# Investor Presentation

Innova Italy 1





Nutraceuticals Pharmaceuticals

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# Today's Speakers





# Agenda



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### **Innova Italy 1**



Innova Italy 1 is a Special Purpose Acquisition Company that raised €100 million from high-standing Italian institutional investors and listed on AIM in October 2016



### Our Target of choice: Fine Foods & Pharmaceuticals N.T.M. S.p.A.



Fine Foods & Pharmaceuticals N.T.M. S.p.A. ("Fine Foods") is a CDMO (Contract Development & Manufacturing Organization) of solid oral forms, for the Nutraceutical and Pharmaceutical industries



Fine Foods deliberately holds no proprietary brands, in order to maintain healthy partnerships and an integer image with its clients

Established in 1984 in Brembate (Bergamo), Fine Foods has grown steadily over time becoming a leader in its reference market

A history of continuous growth, innovation and fruitful client relationships: revenues have grown from 48€m in 2008 to 120€m in 2017, reaching a 2017 EBITDA Adjusted<sup>(1)</sup> equal to 16.7€m, mostly organically

(1) 1.2€m adjustment for extraordinary cost generated by the recent change of the IT system of the Company and plants' expansion Source: Company data

# Why Fine Foods?





INORGANIC GROWTH OPPORTUNITIES, driven by consolidation trends in the CDMO industry

Source: Management elaboration



### **Examples of Products Manufactured for Reference Clients**



/Introduction

**PHARMACEUTICALS** 

Source: Company data

### **Fine Foods Key Figures**



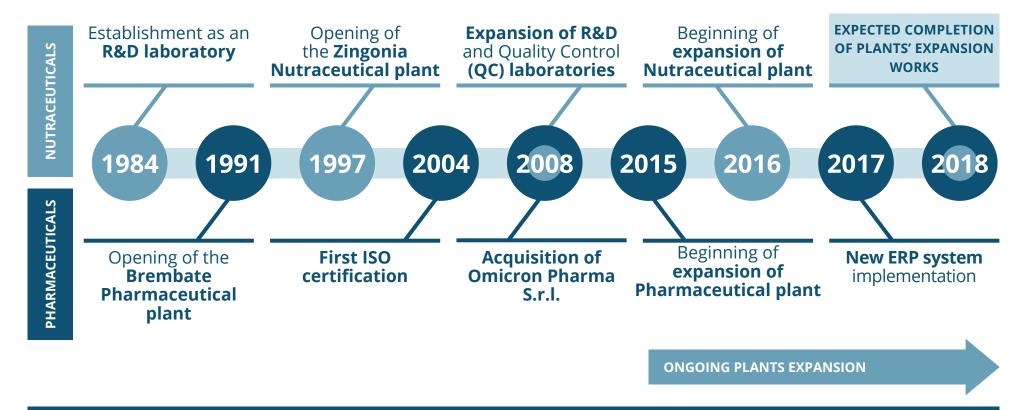


(1) 49€m revenues invoiced in Italy, of which 24€m delivered abroad | (2) SKUs means "Stock-Keeping Units", namely single product codes

# **A History of Continuous Growth**



Starting from 2015, Fine Foods has undertaken **significant investments**, to increase **capacity and increase efficiency**, both in Nutraceuticals and Pharmaceuticals



