

### Solid World GROUP

13<sup>th</sup> September 2023 London Roadshow

# **Agenda**

- 1 Group Overview
- 2 Financial Highlights
- 3 · Strategy Updates
- 4 · SolidWorld Shares
- 5 · Annex

# 1 • Group Overview

### **Today's Speakers**



Roberto Rizzo
Founder and CEO

- Founder and Chairman of Solid World S.r.l. (Treviso) from 2003
- Founder of Cad-Cam Studio (Treviso), 1986 – 2003
- Between 1984 and 1985 he developed a CAD software for the European Space Agency (ESA) at the Italspazio Consortium



Elisabetta Cammarata
CFO and IR Manager

- CFO of SolidWorld Spa (Bentivoglio) from 2008
- From 1997 to 2007 Administrative Officer of Microsystem S.r.l.
- Back- office employee at Microsystem S.r.l., 1994 – 1997

# SolidWorld Group's 3 Pillars

# CAD-CAM & ADDITIVE MANUFACTURING VAR







### **PROPRIETARY IP**

### Software

Integr@

Connecting CAD-CAM with enterprise and manufacturing systems

### **Turnkey Platform**

### **Solid** Factory

Your passport to operational excellence

Our own platform for delivering turnkey manufacturing projects



**Industry 4.0/5.0** 

### **Biomedical**

# Biomedical - Major 3D Bioprinting Innovation

Tissues printed by current 3D bioprinting offerings are limited in their applications by lack of structure

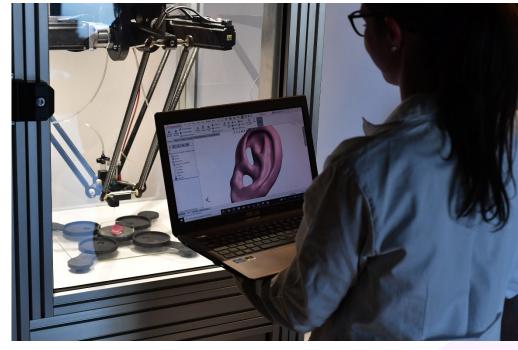
SolidWorld's highly innovative Electrospider machine solves that problem



### **Electrospider**

- Combines electrospinning and extrusion techniques to deliver superior organoids and tissue samples
- Collaboration with Pisa University, leading Italian science athenaeum
- Worldwide patents secured in 2022
- Already in production at Barberino plant

Multiple indications of interest from hospitals and medical research institutions. One €650,000 order already secured for September delivery.



## **Biomedical – 3D Bioprinting Market Sizing**

Market researchers forecast growth to \$ 5.8bn

By 2030(\*Average of 7 market reports)

The size and scope of the markets where 3D Bioprinting likely to take share or play an active part lends credence to forecasts

\$1.8 bn\* 2022

\$5.8bn\*

**Clinical Trials** 

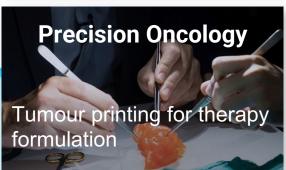
~\$50bn\*

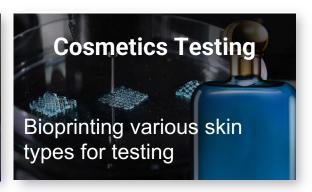
Electrospider delivers a significant improvement in the quality of organoids for drug testing - likely to drive adoption in this vast market

\*Average of 7 mkt research firms

Animal Testing

Ethical concerns a driver for adoption









THE FUTURE – Our unique technology represents a major step toward the production of viable human organs for transplants

# Industry 4.0/5.0 - CADCAM & Additive VAR

SolidWorld Group is the leading Italian 3D digital system integrator for manufacturers, supporting and accelerating their journey to Industry 5.0.





3D Advanced
Design System



**3D Printing** 



3D Manufacturing



3D Printing
Services



**3D Academy** 

> 20

Years of Experiences in 3D Digital World

14

Locations throughout Italy



**172** 

Group's Employees as 31 December 2022

8,000

Clients served in Italy





# Industry 4.0/5.0 - SolidWorld Proprietary IP

# Integr@

### **Solid** Factory

Your passport to operational excellence

### **Integra Suite**

Developed entirely by SolidWorld Group

Enables seamless integration of:

- CAD (design software)
- PDM (product data mgmt)
- ERP (enterprise system)

By optimizing project data handling, Integr@ reduces time wasting and improves outcomes

### **SolidFactory Platform**

Launched in 2022

Leveraging group capabilities and offerings to deliver turnkey projects

3 broad service groupings:

- Mechanical
- Automation
- Digital



# Industry 4.0/5.0 - Clients and collaborations

Extensive customer base with more than 8.000 clients and consolidated relationships with the top Italian Universities.

