Q3 & 9M 2021 Results

Milan, October 27th, 2021



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Income statement data reported herein

In light of the relevant impact of the Covid-19 pandemic on 2020 financials, this presentation also reports 2019 income statement data for greater comparability purpose. In addition, in light of Company's decision to cease the Elite business, P&L data for both Q3 and 9M 2021 as well as for comparative years are also restated without Elite contribution. The following commentary is, therefore, primarily based on these figures.

Statement

In compliance with Article 154 bis of the "Uniform Financial Services Act" (Legislative Decree 58/1998), the Financial Reporting Officer, Gabriele Galli, declares that the accounting information reported in this presentation corresponds to the underlying documentary reports, books of account and accounting entries.



Q3 2021: Another excellent quarter across the board, with the US clearly standing out

- Outstanding top-line growth, well above market, despite extremely challenging comparable basis vs both 2019 and 2020
 - At +21.2% at constant FX vs Q3 2019, with organic growth at +13.8%
 - At +8% at constant FX vs Q3 2020, with organic growth at +3.1%
- Excellent profitability improvement with EBITDA recurring at €95.5 million, up +30.1% vs Q3 2019, with margin at 21.3%, up 180bps vs Q3 2019, even after significant re-investments in the business
- Strong cash flow generation
 - Operating cash flow at €219.4 million, +72.2% vs 9M 2019 and +41.4% vs 9M 2020
 - Free cash flow at €160.9 million, +134.5% vs 9M 2019 and +26.6% vs 9M 2020
- Net Financial Position at €616.8 million, further improving vs. June 2021 and vs. December 2020 and leverage at 1.25x, even after €63.5 million net cash-out for M&A, €49.4 million for dividend payment and €31.1 million for share buy-back
- Key strategic initiatives ongoing
 - Closing of Bay Audio acquisition and related consolidation from October Ist
 - Bolt-on M&A in Germany, France, US and China for a total of net cash-out of around €20 million in Q3
 - Launch of the Amplifon Product Experience in Spain on October IIth
 - First Amplifon shop opened in Shanghai
 - Elite wind-down process expected to be completed by Q4 2021
 - Treated as discontinued operations as of effective date of discontinuation
 - Indicative total negative impact expected in the region of ~€IO million (Net Result from Discontinued Operations)
- Signed the first ESG-linked Revolving Credit Facility for €100 million, 5-year maturity
- Amplifon included in the new MIB ESG index launched by Euronext and Borsa Italiana for Italian blue chips with strong ESG practices



Q3 2021 Financial highlights

Another excellent quarter with top-line performance up over 20% at constant FX vs Q3 2019 and strong profitability step-up, despite very challenging comparison basis

Pro-forma figures without Elite

Data in €m	Q3 202I	Q3 2020	Q3 2019	Δ 21/20	Δ 21/19
REVENUES	448.1	413.4	375.9	+8.4%	+19.2%
Organic growth				+3.1%	+13.8%
Acquisitions				+4.9%	+7.4%
FX				+0.4%	-2.0%
EBITDA Rec.	95.5	95.3	73.4	+0.1%	+30.1
Margin %	21.3%	23.1%	19.5%	-180bps	+180bps

Figures with Elite

Data in €m	Q3 202I	Q3 2020	Q3 2019	Δ 21/20	Δ 21/19
REVENUES	459.1	428.2	392.7	+7.2%	+16.9%
Organic growth				+2.1%	+11.9%
Acquisitions				+4.7%	+7.1%
FX				+0.4%	-2.1%
EBITDA Rec.	94.2	97.1	76.0	-3.0%	+23.8%
Margin %	20.5%	22.7%	19.4%	-220bps	+IIObps

- Revenues at constant FX up +21.2% vs Q3 2019 and +8% vs Q3 2020
 - Extremely challenging comparison basis vs both Q3 2019 and Q3 2020
 - Strong organic growth at +13.8% vs Q3 2019 and +3.1% vs Q3 2020, well above market
 - M&A contribution at +4.9% vs Q3 2020, primarily for PJC Hearing
- EBITDA recurring at €95.5 million, with margin at 21.3%, up 180bps vs Q3 2019
 - Structural efficiencies enhancements derived by measures implemented for the Covid-I9 pandemic
 - Margin contraction vs Q3 2020 is not meaningful due to significant extraordinary incomes related to Covid-I9
- Significant re-investments in the business
 - Strong marketing investments
 - Several strategic initiatives ongoing
- Figures including Elite affected by ongoing wind-down process



