 June 2021 in Note 1 and in the Consolidated Financial Statements 2020 in Notes 1.27 and 1.28.

Agenda

I. Introduction and highlights

II. Financial review

III. Operational review

IV. Sustainability

V. Outlook

I. Introduction and highlights

Our Vision & Purpose: Testing for Life

We aim to have a positive impact on **LIFE, HEALTH** and the **ENVIRONMENT.**

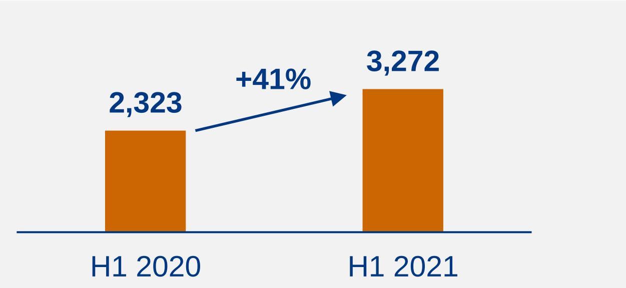

Testbus wacht terugkerende reizigers op aan Zuidstation

GEZONDHEID ANDERLECHT SINT-GILLIS 16U05

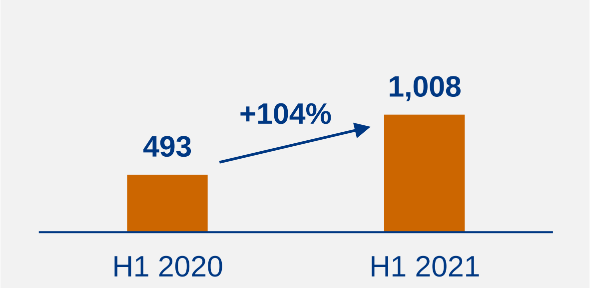
KH © BRUZZ DELEN:

Key financial highlights H1 2021

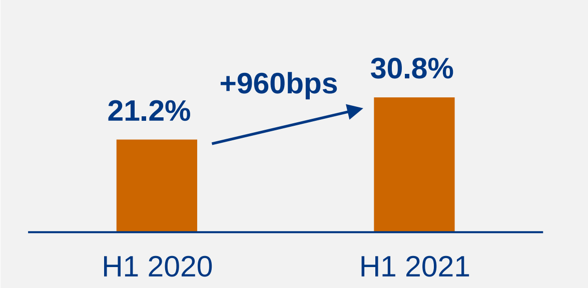
Revenue, EUR m



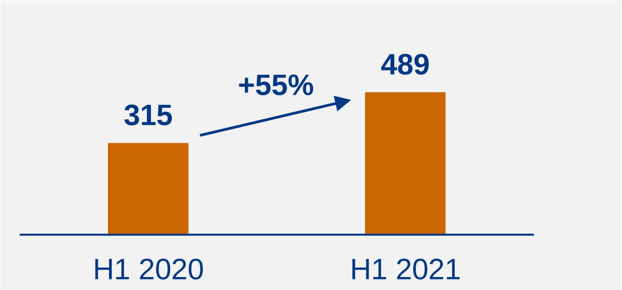
Adjusted[1] EBITDA[2], EUR m



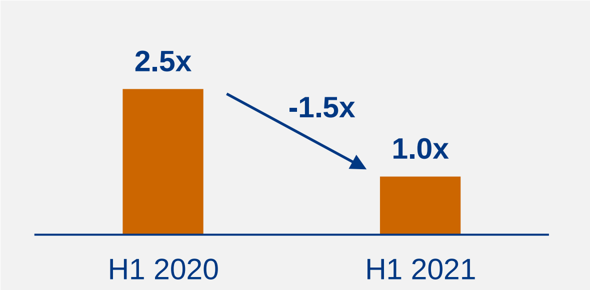
Adjusted[1] EBITDA[2] Margin



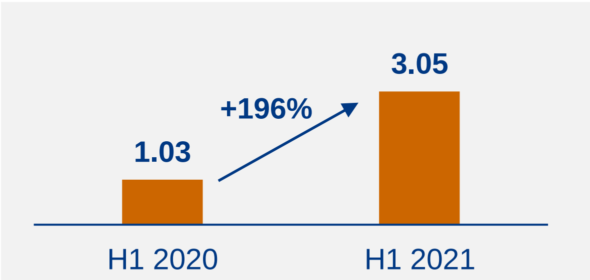
Free Cash Flow to Firm[3], EUR m



Net debt/EBITDA[4]



Adjusted[1] EPS[5]