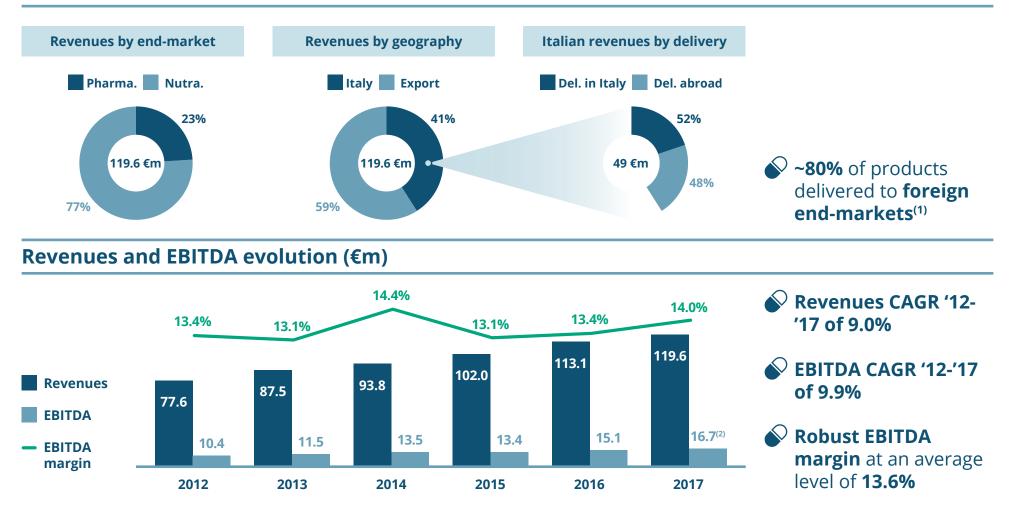
### **OVER 30 YEARS OF GROWTH, INNOVATION AND FRUITFUL CLIENT RELATIONSHIPS**

Source: Company data

# **Fine Foods at a Glance**



### 2017 Revenues breakdown



(1) 24€m have been invoiced as revenues in Italy, but delivered abroad

(2) 1.2€m adjustment for extraordinary cost generated by the recent change of the IT system of the Company and plants' expansion Source: Company data

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# **Key Investment Highlights**





### **Reference End-markets**





### SIMILAR CUSTOMERS AND BRANDS ARE COMMON BETWEEN ADJACENT CDMO SEGMENTS

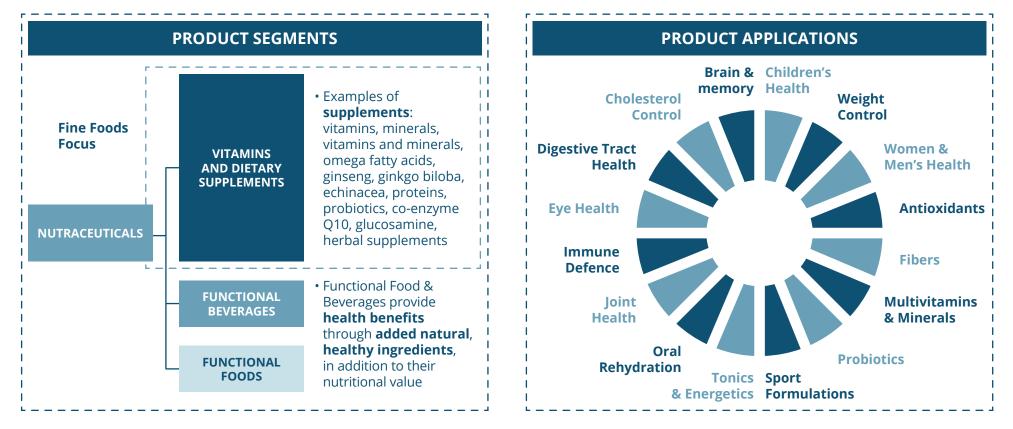
Source: Management elaboration

## Nutraceuticals Overview by Segment & Application



Solution The Nutraceuticals market is very diverse, with a lighter regulatory framework than Pharmaceuticals

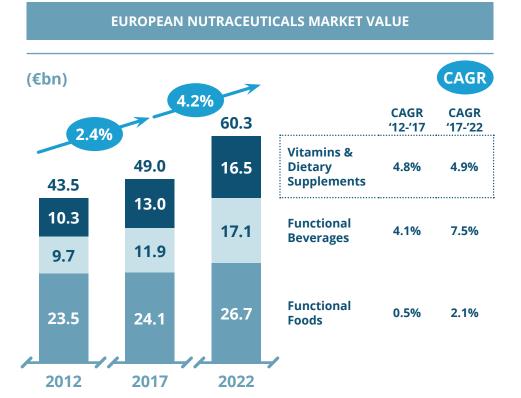
Fine Foods virtually operates in all the application categories of solid oral forms, within the "Vitamins and Dietary supplements" segment