Client diversification is extremely high (low concentration with top 10 clients reaching less than 10% of revenues).

### Client brembo *E LEONARDO* NATUZZI ARISTON **Valcucine** Safilo ZUCCHETTI. Artemide BVLGARI

# UNIVERSITÀ DEGLI STUDI DI MILANO UNIVERSITÀ DI PISA UNIVERSITÀ DI TRENTO FIRENZE

**Collaboration with Top Universities** 













UNIVERSITÀ

# Industry 4.0/5.0 – Acting as a Consolidator

### 20 Years of value creation through bolt-on acquisitions and synergies

### 2006 2012 2020 2015 2017 Partnership with Ready Acquisition of a Acquisition of 60% of SolidCAM. Acquisition of the During the Covid-19 pandemic, a in order to strengthen the Solutions; opening of majority stake in majority strong contribution to the creation Design Systems S.r.l., "Software" Chain and the of intensive care masks and head-quarters in the of CAD Managers province of Florence, and Platinum Partner majority of Tecnologia & Design, through devices equipped with a filter for offices in Verona and an additive manufacturing the subsidiary doctors, produced in the of Dassault Bentivoglio and Ponzano plants. Trento. Systèmes. services company. Energy Group. 2003 Foundation of Solid World 2021 2008 2014 2016 2018 Creation of SolidInnova-Merger with the Acquisition of 100% of Acquisition of 60% of Entry into the

Adage Solid Solutions of which Marco Calini was a member

Energy Group, which in turn owns 30% of Solid Energy S.r.l. and 50% of Solid **Energy Real** Estate S.r.I. (real estate company).

capital of Solid Engineering, competitor of Solid World Srl in Southern Italy.

Technimold by the Stratasys Group, through the subsidiary Energy Group. Opening new sites in Benevento and Turin and in the provinces of Latina and Modena

tion, SolidFactory and Entry of the Red Fish Kapital Fund.

2022

Listing on Euronext Growth Milan

Launch of software platform Solidfactory

Completion of the incorporation of the subsidiary SolidEngineering

Completion of the incorporation of Technimold and Cad Manager into Energy group

# 2. Financial Highlights

### FY 2022 Results: Revenues growth and improved Margins

57.7 MIn€
Revenues

YoY +4.8%

4.1 MIn€
EBITDA (Adj)
YoY+0.2%

6.7%\*
Adj. EBITDA %

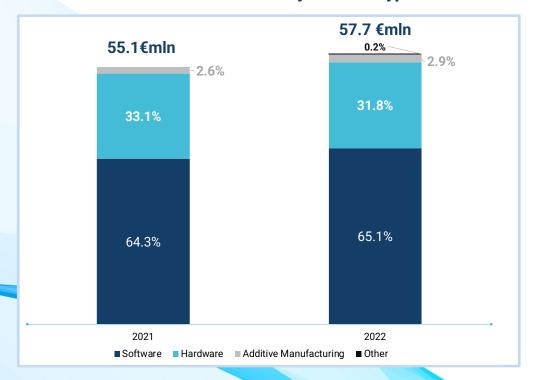
\* Calculated on €60.8m VOP

12.3 MIn€

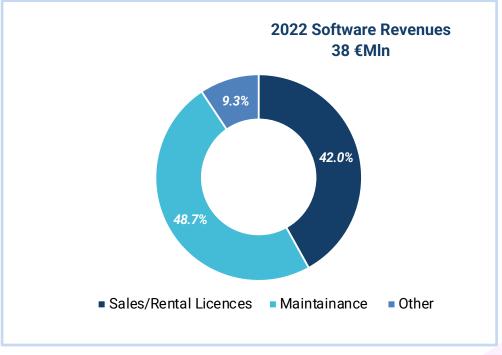
Net Financial

Position (Debt)

### **Revenue Breakdown by Product Type**



### **Revenue Breakdown of Software Business Line**



# 3. Strategy updates

### **Strategic Actions in Industry 4.0/5.0**



Technological transition from

On Premise to In Cloud



Enhancement of sales of own products: **Integr**@ **Software** 



### **CONSOLIDATION OF THE COMPETITIVE POSITION**

- Use of on-demand modules and machine virtualization
- Increase of sale of proprietary software (Integr@) that simplifies communication between technical department and production and speed up change management

### **Strategic Actions in Industry 4.0/5.0**



3.
Creation of
Smart Factories



# LAUNCH OF THE SOFTWARE PLATFORM "SOLIDFACTORY"

 SolidFactory provide tailor-made consulting to support companies in defining and rolling out strategies to automate production processes, data management and the development of Industry 5.0 models.