9M 2021 Financial highlights

Excellent nine-months results across the board

Pro-forma figures without Elite

Data in €m	9M 202I	9M 2020	9M 2019	Δ 21/20	Δ 21/19
REVENUES	1,379.9	1,004.0	1,173.6	+37.4%	+17.6%
Organic growth				+33.2%	+13.3%
Acquisitions				+4.9%	+6.1%
FX				-0.7%	-1.8%
EBITDA Rec.	326.2	224.0	254.7	+45.6%	+28.1%
Margin %	23.6%	22.3%	21.7%	+I30bps	+190bps

- Revenues at constant FX up +19.4% vs 9M 2019 and +38.1% vs 9M 2020
 - Very strong organic growth at +I3.3% vs 9M 20I9 and +33.2% vs 9M 2020, well above market
 - M&A contribution at +4.9% vs 9M 2020, primarily for PJC Hearing
 - Currency headwind at -1.8% vs 9M 2019 and -0.7% vs 9M 2020 for Euro appreciation vs USD and Latam currencies
- EBITDA recurring at €326.2 million, with margin at 23.6%, up 190bps vs 9M 2019
- Significant re-investments in the business
 - Strong marketing investments
 - Several strategic initiatives ongoing

Figures with Elite

Data in €m	9M 202I	9M 2020	9M 2019	Δ 21/20	Δ 21/19
REVENUES	1,418.6	1,042.1	1,224.7	+36.1%	+15.8%
Organic growth				+32.3%	+11.9%
Acquisitions				+4.7%	+5.8%
FX				-0.9%	-1.9%
EBITDA Rec.	326.9	228.4	262.6	+43.1%	+24.5%
Margin %	23.0%	21.9%	21.4%	+IIObps	+160bps

Figures including Elite affected by ongoing wind-down process



EMEA: strong top-line performance, despite very challenging comparable basis, and outstanding profitability

REVENUES 3IO.2 3O3.2 27O.7 +2.3% +I4.6% Organic growth +0.0% +II.3% Acquisitions +2.1% +3.2% FX +0.2% +0.1% EBITDA Rec. 79.1 76.8 58.1 +3.0% +36.1%						
Organic growth +0.0% +II.3% Acquisitions +2.1% +3.2% FX +0.2% +0.1% EBITDA Rec. 79.1 76.8 58.1 +3.0% +36.1%	Data in €m	Q3 202I	Q3 2020	Q3 2019	Δ 21/20	Δ 21/19
Acquisitions +2.1% +3.2% FX +0.2% +0.1% EBITDA Rec. 79.1 76.8 58.1 +3.0% +36.1%	REVENUES	310.2	303.2	270.7	+2.3%	+14.6%
FX +0.2% +0.1% EBITDA Rec. 79.1 76.8 58.1 +3.0% +36.1%	Organic growth				+0.0%	+11.3%
EBITDA Rec. 79.I 76.8 58.I +3.0% +36.I%	Acquisitions				+2.1%	+3.2%
7011 7010 0011 00110	FX				+0.2%	+0.1%
Margin % 25.5% 25.3% 21.5% +20bps +400bps	EBITDA Rec.	79.1	76.8	58.1	+3.0%	+36.1%
	Margin %	25.5%	25.3%	21.5%	+20bps	+400bps

- Revenues at constant FX up +I4.5% vs Q3 2019 and +2.1% vs Q3 2020
 - Strong organic growth at +II.3% vs Q3 2019, despite challenging comparison basis (+II.4% organic growth in Q3 2019 vs Q3 2018)
 - Flat organic growth vs Q3 2020, due to extremely tough comparison basis (~+II% organic growth in Q3 2020 vs Q3 2019)
 - M&A contribution at +2.1% vs Q3 2020
- Excellent organic performance vs Q3 2019 in France, Italy and Spain
- Outstanding profitability expansion delivering an EBITDA at €79.1 million, with margin at 25.5%, up 400bps vs Q3 2019
 - Higher efficiency for measures implemented for Covid, synergies related to GAES integration and scale reach in core countries