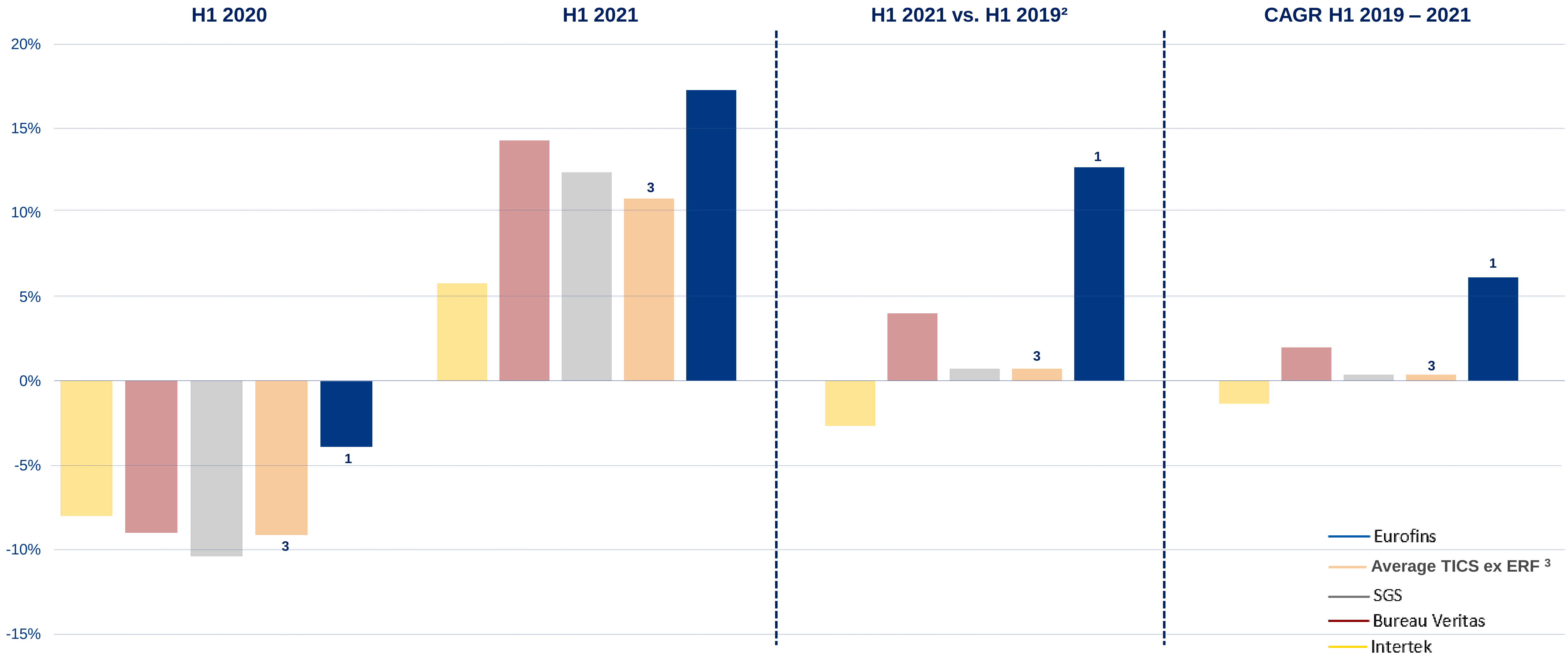
1 **Adjusted results** – reflects the ongoing performance of the mature and recurring activities excluding “separately disclosed items”
2 **EBITDA** – Earnings before interest, taxes, depreciation and amortisation, share-based payment charge, impairment of goodwill, amortisation of acquired intangible assets, negative goodwill, loss/gain on disposal and transaction costs related to acquisitions as well as income from reversal of such costs and from unused amounts due for business acquisitions
3 **Free Cash Flow to the Firm (FCF-F)** – Net cash provided by operating activities, less net capex
4 **Leverage** – net debt / PF12M adjusted EBITDA (corrected for the estimated impact of the cyber-attack in 2019)
5 **Adjusted EPS** – Basic EPS attributable to equity holders of the Company and hybrid capital investors

Key operational highlights (1/2)

- Record H1 on revenues, profits and cash generation, continuing the positive trends seen in Q1 2021
- Strong performance of Core Business[1] with rapidly accelerating, strong growth across business lines:
  - H1 2021: 17% organic growth[2]
  - Q2 2021: 25% organic growth[3]
  - Now largely recovered EUR 250m revenues lost due to COVID impacts in FY 2020, earlier than forecast
- Further notable product launches and continued innovation across business lines, including:
  - Highly innovative rapid testing methods[4] including for the identification of sugars and the certification of organic products
  - New proprietary advanced testing methods to expand Clinical Diagnostics' services for transplant patients
  - Differentiated services/ technologies in Environment Testing including a new automated and robotised PFAS testing method supporting the lowest detection limits globally
  - TruGraf® approved with Humana for in-network coverage of Medicare kidney transplant patients
- Since H1 2020 was affected by Covid, it is an easy comparable. Looking at organic growth from the pre-pandemic period, H1 2019 is a better indication of long term trends and business recovery
- Core Business H1 2021 organic revenue growth has been 13% compared to H1 2019[5]

1 Excluding COVID-19 related clinical testing and reagent revenues
2 +16% vs H1 2019, close to +13% corrected for EUR 62m estimated revenue impact of cyber-attack of 2 June 2019
3 +19% vs Q2 2019, close to +13% corrected for EUR 62m estimated revenue impact of cyber-attack of 2 June 2019
4 Approved by the International Organization for Standardization (ISO), the European Committee for Standardization (CEN) and the International Dairy Federation (IDF)
5 2019 corrected for EUR 62m estimated revenue impact of cyber-attack of 2 June 2019

Even excluding COVID-19 clinical testing and reagents, Eurofins organic revenue growth continues to significantly outperform TIC industry peers