Investment in **highly qualified employees** dedicated to customer training



 Continuously investing in highly qualified employees ensuring the technical know-how and skills required to install and integrate the various technologies and connect all the environments of a factory

### **Strategic Actions in Biomedical sector**



### **ACTIONS:**

- Focus on reinforcing SolidWorld positioning in the sector
- Convert significant Italian and international interest in Electrospider into orders
- Aim to become a significant player in the bioprinter market, estimated to be worth \$4.4 bn by 2028

### **ACHIEVEMENTS:**

- Acquisition of the international patent for Electrospider
- Started production of Electrospiders at Barberino plant, with an initial capacity of 12 printers worth €500,000 each
- Secured first firm order from a major research institution, worth >€600k

\*Source: Grand research

# Rationalization of the Group to Exploit Synergies

1.
Process of simplifi

Process of simplification of the Group Structure



- **Leverage** operating, commercial, administrative and corporate synergies
- Restructuring and optimising the decision-making levels and personnel and overhead cost management

COMPLETION OF THE INCORPORATION OF THE SUBSIDIARY SOLIDENGINEERING

COMPLETION OF THE INCORPORATION OF TECHNIMOLD AND CAD MANAGER INTO ENERGY GROUP

**14 GROUP COMPANIES NOW 11** 





# 4. SolidWorld Shares

### **SolidWorld Group Shares**



Listed on:
EURONEXT
GROWTH MILAN
JUL 22

**13,766,467**Shares outstanding

**7,589,726**Warrants outstanding

**17,561,330** Fully diluted shares

€48.5m\*
Market cap

€61.8m\*
FD mkt cap

2 warrants = 1 share

Period of Exercise: July 2023 @ €2.20 ps (4,218,934 warrants converted)

September 2023 @ 2.42ps (Additional period)

July 2024 @ €2.42 ps

July 2025 @ €2.662 ps

S3D EURONEXT GROWTH



\*as at 28/08/23 €3.52

# 4. Annex

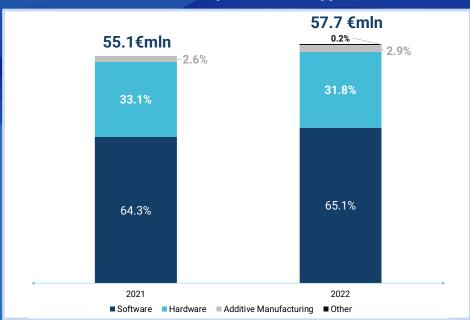
### **Consolidated Profit and Loss**

		31.12.2021	31.12.2021	31.12.2022	31.12.2021	31.12.2021	31.12.2022
3 4	Data in Euro	Pro-Forma	Actual	Actual	% on VoP	% on VoP	% on VoP
	Net Revenues	55.084.248	55.084.248	57.748.271	94,6%	94,6%	95,0%
	SF and F products inventories	212.603	212.603	(16.403)	0,4%	0,4%	0,0%
	Increase in assets	1.597.357	1.597.357	1.755.881	2,7%	2,7%	2,9%
	Other revenues	1.310.437	1.310.437	1.275.653	2,3%	2,3%	2,1%
	Value of Production	58.204.646	58.204.646	60.763.402	100,0%	100,0%	100,0%
	Purchases at net raw materials inventories variation	(24.261.912)	(24.261.912)	(25.254.805)	-41,7%	-41,7%	-41,6%
	Services	(18.057.502)	(18.057.502)	(18.863.145)	-31,0%	-31,0%	-31,0%
	Use of assets owned by others	(1.405.017)	(1.405.017)	(1.454.061)	-2,4%	-2,4%	-2,4%
	Employees Cost	(9.566.960)	(9.566.960)	(10.196.661)	-16,4%	-16,4%	-16,8%
	Other operating costs	(1.091.515)	(1.091.515)	(975.066)	-1,9%	-1,9%	-1,6%
	EBITDA	3.821.740	3.821.740	4.019.663	6,6%	6,6%	6,6%
	Extraordinary item (income)	(179.804)	(179.804)	(256.839)	-0,3%	-0,3%	-0,4%
	Ectraordinary item (costs)	445.422	445.422	333.907	0,8%	0,8%	0,5%
	EBITDA Adjusted	4.087.358	4.087.358	4.096.731	7,0%	7,0%	6,7%
	D&A	(1.914.798)	(1.886.798)	(2.142.686)	-3,3%	-3,2%	-3,5%
	Provisions	(755.704)	(755.704)	(475.585)	-1,3%	-1,3%	-0,8%
	EBIT	1.151.238	1.179.238	1.401.392	2,0%	2,0%	2,3%
	Financial results	(499.975)	(553.605)	(824.701)	-0,9%	-1,0%	-1,4%
	ЕВТ	651.263	625.633	576.691	1,1%	1,1%	0,9%
	Income Taxes	(784.739)	(784.739)	(462.077)	-1,3%	-1,3%	-0,8%
	Profit (Loss) for the fiscal year	(133.476)	(159.106)	114.614	-0,2%	-0,3%	0,2%
	Group's Profit (Loss) for the fiscal year	(245.173)	(342.166)	104.396	-0,4%	-0,6%	0,2%
	Third Parties' Profit (Loss) for the fiscal year	111.697	183.060	10.218	0,2%	0,3%	0,0%