Data in €m	9M 202I	9M 2020	9M 2019	Δ 21/20	Δ 21/19
REVENUES	984.1	740.7	877.8	+32.9%	+12.1%
Organic growth				+31.1%	+9.2%
Acquisitions				+1.9%	+2.8%
FX				-0.1%	+0.1%
EBITDA Rec.	274.4	179.7	205.4	+52.7%	+33.6%
Margin %	27.9%	24.3%	23.4%	+360bps	+450bps

- Revenues at constant FX up +12.0% vs 9M 2019 and +33.0% vs 9M 2020
 - Strong organic growth at +9.2% vs 9M 20I9 and +3I.I% vs 9M 2020
 - M&A contribution at +I.9% vs 9M 2020
- Outstanding profitability expansion delivering an EBITDA at €274.4 million, with margin at ~28%, up 450bps vs 9M 2019
 - Higher efficiency for measures implemented for Covid, synergies related to GAES integration and scale reach in core countries



AMERICAS Q3 2021: impressive revenue growth continues, boosted by ~+40% well above-market organic growth vs Q3 2019 and by PJC Hearing recent acquisition

Pro-forma figures without Elite

Data in €m	Q3 202I	Q3 2020	Q3 2019	Δ 21/20	Δ 21/19
REVENUES	79.7	54.8	54.7	+45.4%	+45.7%
Organic growth				+24.1%	+38.4%
Acquisitions				+22.0%	+22.8%
FX				-0.7%	-15.5%
EBITDA Rec.	20.1	14.3	13.0	+40.2%	+55.1%
Margin %	25.2%	26.2%	23.7%	-100bps	+150bps

Figures with Elite

Data in €m	Q3 202I	Q3 2020	Q3 2019	Δ 21/20	Δ 21/19
REVENUES	90.7	69.6	71.5	+30.4%	+26.8%
Organic growth				+13.3%	+22.1%
Acquisitions				+17.3%	+17.4%
FX				-0.2%	-12.7%
EBITDA Rec.	18.8	16.0	15.6	+17.5%	+20.2%
Margin %	20.7%	23.0%	21.9%	-230bps	-120bps

- Outstanding revenue growth at constant FX of +6I.2% vs Q3 20I9 and +46.1% vs Q32020
 - Stellar organic growth at +38.4% vs Q3 2019 (over 2x market) and +24.1%
 vs Q3 2020
 - M&A contribution at +22% vs Q3 2020 related to PJC Hearing
 - FX headwind at -0.7% vs Q3 2020, strongly improving from 2019
- Another impressive and well-above market performance in the US primarily driven by Miracle-Ear, further boosted by the contribution of PJC Hearing consolidation and its organic performance
- Strong performance in Canada and outstanding growth in Latam
- EBITDA at €20.1 million, with margin at 25.2%, up 150bps vs Q3 2019, despite challenging comparison basis and after significant investments in the business
- Figures including Elite affected by ongoing wind-down process



AMERICAS 9M 2021: excellent performance throughout the period

Pro-forma figures without Elite

Data in €m	9M 202I	9M 2020	9M 2019	Δ 21/20	Δ 21/19
REVENUES	224.3	136.0	152.2	+64.8%	+47.3%
Organic growth				+51.7%	+41.7%
Acquisitions				+23.2%	+21.3%
FX				-10.1%	-15.7%
EBITDA Rec.	58.0	34.3	36.8	+69.0%	+57.4%
Margin %	25.9%	25.2%	24.2%	+70bps	+170bps

Figures with Elite

Data in €m	9M 202I	9M 2020	9M 2019	Δ 21/20	Δ 21/19
REVENUES	263.0	174.2	203.4	+51.0%	+29.3%
Organic growth				+42.1%	+26.3%
Acquisitions				+18.1%	+15.9%
FX				-9.2%	-12.9%
EBITDA Rec.	58.7	38.7	44.8	+51.5%	+31.0%
Margin %	22.3%	22.2%	22.0%	+IObps	+30bps