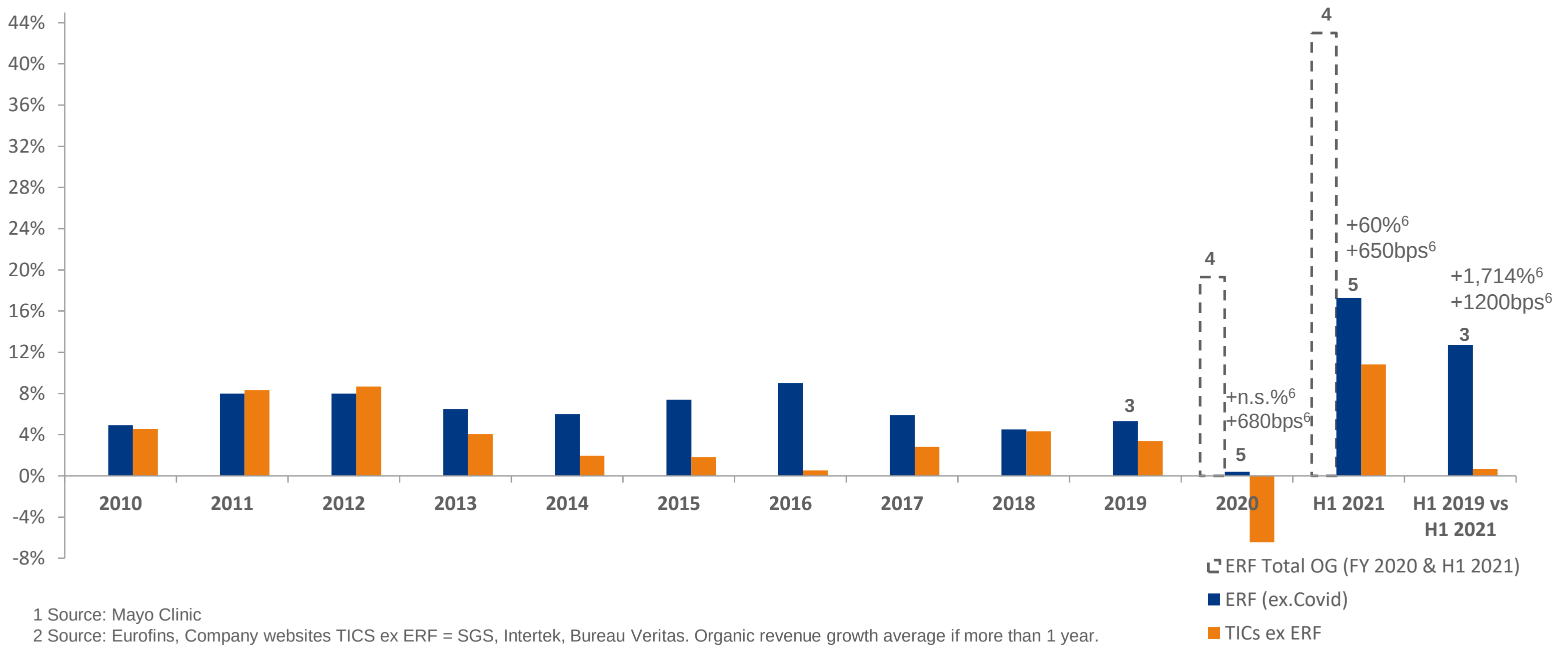


1 Corrected for EUR 62m estimated missing revenues from the cyber-attack impact of June 2019
2 Based on public information, using each of the respective companies' Alternative Performance Measures (APM) definitions, H1 2021 vs. H1 2019 calculated by simple multiplication of the organic growth % for the two periods
3 TICS ex ERF = average organic growth of historic TIC leaders (SGS, Intertek and Bureau Veritas)

Fastest growing TIC company which became the leader of an industry with attractive and resilient organic growth

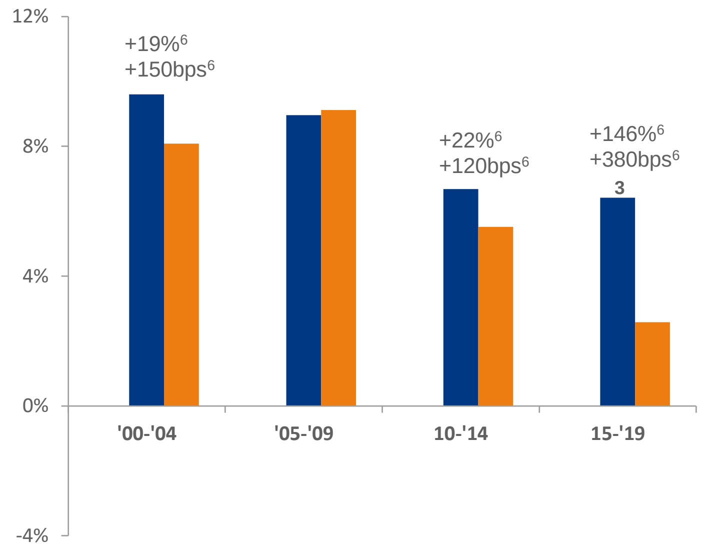
- **Market Structural growth:** est. ~1.5-2.0x Gross Domestic Product growth, globalisation, urbanisation, increasing need and demand for a healthier life and safer environment. Testing is the most efficient and cost effective way to prevent risks (e.g. Clinical Diagnostics tests = 4% of healthcare costs but used in 60% to 70% of medical decisions[1]), outsourcing trend
- **Limited cyclicality:** A large majority of Eurofins' revenues are recurring, focused on resilient/defensive sectors (testing for life, i.e. testing food, pharmaceuticals, the environment and products that have an impact on our health as well as human clinical testing), diversified industry and geographical exposure
- In spite of its lower growth routine clinical testing component, Eurofins is outperforming its peers thanks to leadership positions achieved in its chosen less cyclical life science focused markets

TICs Organic Revenue Growth[2] (annual or H1)



TICs Organic Revenue Growth[2] (5-year average)

Eurofins long term growth gap with TICs is increasing



1 Source: Mayo Clinic
2 Source: Eurofins, Company websites TICS ex ERF = SGS, Intertek, Bureau Veritas. Organic revenue growth average if more than 1 year.
3 For 2019 and H1 2021, organic revenue growth corrected for estimated missing revenues of EUR 62m from cyber-attack of 2 June 2019
4 Organic revenue growth of Eurofins Group as a whole (excluding COVID-19 related clinical testing and reagent revenues)
5 Organic revenue growth of Core Business only (excluding COVID-19 related clinical testing and reagent revenues)
6 Eurofins relative organic revenue growth vs average organic revenue growth for TICS (ex ERF)

Key operational highlights (2/2)

- Alongside the Core Business, the Group remains equally agile, committed and innovative to fight the pandemic
- Significant contribution from COVID-19 related activities and important milestones reached in H1 2021:
  - Revenue contribution close to EUR 750m
  - 25+ million COVID-19 PCR tests completed since the start of the pandemic
  - 125,000+ SARS-CoV-2 samples sequenced from 23 countries since our press release on 28 December 2020
  - Broad network of 1,000+ testing centres developed in Europe to facilitate travelling through SAFER@WORK™
- Continued progress made in H1 on the completion of Eurofins' infrastructure and operational excellence programmes, to develop an unrivalled, fully digital network of state-of-the-art laboratories
- M&A activity:
  - Very modest level of acquisitions in 2019, 2020 and H1 2021, confirming they are not short-term organic growth drivers
  - 12 acquisitions closed in H1 2021 (EUR 37m full-year equivalent proforma revenues in 2020)
  - EUR 225m committed to date in H2 on 7 acquisitions (EUR 95m full-year equivalent proforma revenues in 2020)
  - DNA Diagnostics Center, a leader in consumer genetic testing in the U.S., acquired in July 2021, anticipates delivering revenues of USD 55m+ in 2021
  - On track to achieve objective of adding EUR 150m proforma revenues from M&A in 2021