- Revenues increased in FY 2022 (YoY +4.8%) to EUR 57.7 million, despite the slowdown in the supply chain caused by the well-known macroeconomic events that characterised the financial year 2022 prevented the delivery of additional orders already in the portfolio in the amount of more than EUR 2.5 million.
- Increase in **fixed assets** for internal work for EUR 1.8 Mln in 2022 includes capitalisation of personnel costs. The amount is mainly attributable to the activities carried out by Solid World Group S.p.A.. Tecnologia & Design Scarl, Energy Group S.r.l. and Bio3DModel S.r.l.
- Adjustments totalling EUR 0.1 million in 2022 are attributable to items of an extraordinary and non-recurring nature (including capital gains and losses).
- **EBITDA Margin** of 6.7%, slightly decreasing compared to the previous year by about 0.3 percentage points, due to the lower incidence of items of an extraordinary nature compared to the previous year. It should also be noted that in FY2022, the Group incurred higher non-capitalised costs compared to the previous year in order to support the biomedical project, with a consequent impact on EBITDA.
- **Profit** for the year amounted to approx. EUR 0.1 million, up sharply from the previous year,

## Total Revenue Breakdown

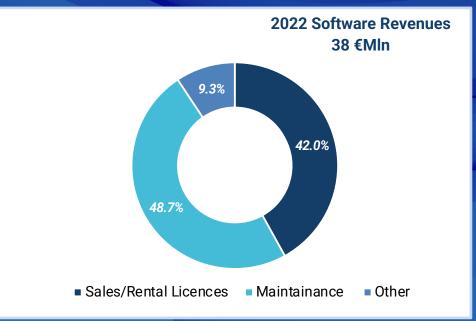
### **Breakdown by Revenues Type**



# As of 31 December 2022, the Group reported consolidated sales revenue of EUR 57.7 million, of which approximately 65% was attributable to the Software Sales business line, an activity pursued by the companies SolidWorld Group, Solidcam, SolidEngineering, Design System, Solid Innovation and Solid Factory. This figure increased slightly compared to 31 December 2021, in which the Software Sales business line accounted for approximately 64%.

- Hardware Business Line, which includes Energy Group into which the companies Cad Manager and Technimold were merged - and BIO3DMODEL accounted for approx. 32% as at 31.12.2022.
- During the period under consideration, the Additive Manufacturing Services Business Line, represented by the company Tecnologia & Design, accounted for approx. 3%.
- The "Other" Business Line includes the companies Solid Energy Real Estate and Costa Alta, which are mainly related to the Group's real estate business and are represented entirely by intercompany revenues.