Source: Management elaboration

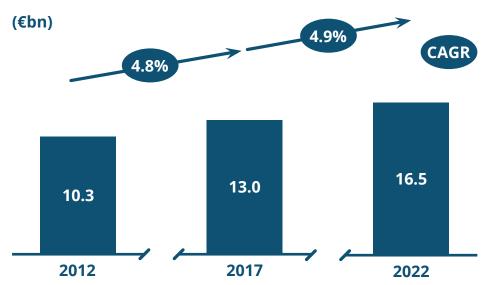
# **Focus on European Nutraceuticals Market**





The European Nutraceuticals market has shown high, steady growth, and is expected to accelerate in coming years

#### **EUROPEAN VITAMINS & DIETARY SUPPLEMENTS MARKET VALUE**

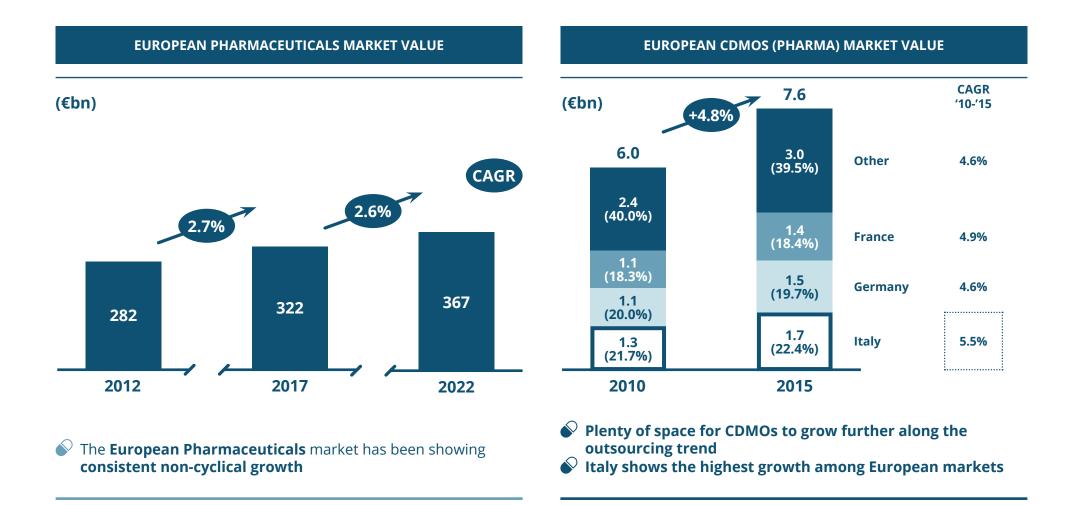


The Vitamins & Dietary Supplements segment has shown consistently strong growth in the last 5 years, expected to continue in coming years. CDMO-driven development and manufacturing, mostly outsourced

#### Source: Euromonitor



### Focus on European Pharmaceuticals Market and CDMO



Source: Euromonitor, Farmindustria, Prometeia | Note: CDMO - Contract Development Manufacturing Organization

