

THE GROUP'S FINANCIAL HIGHLIGHTS (*)

ECONOMIC FIGURES (THSD EUROS)	2019	%	2018	%	2017	%
Revenue	1,182,528	100.0	1,035,793	100.0	884,434	100.0
Gross operating income	191,307	16.2	144,836	14.0	123,244	13.9
Operating income	155,324	13.1	132,410	12.8	113,873	12.9
Income before taxes	161,419	13.7	139,217	13.4	110,310	12.5
Group net income	113,858	9.6	99,913	9.6	77,871	8.8

FINANCIAL FIGURES (THSD EUROS)	2019	2018	2017
Group shareholders' equity	583,722	485,297	401,404
Non-controlling interest	3,339	1,315	668
Total assets	1,307,913	1,076,104	871,154
Net working capital	87,390	145,288	167,870
Net invested capital	482,030	420,060	345,041
Cash flow	202,793	119,835	73,202
Net financial position	105,031	66,552	57,030

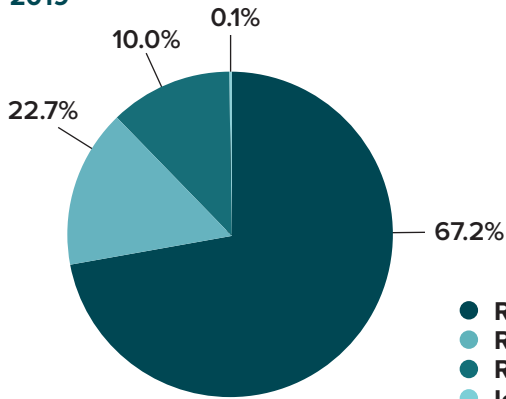
DATA PER SHARE	2019	2018	2017
Number of shares	37,411,428	37,411,428	37,411,428
Operating income per share	4.15	3.54	3.04
Net income per share	3.04	2.67	2.08
Cash flow per share	5.42	3.20	1.96
Shareholders' equity per share	15.60	12.97	10.73

OTHER INFORMATION	2019	2018	2017
Number of employees	8,157	7,606	6,456

(*) Reply applied the new Accounting Standard IFRS 16 prospectively from January 1, 2019 without restatement of comparative data.

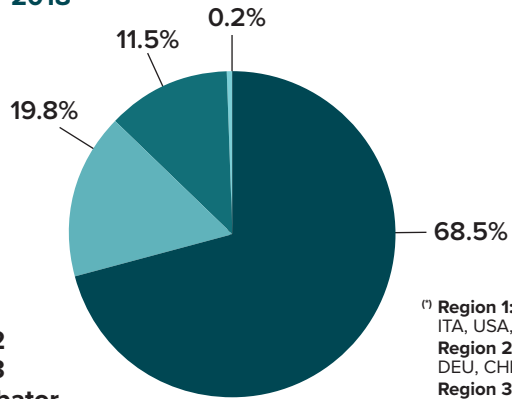
REVENUES BY REGION (*)

2019



- Region 1
- Region 2
- Region 3
- IoT Incubator

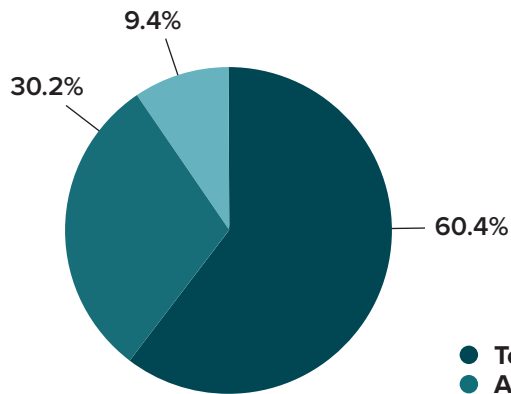
2018



- (*) **Region 1:**
ITA, USA, BRA, POL, ROU
Region 2:
DEU, CHE, CHN, HRV
Region 3:
GBR, LUX, BEL, NLD, FRA, BLR

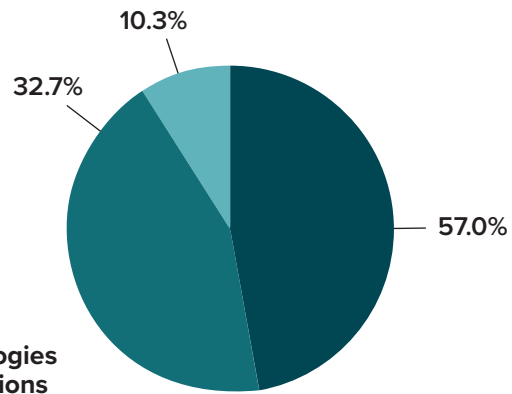
REVENUES BY BUSINESS LINES

2019



- Technologies
- Applications
- Processes

2018



TREND IN KEY ECONOMIC INDICATORS

(THOUSAND EUROS)