### **Breakdown by Revenues of Business Software Line**

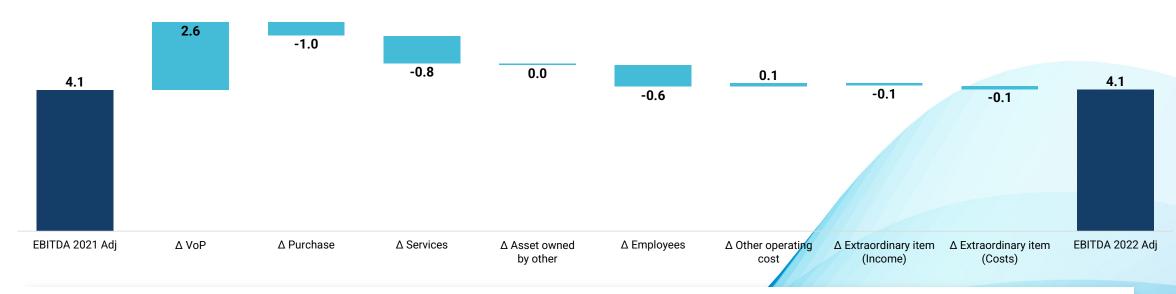


- As at 31.12.2022, the Group recorded revenue from the Software business line of approx.
   EUR 38 million.
- Revenues from Software Sales can be broken down as follows
  - Sales/rental of software licences, amounting to approx. EUR 16 million in 2022 (42% of revenues from the Software Business Line)
  - II. Revenues from Maintenance, including Initial Subscription and Renewal Subscription, amounting to approx. EUR 19 million in 2022 (approx. 49% of Revenues from Software Business Line)
  - III. Other Revenues, including revenues from workstations, training and other services, amounting to approx. **EUR 3 Mln in 2022** (approx. 9% of Revenues from Software Line of Business)



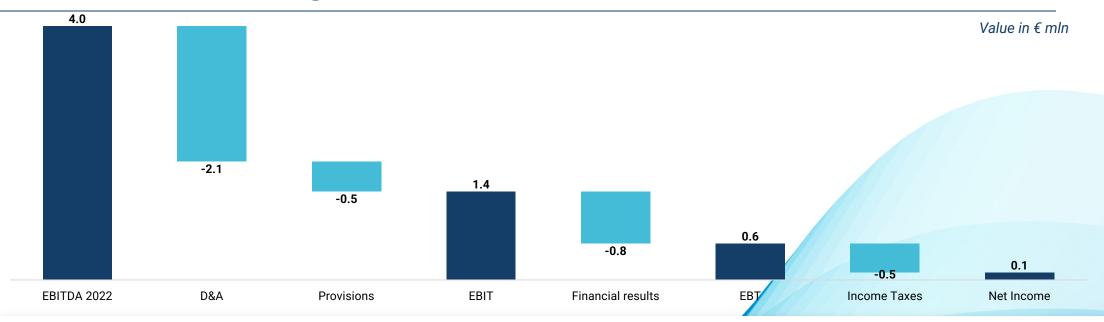
# **EBITDA Adjusted Bridge**

Value in € mln



- Adjusted EBITDA 2022 grew slightly in the period and amounted to EUR 4.1m, despite the continuation of the Covid 19 pandemic in the first months of the financial year and the slowdown in the supply chain caused by the well-known macroeconomic events in the financial year 2022.
- Δ Value of Production of approx. EUR 2.6 mln, driven by the increase in revenues mainly attributable to the Software business line, amounting to approx. EUR 38 mln compared to approx. EUR 36 mln in 2021.
- Δ Costs of raw materials, ancillary materials and goods for resale: These include mainly purchase costs related to Software, Hardware and Consumables. amounting to approx. EUR 1.0 mln, partly as a direct consequence of the increase in sales revenues and partly to support the biomedical project.
- Δ Service Costs: Equal to approx. EUR 0.8 Mln and mainly driven by i) increase in purchase costs Subscription Initial and Subscription Renewal, as a direct consequence of the increase in Revenues and ii) increase in prices incurred for utilities.
- Δ Personnel: Equal to EUR 0.6 million due to i) the hiring of 10 new resources during the year, totalling 172 compared to 162 in the previous year and ii) the increase in R&D costs incurred

# **Net Profit Bridge**



- Depreciation, Amortisation and Write-downs amounting to EUR 2.1 million in 2022, of which EUR 1.8 million relating to Intangible Assets and approx. EUR 0.3 million relating to Tangible Assets
- Accruals of approx. EUR 0.5 million, mainly due to provisions for Help Desk service charges
- Financial Result amounting to ca. EUR 0.8 million and mainly driven by interest under the Amortisation Plans previously stipulated by the Group and the transaction with Riello Investimenti Partners SGR
- Taxes for the year of about EUR 0.5 million, down in percentage terms from the previous year due to the benefits produced by the application of the 110% super deduction regulations (the so-called new 'Patent box') of costs pertaining to innovation activities on SIAE copyrighted software. In fact, in the year 2022 as a result of the innovative activities carried out also in previous years Solid World Group obtained the registration in the Registry at the SIAE of no. 7 software programmes as owner of the relative exclusive rights of economic use, which are added to the one already existing relative to the SIAE copyright. in addition to the existing one for the Integr@ software.