II. Financial review

Record H1 results

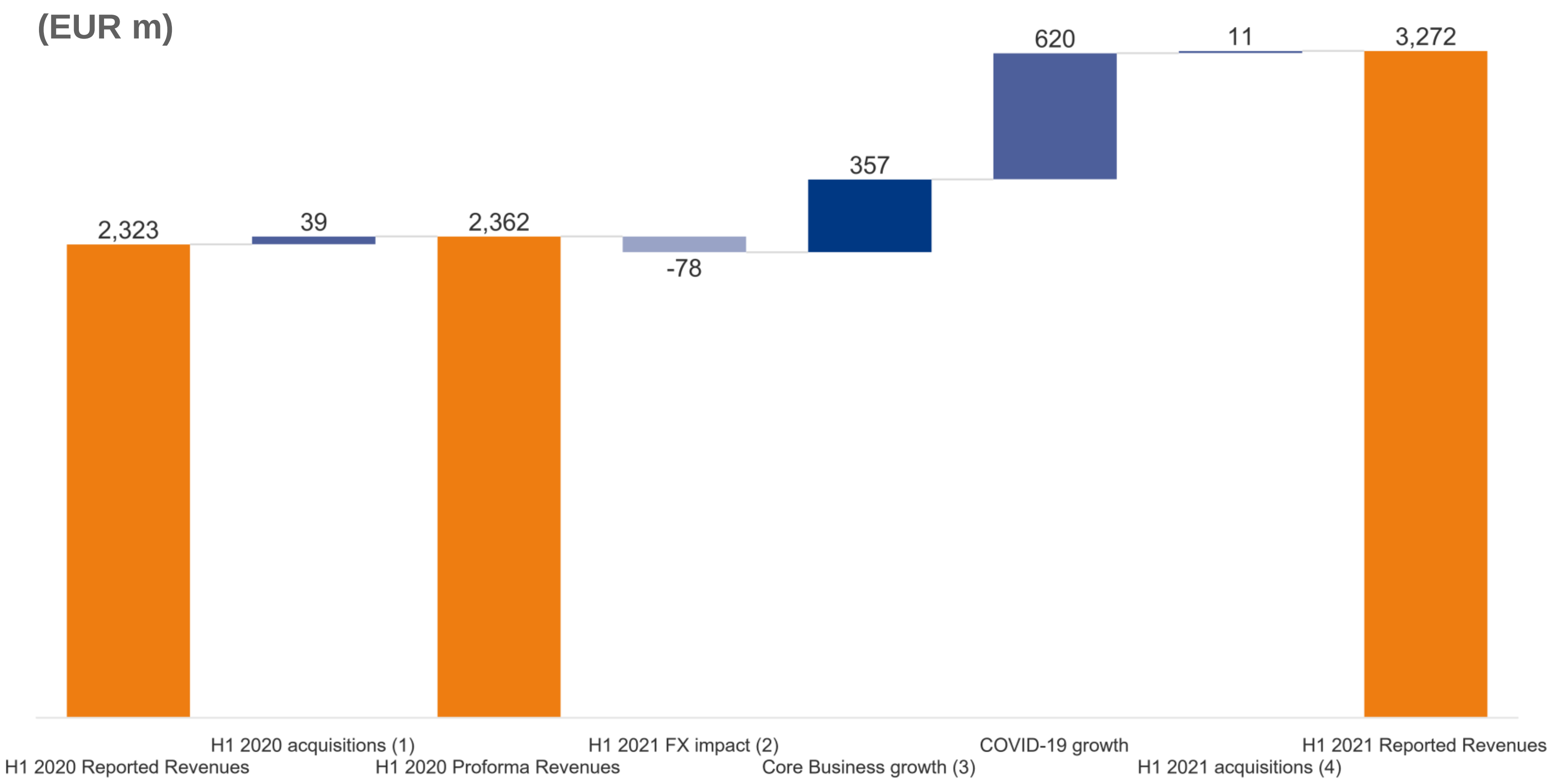
	Half Year 2021			Half Year 2020				
	Adjusted[1] Results	SDIs[2]	Reported Results	Adjusted[1] Results	SDIs[2]	Reported Results	+/- Δ Adjusted Results	+/- Δ Reported Results
Revenues, EURm	3,272	-	3,272	2,323	-	2,323	+41%	+41%
EBITDA[3], EURm	1,008	-19	989	493	-35	459	+104%	+116%
EBITDA Margin, *%*	*30.8*	-	*30.2*	*21.2*	-	*19.7*	*+960bps*	*+1,050bps*
EBITAS[4], EURm	813	-29	785	311	-52	259	+162%	+203%
Net Profit[5], EURm	582	-167	415	187	-92	95	+211%	+339%
Basic EPS[6], EUR	3.05	-0.87	2.17	1.03	-0.51	0.52	+196%	+317%

Key Highlights

- Record first six months, with strong growth of revenues (EUR 3,272m, +41% vs H1 2020) thanks to strong growth of Core Business and sustained revenues from COVID testing & reagents (close to EUR 750m)
- Record adjusted EBITDA of EUR 1,008m (+104% year-on-year) and 30.8% margin (vs 21.2% in H1 2020)
- Reported Net Profit[5] of EUR 415m (12.7% of revenues, +339% vs EUR 95m in H1 2020)
- Record EPS[6] of EUR 2.17 (EUR 3.05 adjusted), up 317% vs H1 2020

1 Adjusted results - reflect the ongoing performance of the mature and recurring activities excluding "Separately Disclosed Items"
2 Separately disclosed items – include one-off costs from integration, reorganisation, discontinued operations and other non-recurring income and costs, temporary losses and other costs related to network expansion, start-ups and new acquisitions undergoing significant restructuring, share-based payment charge, impairment of goodwill, amortisation of acquired intangible assets, negative goodwill, loss/gain on disposal and transaction costs related to acquisitions as well as income from reversal of such costs and from unused amounts due for business acquisitions, net finance costs related to borrowing and investing excess cash and one-off financial effects (net of finance income) and the related tax effects
3 EBITDA – Earnings before interest, taxes, depreciation and amortisation, share-based payment charge, impairment of goodwill, amortisation of acquired intangible assets, negative goodwill, loss/gain on disposal and transaction costs related to acquisitions as well as income from reversal of such costs and from unused amounts due for business acquisitions
4 EBITAS – EBITDA (as defined above) less depreciation and amortisation
5 Net Profit – Net profit for equity holders after non-controlling interests but before payment to Hybrid capital holders
6 Basic EPS – Basic EPS attributable to equity holders of the Company and hybrid capital investors

Strong growth of revenues resulting in record semester



Key Highlights

- Strong growth of revenues (+41% year-on-year, +43% organically) despite negative FX headwind of -3.3%
- Strong organic growth of Core Business despite continued impact of lockdowns on some of our businesses thanks to:
    - Estimated EUR 250m revenues lost from COVID related restrictions in FY 2020 largely recovered faster than expected
    - Additional organic growth of over 5%
- COVID-19 related clinical testing and reagents activities contributed revenues of close to EUR 750m in H1 2021 (EUR 130m in H1 2020)

1 H1 2020 acquisitions (H1 revenue part not consolidated in H1 2020 at H1 2020 FX rates), net of discontinued activities and disposals
2 H1 2021 FX impact on H1 2020 pro-forma revenues
3 Core Business growth for the first-half, excluding revenues from COVID-19 testing and reagents
4 H1 2021 acquisitions (revenue part consolidated in H1 2021 at H1 2021 FX rates), net of discontinued activities and disposals