### Pharmaceuticals Outsourcing Mega-trend







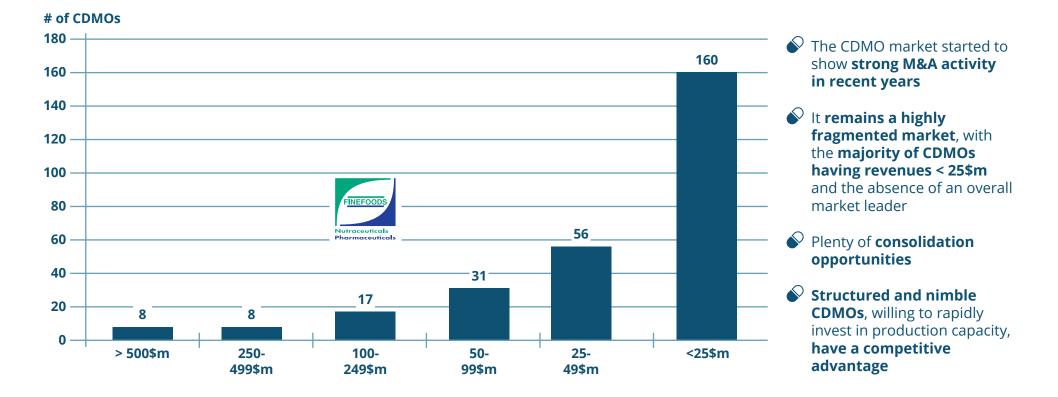
### THE CDMO SECTOR HAS BEEN GROWING REMARKABLY THANKS TO STRUCTURAL, LONG-TERM TRENDS

Source: PharmSource Trend Report 2016, Frost & Sullivan, Farmindustria, Prometeia





### TOP 280 WORLD PHARMACEUTICALS CDMOs BY 2016 REVENUE CLUSTERS



### CDMOS CAN USE ACQUISITIONS AS PART OF THEIR STRATEGY TO COMPLEMENT THEIR TECHNOLOGY FOOTPRINT, GEOGRAPHIC REACH AND CLIENT PORTFOLIO

Source: PharmSource Trend Report 2016

# **Fine Foods Benchmarking Analysis**



Fine Foods is the largest Italian CDMO

 $\checkmark$  Fine Foods is one of the few players active in both Pharmaceuticals and Nutraceuticals

arphi In general, the largest European CDMOs are focused almost exclusively on Pharmaceuticals

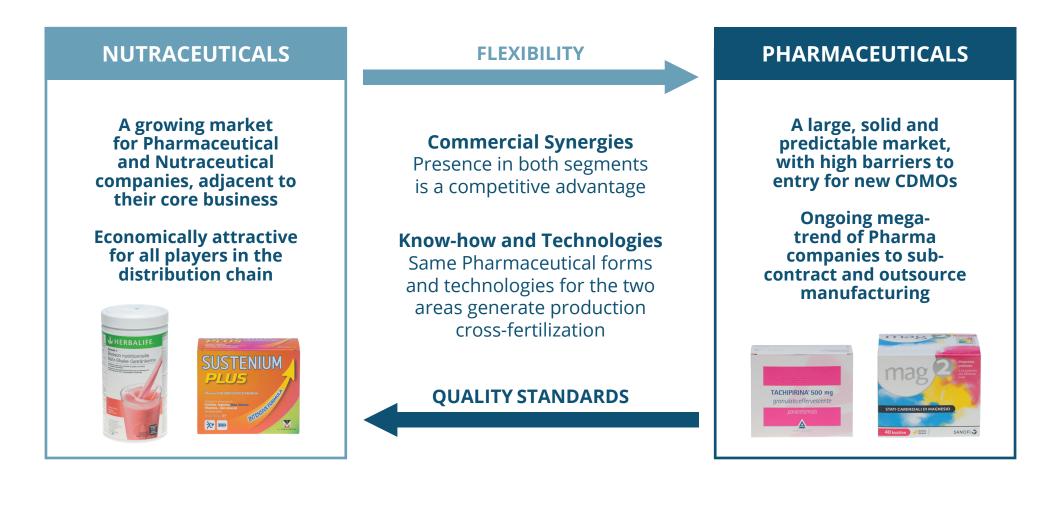
### SELECTED FINE FOODS' COMPETITORS AT ITALIAN LEVEL – 2016 REVENUES (€M)



\* Listed companies | Note: Nutrilinea, Mipharm and Doppel are respectively controlled by the Private Equity investors White Bridge, Mandarin Capital and Trilantic Europe Source: Management elaboration on publicly retrievable selected information