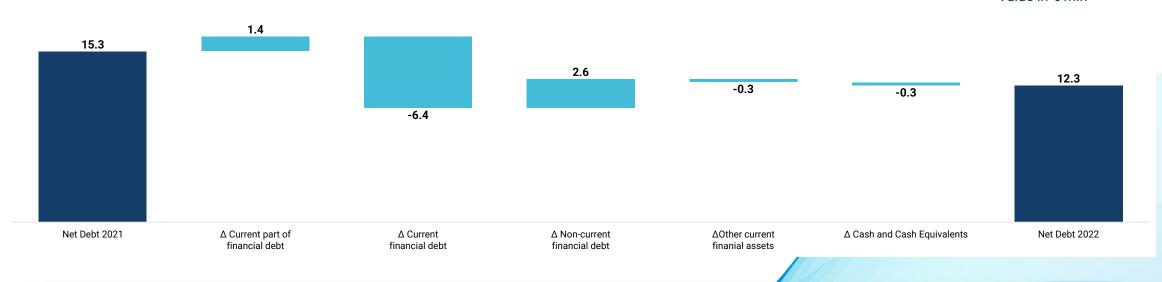
### **Consolidated Balance Sheet**

		31.12.2021	31.12.2021	31.12.2022
	Data in Euro	Pro-Forma	Actual	Actual
2	Intangible Fixed Assets	8.830.036	8.718.036	11.414.086
	Tangible Fixed Assets	9.065.016	1.965.016	9.352.531
	Financial Fixed Assets	854.794	7.788.770	1.175.076
	Total Fixed Assets	18.749.846	18.471.821	21.941.693
	Inventories	2.725.093	2.725.093	2.619.249
	Account receivables	18.253.961	18.253.961	18.718.061
	(Payables to suppliers)	(12.419.827)	(12.419.827)	(12.519.021)
	Commercial Working Capital (CWC)	8.559.228	8.559.228	8.818.289
(3)	Other current assets	3.041.541	3.041.541	3.526.083
	Other current liabilities	(7.383.147)	(7.383.147)	(8.133.889)
4	Tax Receivables and Payables	(923.471)	(923.471)	(1.114.562)
	Accruals and Prepayments	(796.750)	(796.750)	(161.298)
	Net Working Capital	2.497.401	2.497.401	2.934.624
	Severance indemnities (TFR) fund	(1.183.634)	(1.183.634)	(1.354.449)
	Other funds	(2.478.061)	(2.478.061)	(2.620.936)
	Net Invested Capital (NIC)	17.585.552	17.307.527	20.900.932
	Current part of non-current financial debt	1.405.032	1.405.032	2.759.079
	Current financial debt	10.442.364	11.892.238	5.461.163
	Non-current financial debt	5.303.238	5.303.238	7.910.503
	Total bank and financial debt	17.150.634	18.600.508	16.130.745
	Other current financial assets	(302.065)	(302.065)	(589.504)
(	Cash and Cash equivalents	(2.988.625)	(2.988.625)	(3.290.041)
(5)	Net Financial Debt	13.859.944	15.309.818	12.251.201
1	Capital	833.600	700.000	1.165.700
	Reserves	2.646.075	372.580	7.174.795
	of which convertible Bond Loan	1.449.874	-	-
	Profit (Loss) for the fiscal year	(245.173)	(342.166)	104.396
	Shareholders' Equity	3.234.502	730.414	8.444.891
	Third Parties Shareholders' Equity	379.410	1.084.236	194.622
1 / - /	Third Parties' Profit (Loss) for the fiscal year	111.697	183.060	10.218
11	NFP and Shareholders' Equity	17.585.552	17.307.527	20.900.932

- Intangible fixed assets, amounting to EUR 11.4 million in 2022, increased compared to the previous year, mainly due to the capitalisation of IPO costs, amounting to approximately EUR 1.3 million, charged by the parent company Solid World Group, and Goodwill, amounting to approximately EUR 0.6 million, included in the company Energy Group as a result of the merger by incorporation of the companies Cad Manager S.r.l. and Technimold S.r.l.
- Financial Fixed Assets, equal to EUR 1.2 million in 2022, decreasing with respect to the previous period as a result of the Spin-Off with consequent recognition under Tangible Fixed Assets only of the building that will represent the Group's Headquarters
- 3 Other Current Assets amounting to EUR 3.5 million in 2022 and mainly represented by anticipated costs for Software Support Contracts (approx. €3.3 million), i.e., fees purchased at year-end but not relating to the current year.
- Other Current Liabilities amounting to EUR 8.1 million in 2022 and mainly represented by prepaid revenues for Software Support Contracts (approx. EUR 4.7 million), i.e., the fees invoiced at year-end but not relating to the current year.
- Net Financial Debt of ca. EUR 12.3 million in 2022, down from the previous year, mainly due to the reduction of current financial debt, amounting to ca. EUR 5.5 million in 2022, against ca. EUR 11.9 million in the previous year