Strong cash flow performance in H1 2021

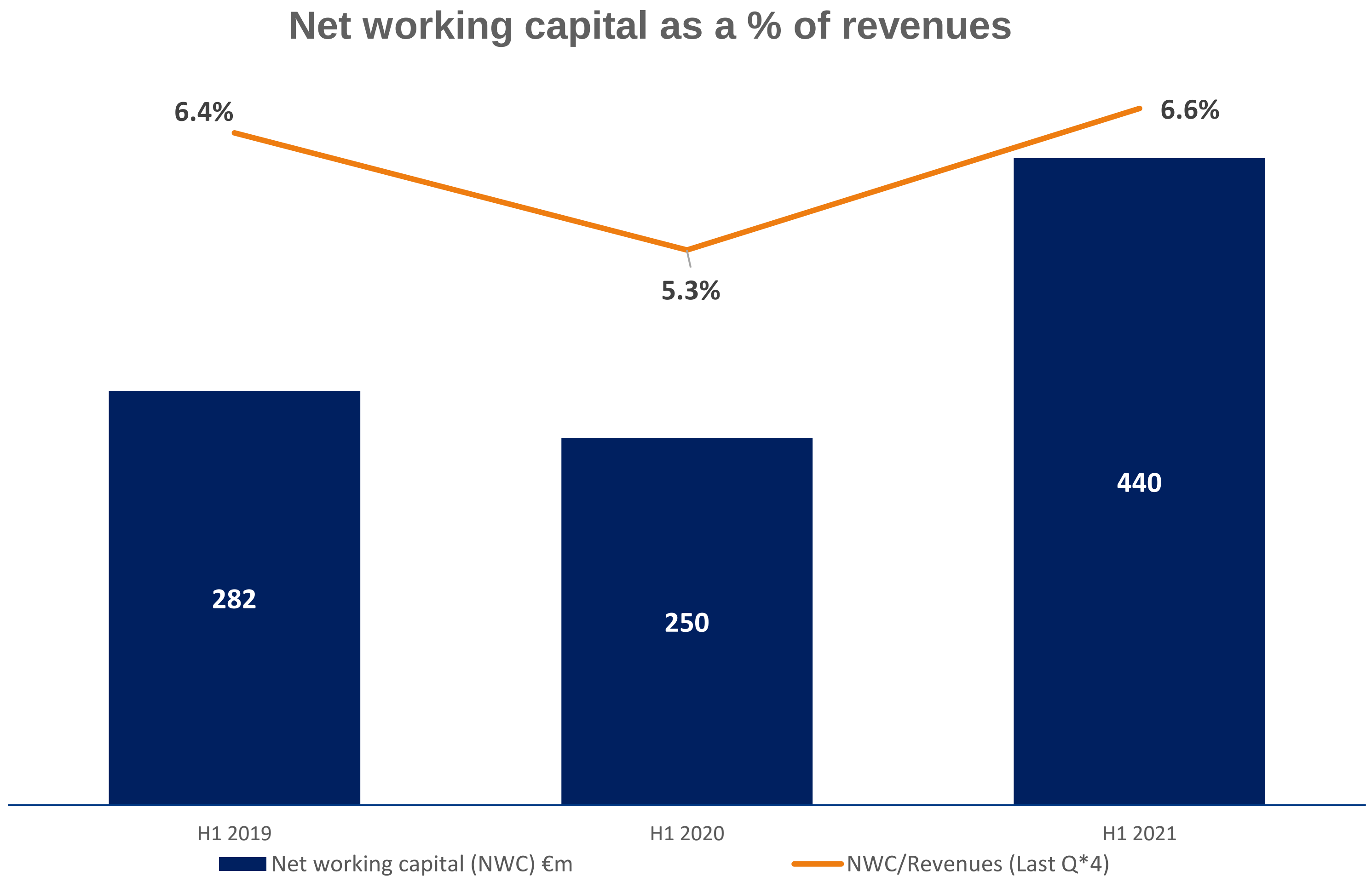
	H1 2021 EUR m	H1 2020 EUR m	Δ%
Change in net working capital[1]	-128	13	-1,054%
Net cash provided by operating activities	709	445	+59%
Net capex[2]	-220	-130	+69%
Free cash flow to the firm[3]	489	315	+55%
Net (decrease)/increase in cash and cash equivalents and bank overdrafts	-272	319	-185%
Cash and cash equivalents and bank overdrafts at end of period	639	614	+4%

Key Highlights

- Strong cash flow generation, with Free Cash Flow to the Firm of EUR 489m (+55% vs H1 2020), which coupled with controlled Capex spend enabled the Group to lower the leverage to 1.0x
- Net cash provided by operating activities significantly increased by 59% in H1 2021 to EUR 709m vs. EUR 445m in H1 2020

1 Net working capital – Inventories, trade receivables and contract assets, prepaid expenses and other current assets less trade accounts payable, contract liabilities and other current liabilities excluding accrued interest receivable and payable
2 Net capex – Acquisition of intangible assets, property, plant and equipment, less proceeds from the disposal of such assets
3 Free Cash Flow to the Firm – Net cash provided by operating activities, less Net capex

Controlled Net Working Capital use



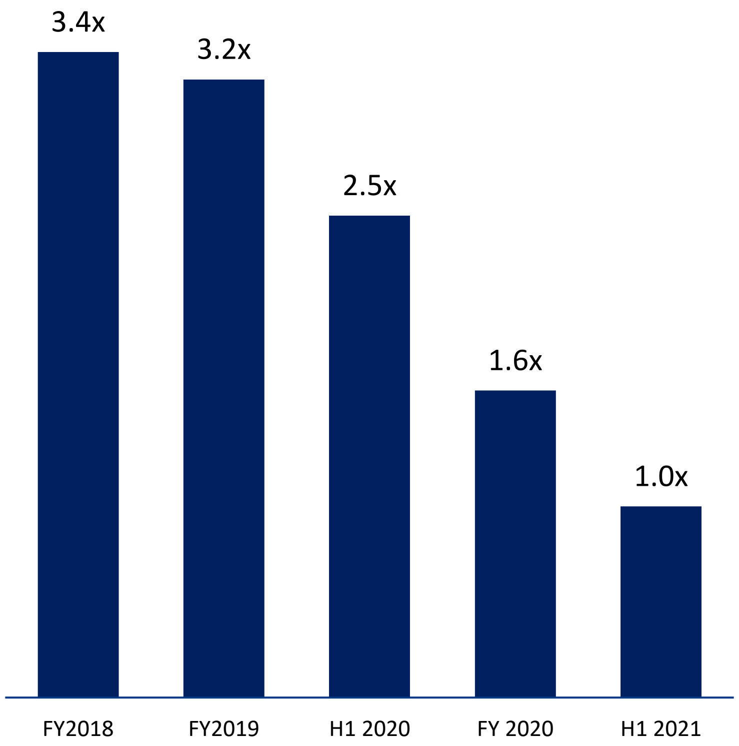
Key Highlights

- Net working capital back to 2019 mid-year levels, at 6.6% of revenues, as temporary postponements of social charges and tax payments put in place by some governments in 2020 reversed in 2021
- DSOs[1] and DPOs[2] stable at 58 days and 52 days respectively
- Stable inventory at 2.5% of revenues, largely related to the ramp-up in response to COVID-19