### Fine Foods Competitive Advantages Being Both in Nutraceuticals and Pharmaceuticals



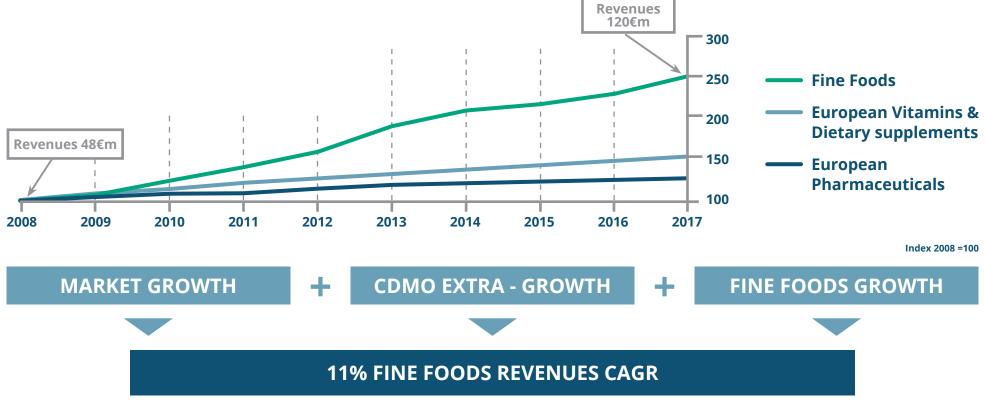
#### Source: Management elaboration

### Performance Relative to Reference End-Markets



Nutraceuticals and Pharmaceuticals markets show **high steady growth and resilience during recessions** 

**Fine Foods has substantially outgrown its reference end-markets** in the last decade, with 2017 sales at 2.5x the 2008 level<sup>(1)</sup>

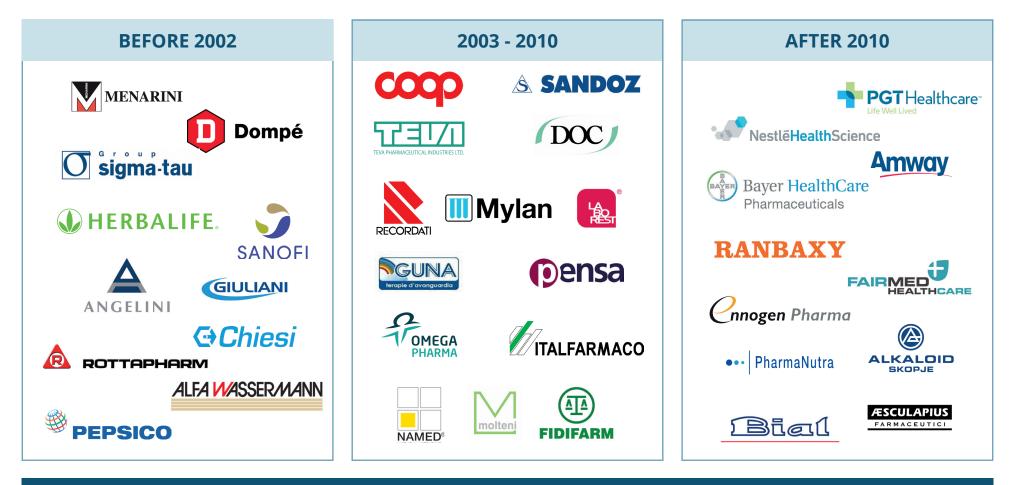


Sources: Euromonitor; Company data

(1) Methodology: the threae variables' time series are divided by their respective 2008 value (the basis) and multiplied by a factor of 100; the considered variables are Fine Foods revenues, European Nutraceuticals – Vitamins & Dietary Supplements segment size and European Pharmaceuticals market size