## **Net Debt Analysis**

Value in € mln



- Net Debt in 2022 sharp decrease and equal to approx. EUR 12.3Mln.
- Δ Current portion of non-current financial debt equal to EUR 1.4 MIn and mainly represented by the increase of the portion within 12 months of existing bank loans and by the portion within 12 months of IRES and IRAP instalments.
- 3 Δ Current financial debt equal to approx. Euro 6.4 million and mainly attributable to the settlement of tax payables.
- Δ Non-current financial debt equal to EUR 2.6 million and mainly represented by new financial debts contracted by the Group.
- Δ Cash and cash equivalents amounting to EUR 0.3 million. This amount is influenced by the investments made during the year to support the biomedical project.

# **Consolidated Cash Flow**

Data in Euro millions	31.12.2022
EBIT	1.40
Taxes	0.46
NOPAT	0.94
D&A	2.62
$\Delta$ in Receivables	(0.46)
$\Delta$ in Inventories	0.11
Δ in Payables	0.10
Other changes	(0.18)
Δ in NWC	(0.44)
$\Delta$ in Provisions	0.31
OPERATING CASH FLOW	3.43
Investments	(5.80)
FREE CASH FLOW (FCF)	(2.38)
Financial Management	(0.82)
$\Delta$ in Payables to banks	(1.02)
Δ in Equity	4.81
FREE CASH FLOW TO EQUITY (FCFE)	0.59



### Outlook

The first quarter of 2023 confirmed the **evolution of the market towards Factory 4.0** and the need for companies with a reshoring perspective.

In this sense, the **Group's wide range of services and products**, also implemented thanks to the recent reverse merger of SolidFactory S.r.l. into ABM Work S.r.l., will make it possible to satisfy the growing demand as a result of the anticipated market developments.

The **strong growth of the biomedical sector**, aligned with trends such as the silver economy and healthcare spending, will allow the Group to implement its presence in this market.

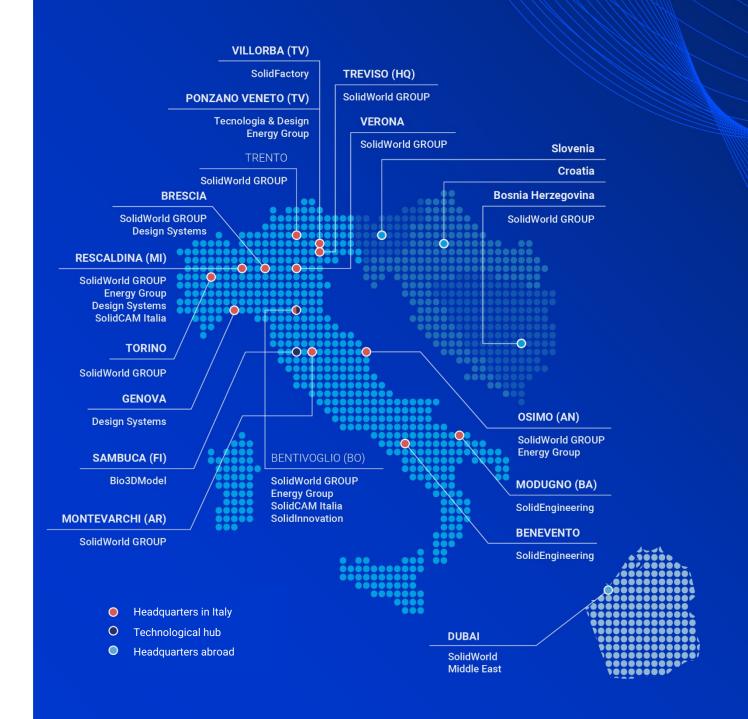
Furthermore, during the year, the **integration of the merger operations** recently implemented by the Group and the consequent exploitation of the resulting commercial and economic-financial synergies.

### Solid World GROUP

# A large presence in:

Italy, Slovenia, Croatia, Bosnia Herzegovina, Dubai

Present in Italy through:
14 Operating Offices
and 3 Technological Centers



### **Distinctive competitive factors**



### **Technological** Leadership

Leading developer and integrator of 3D software and hardware. Proprietary software Integr@



### **Consolidated and valuable Strong Customer Base** partnerships

Authorized reseller of Dassault Systèmes's 3D CAM solutions and training centre authorized by Stratasys



Leading players and well- established brands in different sectors (aerospace, automotive, home design, fashion)



### **Unique 3D Offer**

**Customer support** through both the best digital technologies and 3D printing solutions



### **Experienced** Management

Highly qualified management team with strong experience in the sector involved in the shareholders' base