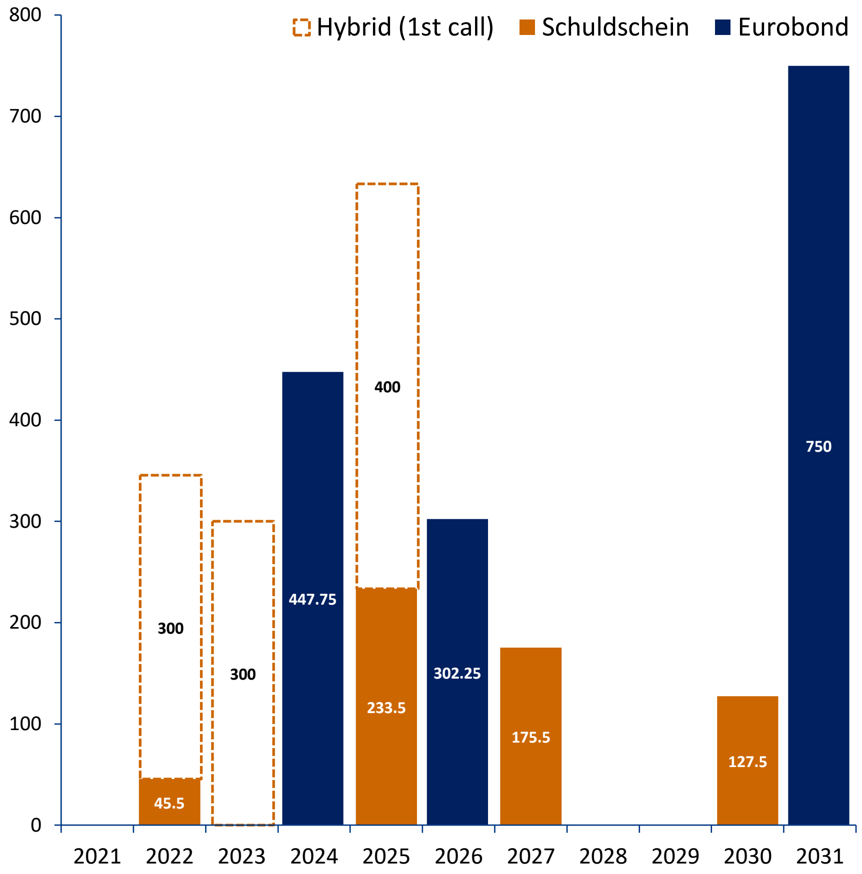
1 DSOs: Days of Sales Outstanding: Trade account receivables excluding VAT, accrued sales, WIP, less Advanced payments and Deferred revenues by external sales of last three months multiplied by 90 days
2 DPOs: Days of Payables Outstanding: Trade account payables excluding VAT less prepaid expenses and deferred charges by purchases and Capex of last three months multiplied by 90 days

Very solid liquidity position and significant reduction in leverage

Leverage[1]



Debt maturity profile (EUR m)



Key Highlights

- Reduction of close to EUR 500m in corporate senior gross debt following successful refinancing exercises
- Capital management, driving 10% reduction in net debt, from EUR 2,242m at December 2020 to EUR 2,015m at the end of June 2021
- Leverage ratio significantly decreased to 1.0x at the end of June 2021, from 1.6x at the end of December 2020 and 2.5x at the end of June 2020
- Refinancing exercises carried out in H1 2021 enabled the Group to secure a €750m Eurobond issued in May 2021 with a 10-year maturity at an annual interest of 0.875% and will bring the average cost of financing to below 1.8% from H2 2021 onwards
- Investment grade credit rating of BBB- with stable outlook assigned by Fitch Ratings in May 2021 in addition to Moody's similar long-term issuer rating of Baa3 with stable outlook assigned in July 2020
- Overall, at June-end 2021, Eurofins enjoys a strong liquidity position and a longer debt maturity profile

1 Leverage: net debt / PF12M adjusted EBITDA (corrected for the estimated impact of the cyber-attack in 2019)

III. Operational review

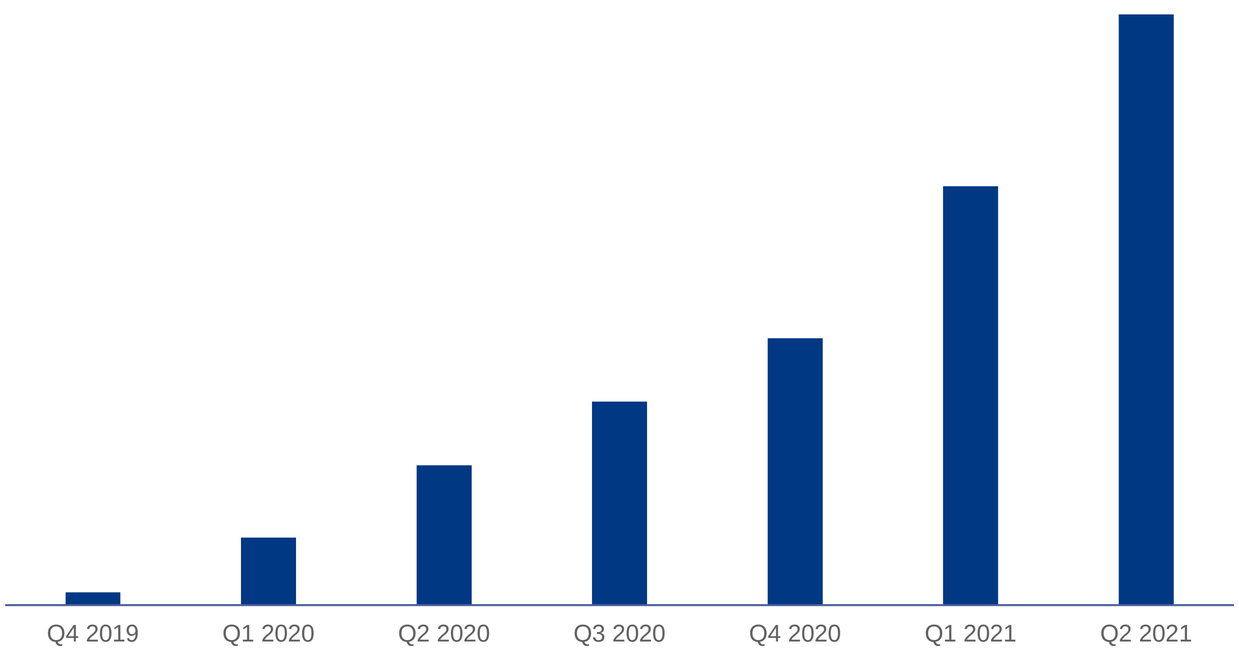
Our Core Business confirmed to be highly resilient