### Acquisition and Retention of Key Loyal Customers





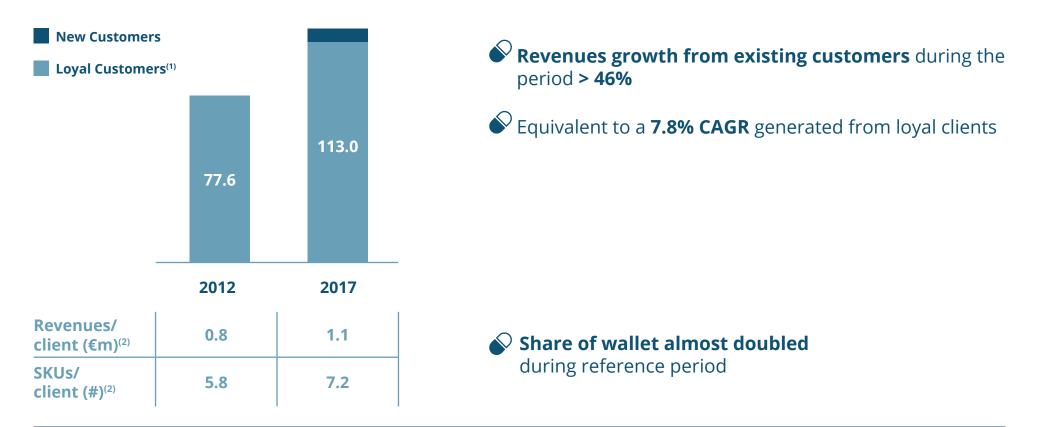
### **RETAINED KEY CLIENTS ACQUIRED BEFORE 2002 AND ADDED SEVERAL NEW ONES AFTERWARDS**

Source: Company data

# **Revenues Breakdown by Client Loyalty**



**Revenues growth generated by loyal**<sup>(1)</sup> **clients (€m)** 



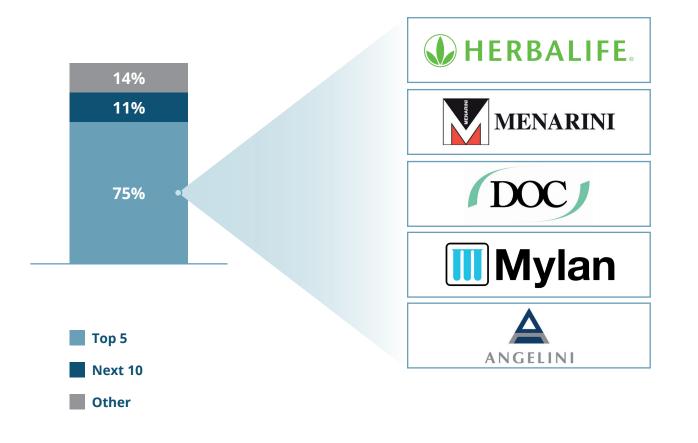
### HISTORICALLY, FINE FOODS' CUSTOMERS HAVE MAINTAINED A STRONG RELATIONSHIP, SUBSTANTIALLY INCREASING THE PIPELINE WITH NEW PRODUCTS, NEW GEOGRAPHIES OR THE COMBINATION OF THE TWO

Source: Management elaboration | (1) Clients at least since 2012 | (2) Ordinary arithmetic mean, not weighed

### **Customer Concentration**



### **2017 CUSTOMERS IN % OF TOTAL REVENUES**



Source: Management elaboration on Company data

# **Superior Technical Competence**



STRONGEST TECHNICAL TEAM AMONG ITALIAN CDMOS

48 people in Quality Assurance and Quality Control
 17 people in R&D and industrialization

**Recognized excellence in custom product development** as a key pillar of revenue growth:

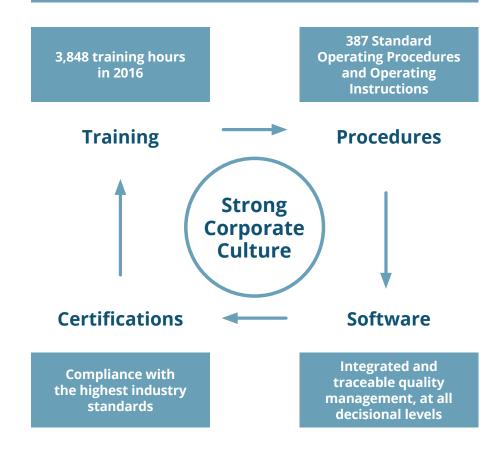
- 128 Nutraceutical projects in 2017

   29 new products in production
   3-12 months from origination to production
- 28 Pharmaceutical projects in 2017
  - 18 new products in production
  - 6-12 months from origination to production