- Outstanding revenue growth at constant FX of +63.0% vs 9M
 2019 and +74.9% vs 9M
 2020
 - Excellent organic growth at +41.7% vs 9M 2019 and +51.7% vs 9M 2020
 - M&A contribution at 23.2% vs 9M 2020 related to PJC Hearing
 - Significant currency headwind at -15.7% vs 9M 2019 and -10.1% vs 9M 2020
- Excellent performance in North America
 - Outstanding and well above-market performance in the US
 - Excellent organic growth of Miracle-Ear, further boosted by the contribution of PJC Hearing
 - Double-digit growth both in Canada and Latam vs 9M 2019, the latter despite strong FX headwind
- EBITDA at €58.0 million, with margin at 25.9%, up 170bps vs 9M 2019
- Figures including Elite affected by ongoing wind-down process



APAC: solid and above-market performance, despite local lockdowns in Australia and **New Zealand**

Data in €m Q3 202I Q3 202O Q3 2019 REVENUES 58.2 55.5 49.2	Δ 21/20 +5.0%	Δ 21/19 +I8.4%
DEVENITIES 58.2 55.5 40.2	+5.0%	+18.4%
NEVEROLS 30.2 33.3 49.2		
Organic growth	-0.8%	+3.7%
Acquisitions	+3.0%	+13.7%
FX	+2.8%	+1.0%
EBITDA Rec. 15.7 22.5 14.4	-30.1%	+9.3%
Margin % 27.0% 40.5% 29.2% -	1350bps	-220bps

Data in €m	Q3 202I	Q3 2020	Q3 2019	Δ 21/20	Δ 21/19
REVENUES	58.2	55.5	49.2	+5.0%	+18.4%
Organic growth				-0.8%	+3.7%
Acquisitions				+3.0%	+13.7%
FX				+2.8%	+1.0%
EBITDA Rec.	15.7	22.5	14.4	-30.1%	+9.3%
Margin %	27.0%	40.5%	29.2%	-1350bps	-220bps

- Revenue growth at constant FX of +17.4% vs Q3 2019 and +2.2% vs Q3 2020
 - Extremely challenging comparable basis for 2019 and 2020
 - Organic growth at ~+4% vs Q3 2019 and flat vs Q3 2020 and
 - M&A contribution vs Q3 2020 related to China
- Solid performance in Australia despite restrictive measures across the various regions
- Negative performance in New Zealand due to the adoption of lockdowns (including closure of network) for around 6 weeks
- Excellent performance in China boosted by an outstanding organic growth and by M&A related to Soundbridge
- EBITDA at €15.7 million, with margin at 27.0%
 - Margin contraction vs 2019 is due to the lower top-line growth for lockdowns and the strong investments in marketing primarily in Australia
 - Margin contraction vs 2020 is not meaningful due to significant extraordinary incomes related to Covid-19
- Data in €m 9M 202I 9M 2020 9M 2019 Δ 21/20 Δ 21/19 **REVENUES** 171.5 127.3 140.2 +34.7% +22.3% Organic growth +26.1% +11.1% +2.7% Acquisitions +10.0% FX +5.9% +1.2% FBITDA Rec. 41.7 49.4 45.1 +9.4% +18.6% Margin % 28.8% 35.5% 29.7% -670bps -90bps
- Strong revenue growth at constant FX of +21.1% vs 9M 2019 and +28.8% vs 9M 2020
 - Very strong organic growth at +II.1% vs 9M 2019 and +26.1% vs 9M 2020
 - M&A at +2.7% vs 9M 2020 related to Attune and China
 - Currency tailwind at +5.9% vs 9M 2020
- EBITDA at €49.4 million, with margin at 28.8%
 - Continued strong investments in marketing, primarily in Australia related to Amplifon brand and APE roll-out



Q3 & 9M 2021 Financial results (pro-forma without Elite)

Excellent growth and profitability expansion, further increasing carving-out Elite