- Core Business continued to perform very well with strong growth across business lines and geographies despite some continued impact of COVID related lockdowns and restrictions
- Strong growth comes in part from faster recovery than expected at the time of FY 2020 results publication, with:
  - Estimated EUR 250m revenues lost in FY 2020 largely recovered, earlier than forecast
  - Organic growth well over our 5% per annum objective since 2019
- Significant contract wins
- Continued focus and strong progress on the Group's infrastructure and operational excellence programmes:
  - Well on track to deliver its 2021 and 2022 upgrade plans for 83,500 m^2 laboratory and office surfaces
  - 13,000 m^2 of state-of-the-art laboratory, office and storage space added in H1 2021
  - Continued investment and progress in digitalising all processes

1 Contribution to Eurofins' consolidated revenues/ adjusted EBITDA from their acquisition date to 30 June 2021

Transplant Genomics has grown its offering very strongly despite COVID-19

Quarterly revenues since acquisition, excluding COVID-19 related activities



Key Highlights

- Range of non-invasive molecular diagnostics tests has grown strongly since acquisition of TGI, particularly related to TruGraf®, its priopretary blood gene expression test capable of reliably ruling out “silent” subclinical rejection in kidney and liver transplant patients with stable functions and TRAC®, TGI new proprietary dd-cfDNA test to confirm acute rejection:
  - Growth despite reduction in transplant volumes due to prioritisation of COVID related activities by hospitals
- TruGraf® first to received nationwide coverage from Humana in the U.S. in July 2021:
  - Steady quarter-on-quarter increases of sample volumes (+41% in Q2 2021 vs Q1 2021)
  - Further growth anticipated following strong sales efforts and approvals
- Significant further potential in niche clinical diagnostics markets

Eurofins at the forefront of innovation with new COVID-19 related developments

- Two important milestones reached:
  - 25m+ COVID-19 PCR tests completed since the start of the pandemic
  - 125,000+ SARS-CoV-2 samples from 23 countries sequenced since its press release on 28th December 2020 announcing the launch of a new ARTIC Next Generation Sequencing (NGS) service
- Clinical Enterprise awarded U.S. Government agreement[1] to provide national COVID-19 testing opportunities to 24m+ people in K-8 schools, underserved populations and congregate settings such as homeless shelters
- Eurofins Viracor launched new tests, including COVID-19 SARS-CoV-2 inSIGHT™ T Cell Immunity Testing to support healthcare providers with the supply of critical insights to aid in treatment decisions
- Eurofins Genomics launched SynPure Linear Polyacrylamide for COVID testing and other research and development applications
- Eurofins Technologies continued to develop diagnostic solutions for COVID-19, particularly in response to emerging mutations:
  - GSD NovaType III SARS-CoV-2 RT-PCR assay for the rapid, one-step detection of SARS-CoV-2 Variants of Concern
  - Upgrade of COVID wastewater testing capabilities with variant detection capabilities
- EmpowerDX direct-to-consumer, FDA-authorised COVID-19 Home Collection PCR kit were launched on Amazon U.S. and in all Rite Aid stores across 17 states in the U.S.
- EmpowerDX first to receive FDA-emergency use authorization for its at-home nasal PCR test for children three years and older

1 Agreement available at https://www.defense.gov/Newsroom/Releases/Release/Article/2633565/memorandum-of-understanding-for-acquisition-support-signed-between-the-departme/

SAFER@WORK™ update

- Through its SAFER@WORK™ programmes, Eurofins continues to help businesses maintain or re-start operations and to enable safe and secure travel and leisure
- Over 3,250 SAFER@WORK™ contracts signed or in final stages across 36 countries (as of June 2021)
- Eurofins developed a broad network of testing centres to facilitate summer travelling, including:
  - Around 1,000 testing centres across Europe covering major travelling hubs and providing testing accessibility in a broad variety of locations
  - Mobile testing centres in France, Belgium and Germany to process PCR tests
  - Network supported by intuitive web-portal[1] where travelers can book appointments and access their testing information
- Further partnerships signed, including with:
  - Several cruise lines
  - Hotel Groups, to provide their guests with access to convenient and affordable PCR testing
  - Airports and private jet operators, to offer exceptional level of safety to passengers
- As previously outlined, revenues from these contracts are dependent on employees coming back to work and travel and leisure activities recommencing and are expected to be delivered in H2 2021

1 Available at https://www.eurofins.com/covid19-travel-regulations-testing-stations/

Sustainability remains at the heart of Eurofins' activities

In H1 2021 the Group continued to embed best practices and make further progress on all three dimensions of ESG:

- Established Sustainability and Corporate Governance Committee at Board level to demonstrate focus and commitment on these important topics
- Official roll-out of Eurofins' Carbon Footprint Reduction programme at regional level, with management responsibilities extended to local CO_2 Champions and Business Leaders
  - Further progress made on Group-wide Carbon measurements, with aim to establish CO_2 inventory[1] by end of 2022
- Formal adoption of ESG targets focused on gender diversity, safety, environment and compliance for all Business Units and more Senior leaders
- Significant ESG-related engagement efforts made at Group level, including increased interaction with leading rating agencies as part of our Group-wide Sustainability Programme:
  - Eurofins' ESG rating by Sustainalytics improved from 'Medium Risk' to 'Low Risk' in June 2021

Corporate Governance:

- Formal appointment of two highly experienced independent directors who officially joined the Board on 22 April 2021, bringing the total number of members to eight, of which four are women
- Appointment of Lead Independent Director (Pascal Rakovsky) on 22 April 2021

1 Covering Scope 1, 2 and 3

V. Outlook

Outlook: 2021 objectives upgraded. 2022 and 2023 objectives excluding Covid unchanged for now

We upgrade 2021 objectives by 13% for revenues and by 36% for EBITDA (all at average H1 2021 exchange rates). FY 2022 and FY 2023 remain unchanged at this time as the duration and magnitude of the COVID-19 related contribution remain impossible to quantify due to uncertainty on new variants and public policy responses. However it is likely that significant levels of testing for COVID-19 may unfortunately continue at a meaningful level at least in 2022.