No related expenditure has been capitalized

### **QUALITY MANAGEMENT PARADIGM**



### 65 employees dedicated to scientific activities, representing over 14% of total workforce

Source: Company Data

# **Fine Foods' Certification Framework**



Continuously enhanced quality and sustainability management corroborates Fine Foods' reputation with clients
 In 2017 only, Fine Foods passed successfully 24 audits from customers and authorities



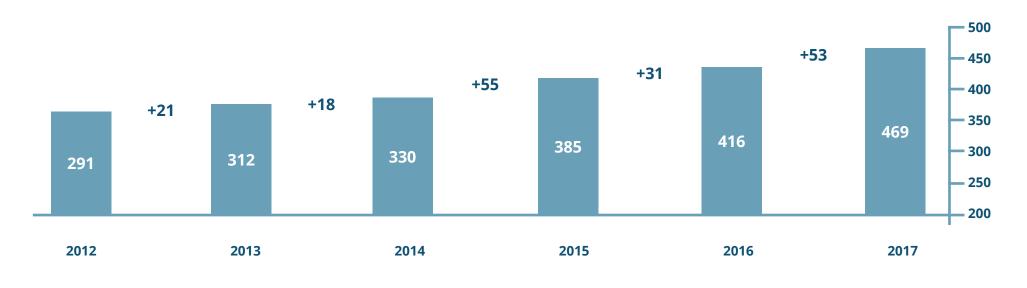
### FINE FOODS GUARANTEES THE HIGHEST QUALITY AND RELIABILITY ALONG ALL THE STEPS OF THE PROCESS

Source: Company Data

### Fine Foods' Special Attention to Human Resources



**Time evolution of Fine Foods' employees** 

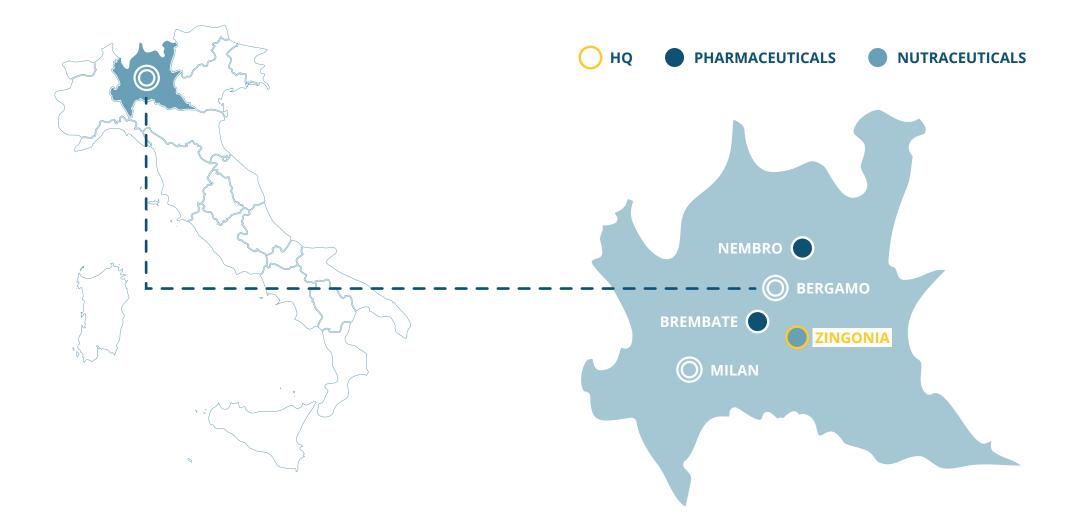


2017 employees'<br/>satisfaction rate at<br/>80%2017 employees'<br/>retention rate at<br/>97%2017 women's quota<br/>of white collars at<br/>66%