Data in €m	Q3 202I		Q3 2020	Q3 2019		∆ Rec	∆ Rec
(unless specified)	Recurring	Reported		Recurring	Reported	21/20	21/19
REVENUES	448.1	448.1	413.4	375.9	375.9	+8.4%	+19.2%
EBITDA	95.5	94.3	95.3	73.4	60.8	+0.1%	+30.1%
Margin %	21.3%	21.0%	23.1%	19.5%	16.2%		
ORDINARY D&A	(41.8)	(43.5)	(39.1)	(37.5)	(37.9)	-7.1%	-II.5%
PPA AMORTIZATION	(IO.7)	(10.7)	(9.8)	(9.2)	(9.1)	-8.6%	-16.5%
EBIT	42.9	40.1	46.4	26.7	13.8	-7.6%	+60.9%
Margin %	9.6%	8.9%	11.2%	7.1%	3.7%		

Data in €m	9M 2O2I		9M 2020	9M 20I9		∆ Rec	∆ Rec
(unless specified)	Recurring	Reported		Recurring	Reported	21/20	21/19
REVENUES	1,379.9	1,379.9	1,004.0	1,173.6	1,173.6	+37.4%	+17.6%
EBITDA	326.2	320.7	224.0	254.7	236.3	+45.6%	+28.1%
Margin %	23.6%	23.2%	22.3%	21.7%	20.1%		
ORDINARY D&A	(127.5)	(129.2)	(119.2)	(IIO.I)	(IIO.5)	-6.9%	-15.7%
PPA AMORTIZATION	(31.9)	(31.9)	(29.4)	(27.7)	(27.7)	-8.5%	-15.2%
EBIT	166.8	159.7	75.3	116.8	98.1	+121.5%	+42.8%
Margin %	12.1%	11.6%	7.5%	10.0%	8.4%		



Q3 2021 Financial results (with Elite)

Excellent results in all P&L items leading to a Net Profit recurring of ~€26 million, up ~+60% vs Q3 2019

Data in €m (unless specified)	Q3 202I		Q3 2020	Q3 201	Q3 2019		∆ Rec
	Recurring	Reported		Recurring	Reported	21/20	21/19
REVENUES	459.1	459.1	428.2	392.7	392.7	+7.2%	+16.9%
EBITDA	94.2	93.0	97.1	76.0	63.5	-3.0%	+23.8%
Margin %	20.5%	20.3%	22.7%	19.4%	16.2%		
ORDINARY D&A	(41.8)	(43.5)	(39.1)	(37.6)	(37.9)	-7.1%	-11.3%
PPA AMORTIZATION	(IO.7)	(10.7)	(9.8)	(9.1)	(9.1)	-8.6%	-17.3%
EBIT	41.6	38.8	48.1	29.3	16.5	-13.5%	+41.9%
Margin %	9.1%	8.4%	11.2%	7.5%	4.2%		
NET FIN. EXPENSES	(6.3)	(6.3)	(8.2)	(6.9)	(6.9)	-23.2%	-8.6%
PBT	35.3	32.5	39.9	22.4	9.6	-11.5%	+57.4%
TAXES	(9.6)	(8.9)	(11.3)	(6.1)	(2.4)	-14.4%	-58.4%
% on PBT	27.3%	27.3%	28.2%	27.1%	24.7%		
NET PROFIT	25.7	23.6	28.5	16.3	7.2	-10.0%	+57.3%
Margin %	5.6%	5.1%	6.7%	4.2%	1.8%		
EPS Reported (€)		0.105	0.128		0.032	-18.1%	+227.6%
EPS Adjusted (€)	0.147		0.160	0.103		-8.1%	+42.7%



9M 2021 Financial results (with Elite)

Excellent results in all P&L items leading to a Net Profit recurring of €106 million, up +40% vs 9M 2019