FY 2021 upgraded objectives	EUR m
Revenues	6,150
Adjusted EBITDA	1,700

FY 2021 previous objectives[1]	EUR m
Revenues	5,450
Adjusted EBITDA	1,250
FCF-Firm	700
Net Capex	350
SDI (at EBITDA le vel)	30
M&A	150

FY 2022[2] (Core Business excl. Covid and M&A beyond 31/12/2020)

Revenues	5,450
Adjusted EBITDA	1,300
FCF-Firm	750

FY 2023[2] (Core Business excl. Covid and M&A beyond 31/12/2020)

Revenues	5,725
Adjusted EBITDA	1,375
FCF-Firm	800

For 2022 & 2023, in addition to these organic objectives, potential proforma revenues from acquisitions of EUR 150m in 2021 and EUR 200m in both 2022 and 2023 (consolidated at mid-year), which would bring Group revenue objectives to:

- EUR 5,700m in 2022
- EUR 6,175m in 2023

1 Set on March 1, 2021
2 2022 & 2023 objectives set at average 2020 exchange rates and excluding any revenues from COVID-19 testing and reagents and any M&A beyond 31/12/2020 (i.e. organic Core Business ex. COVID-19 objectives), assuming full return to normal of economies / markets to pre-pandemic levels

Conclusions

- Record six months thanks to strong growth of Core Business and sustained revenues from COVID-19 testing & reagents
- Strong operational performance in H1 2021
  - Core Business organic growth sets records in Q2 2021 at +25% year-on-year, +17% in H1 2021 and +13% vs pre-pandemic H1 2019
  - Continued significant contribution from COVID-19 related activities
- Continued significant investments in the Group's laboratory network and IT systems, to be the most digital and innovative member of its industry
- Further innovation and product launches to support the fight against COVID-19
- Strong cashflows with a further reduction in indebtedness (leverage down to 1.0x) and increased liquidity
- Eurofins intends to continue growing its market share, improve laboratory utilisation and aim for gradual improvement of profitability of its Core Business
- Well positioned to participate significantly in new markets opened by recent genomic, proteomic, and life science scientific breakthroughs

Q&A

Appendix

Segment performance

Segment	Revenues H1 2021 EUR m	Δ in Revenues vs H1 2020	Reported EBITDA H1 2021 EUR m	Δ in Rep. EBITDA vs H1 2020	Reported EBITDA margin H1 2021	Δ in Rep. EBITDA margin
Europe	2,005	+57%	652	+167%	32.5%	+1,340bps
North America	1,008	+17%	304	+34%	30.1%	+370bps
Rest of the World	259	+38%	77	+117%	29.6%	+1,080bps

Key Highlights

- Rapid growth in Europe with revenues up 57% to EUR 2,005m vs H1 2020, partly due to higher COVID related revenues generated, and Reported EBITDA margin significantly up to 32.5%:
  - Strong performance of Food Testing
  - Continued market share gains recorded by the Environment Testing business
- Strong results in North America, with revenues up 17% to EUR 1,008m vs H1 2020 and a 370bps improvement in EBITDA margin to 30.1%:
  - Consistently strong growth in BioPharma
  - Clinical Diagnostics continued to innovate new testing methods to expand its services for transplant patients
  - Food Testing businesses continued to develop and launch new testing methods
- Rest of the World segment delivered 117% growth in reported EBITDA and generated an EBITDA margin of 29.6% in H1 2021 (+1,080bps year-on-year):
  - Significant rise in demand for CDMO services from India
  - Food and Feed Testing laboratory footprint was strengthened in Southeast Asia with new start-up laboratories

Definitions / Alternative Performance Measures (APMs)

Eurofins is providing in the consolidated financial statements certain alternative performance measures (non-IFRS information).

<u>APMs used in the Consolidated Income Statement</u>

Adjusted results – reflect the ongoing performance of the mature and recurring activities excluding “separately disclosed items”.

Separately disclosed items - include one-off costs from integration, reorganisation, discontinued operations and other non-recurring income and costs, temporary losses and other costs related to network expansion, start-ups and new acquisitions undergoing significant restructuring, share-based payment charges, impairment of goodwill, amortisation of acquired intangible assets, negative goodwill, gains/losses on disposal of businesses and transaction costs related to acquisitions as well as income from reversal of such costs and from unused amounts due for business acquisitions, net finance costs related to borrowing and investing excess cash and one-off financial effects (net of finance income) and the related tax effects

EBITDA – Earnings before interest, taxes, depreciation and amortisation, share-based payment charge, impairment of goodwill, amortisation of acquired intangible assets, negative goodwill, loss/gain on disposal and transaction costs related to acquisitions as well as income from reversal of such costs and from unused amounts due for business acquisitions.

EBITAS – EBITDA less depreciation and amortisation.

Share-based payment charge and acquisition-related expenses, net – Share-based payment charge, impairment of goodwill, amortisation of acquired intangible assets, negative goodwill, loss/gain on disposal and transaction costs related to acquisitions as well as income from reversal of such costs and from unused amounts due for business acquisitions.

EBIT – EBITAS less Share-based payment charge and acquisition-related expenses.

<u>APMs used in the Interim Condensed Consolidated Cash flow Statement</u>

Net capex – Acquisition of intangible assets, property, plant and equipment, less proceeds from the disposal of such assets

Free Cash Flow to the Firm – Net cash provided by operating activities, less Net capex.

<u>APMs used in the Notes</u>

Net debt – Borrowings, less cash and cash equivalents.

Net working capital – Inventories, trade receivables and contract assets, prepaid expenses and other current assets less trade accounts payable, contract liabilities and other current liabilities excluding accrued interest receivable and payable.