### **Innovation**

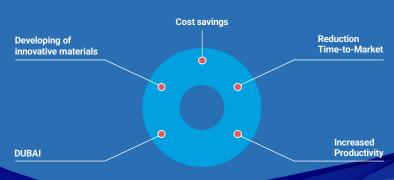
Developer of innovative materials and quick solutions for the industrial and biomedical sector ensuring processes' efficiencies

> 20

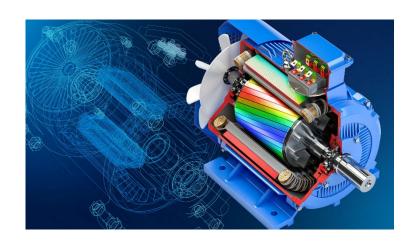
**Years of Experiences** in 3D Digital World

172

**Group's Employees** as 31 December 2022

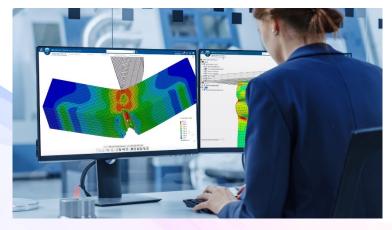


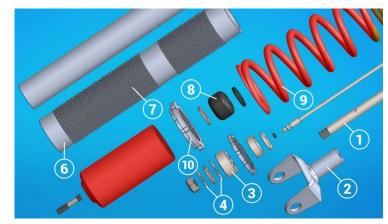
# **3D Design**







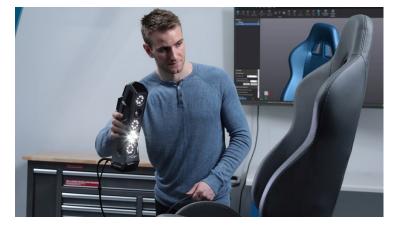






### **3D Scanner**







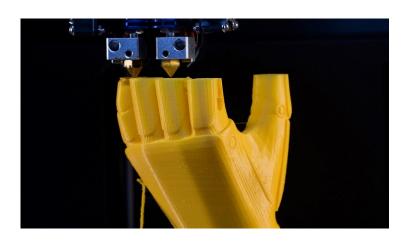


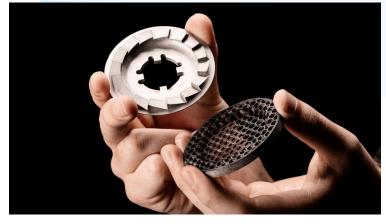




# **3D Printing**









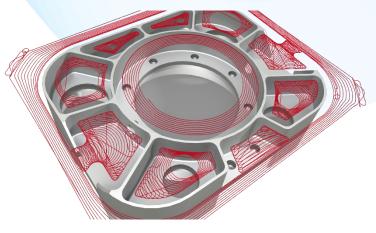


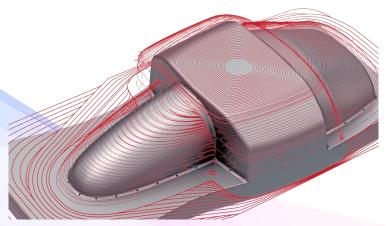


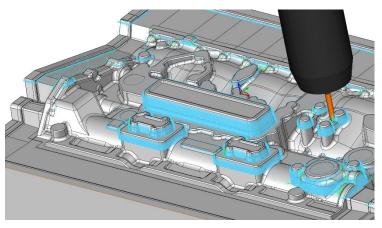
# **3D Manufacturing**







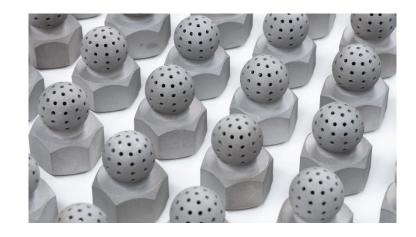






# **Digital Factory**





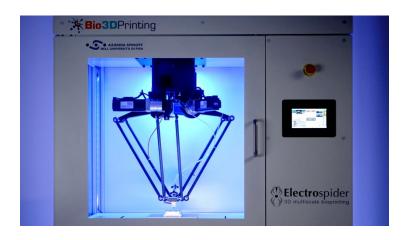






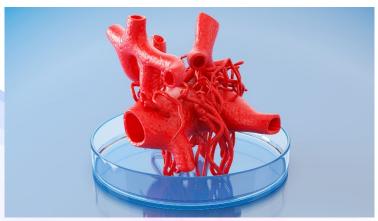


## **Biomedical**













# SolidVVorld GROUP

The 3D Digital World

Thank you!

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