Data in €m (unless specified)	9M 202I		9M 2020	9M 20I9		∆ Rec	∆ Rec
	Recurring	Reported		Recurring	Reported	21/20	21/19
REVENUES	1,418.6	1,418.6	1,042.1	1,224.7	1,224.7	+36.1%	+15.8%
EBITDA	326.9	321.4	228.4	262.6	244.2	+43.1%	+24.5%
Margin %	23.0%	22.7%	21.9%	21.4%	19.9%		
ORDINARY D&A	(127.5)	(129.2)	(119.3)	(IIO.2)	(IIO.6)	-6.9%	-15.7%
PPA AMORTIZATION	(31.9)	(31.9)	(29.4)	(27.7)	(27.7)	-8.5%	-15.2%
EBIT	167.5	160.3	79.7	124.7	106.0	+110.2%	+34.3%
Margin %	11.8%	11.3%	7.6%	10.2%	8.7%		
NET FIN. EXPENSES	(20.3)	(20.3)	(22.0)	(19.7)	(19.7)	+7.5%	-3.0%
PBT	147.2	140.0	57.7	105.0	86.3	+155.0%	+40.2%
TAXES	(41.1)	(39.2)	(16.6)	(29.3)	(24.6)	-147.9%	-40.9%
% on PBT	27.9%	28.0%	28.7%	27.9%	28.5%		
NET PROFIT	106.0	100.7	41.1	75.7	61.7	+157.9%	+40.1%
Margin %	7.5%	7.1%	3.9%	6.2%	5.0%		
EPS Reported (€)		0.448	0.184		0.278	+143.7%	+61.0%
EPS Adjusted (€)	0.574		0.281	0.432		+104.6%	+32.8%



9M 2021 Financial results

Outstanding cash generation, leading to a reduction in NFP

Data in €m	9M 2021	9M 2020 ²	9M 2019 ³
Operating cash flow before repayment of lease liabilities	288.7	205.4	187.0
Repayment of lease liabilities	(69.3)	(50.3)	(59.6)
Operating cash flow	219.4	155.1	127.4
Capex (net)	(58.4)	(28.1)	(58.7)
Free cash flow	160.9	127.1	68.6
Acquisitions (net)	(63.5)	(41.9)	(53.0)
Cash provided by (used in) operating and investing activities	97.5	85.1	15.6
Cash provided by (used) financing activities	(78.7)	(7.9)	(31.0)
Net cash flow for the period	18.8	77.3	(15.4)

Net financial position (opening date)	(633.7)	(786.7)	(840.9)
Change in net financial position	18.8	77.3	(15.4)
Effect of FX & discontinued operation on financial position	(2.0)	(3.1)	(0.5)
Net financial position (closing date)	(616.8)	(712.6)	(856.8)

I. Non-recurring cash-out of €3.7 million

- Operating cash flow up +72.2% vs 9M 2019 and +41.4% vs 9M 2020
- Free cash flow up +134.5% vs 9M 2019 and +26.6% vs 9M 2020



^{2.} Non-recurring cash-out of €0.8 million

^{3.} Non-recurring cash-out of €9.5 million

9M 2021 Financial results

NFP further reducing and leverage at 1.25x

Data in €m	30/09/2021	31/12/2020
Cash	(521.8)	(545.0)
Short-term debt	167.7	75.4
Medium/long-term debt	970.9	1,103.3
Net financial debt	616.8	633.7
Lease liabilities	430.6	422.8
Total financial debt & lease liabilities	1,047.4	1,056.4
Total net equity	838.I	801.9
Net debt/EBITDA ^I	1.25x	1.63x
Net debt/Equity	0.74x	0.80x

I. Refers to the EBITDA recorded in the last 4 quarters determined excluding the fair value of the share-based payments and based only on the recurring business



2021 Outlook

Fully on track for another record year

- Entering Q4 with an excellent 9M behind
- Overall positive outlook
 - We expect vaccinations to continue reducing the global impacts of Covid-19
 - In particular, we expect restrictions in Australia and New Zealand significantly easing as vaccinations progress
 - Strong start in October
- The Bay Audio consolidation from October 1st 2021 is expected to contribute with additional ~€15 million to 2021 revenues
- Moving fast forward in the execution of our 2023 strategic plan
 - Continue playing a leading role in the consolidation process of our industry
 - Outpace the market through our unique and unmatchable proposition to consumers
 - Continue re-investing in the business for long-term sustainable profitable growth



Investor Relations and Sustainability Contacts

FRANCESCA RAMBAUDI Investor Relations & Sustainability Sr Director

Tel: +39 02 5747 2261 francesca.rambaudi@amplifon.com

AMANDA HART GIRALDI Investor Relations Manager

Tel: +39 O2 5747 2317 amanda.giraldi@amplifon.com FRANCESCO ROMEO
Sustainability Manager

Tel: +39 344 2723 416 Francesco.romeo@amplifon.com OLGA LEPECHKINA Assistant

Tel: +39 O2 5747 2542 olga.lepechkina@amplifon.com