Source: Company Data

### Manufacturing Plants Geographical Footprint





### Nutraceutical Plant Expansion - ZINGONIA

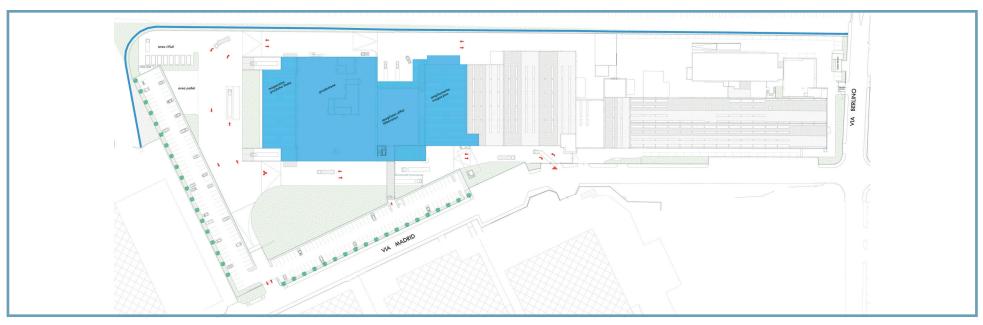


- The operating complex covers a **total area of 45,600 sqm**
- The planned expansion will increase the covered area by ca. 80%
- Expected completion by 2018 year-end

Pre-existing covered area: 15,900 sqm



### Final covered area: 28,700 sqm



Source: Company Data | Note: all squared-meters data have been approximated to the nearest hundreds

### Pharmaceutical Plant Expansion - BREMBATE



- The operating complex covers a **total area of 20,700 sqm**
- In the second secon
- The planned expansion will increase the covered area by ca. 120%
- Expected completion by 2018 year-end

### Pre-existing covered area: 5,700 sqm





Source: Company Data | Note: all squared-meters data have been approximated to the nearest hundreds

# A Good Environment for a Bright Future



ATTRACTIVE MARKET: the European Nutraceuticals and Pharmaceuticals markets are an attractive long-term investment, thanks to their steady growth and resilience

- ATTRACTIVE POSITIONING: leading CDMOs focusing on specific technologies and customer groups, with the intention to provide a "one-stop-shop" offering, are gaining market share within the production value chain
- OPPORTUNITY TO BE A LEADER IN A CONSOLIDATING MARKET: current market fragmentation will favor consolidators, with strong balance sheets and significant market shares
- OPPORTUNITY TO ENTER NEW ADJACENT MARKETS: significant cross-selling and production cross-fertilization opportunities could be exploited
- CAPITAL INJECTION: the totality of equity capital raised by Innova Italy 1 will support and accelerate Fine Foods' growth

Source: Management elaboration

### Strong Potential Growth, **Organic and by M&A**



**ORGANIC GROWTH, LEVERAGING ON A LOYALTY-BASED CLIENT PORTFOLIO, THAT WILL BENEFIT OF:**  NEW PRODUCTION CAPACITY **CDMO INDUSTRY TRENDS** Along with the ongoing **outsourcing** CDMOs' clients want few, long-term, reliable relations, with a **preference for** nimble yet structured players

**INORGANIC GROWTH IN ADJACENT MARKETS. MANY POTENTIAL TARGETS IN ITALY AND ABROAD** 

FINEFOODS **Nutraceuticals** Pharmaceuticals

**trend** in the Pharma industry, CDMOs have been acquiring manufacturing assets

**ACOUISITION OF NEW TECHNOLOGIES** (I.E. SEMI-SOLIDS, LIQUIDS) **IN EXISTING END-MARKETS** 

The CDMO industry is still very fragmented on the supply side; Fine Foods will be in the right position to play the consolidator role

Source: Management elaboration

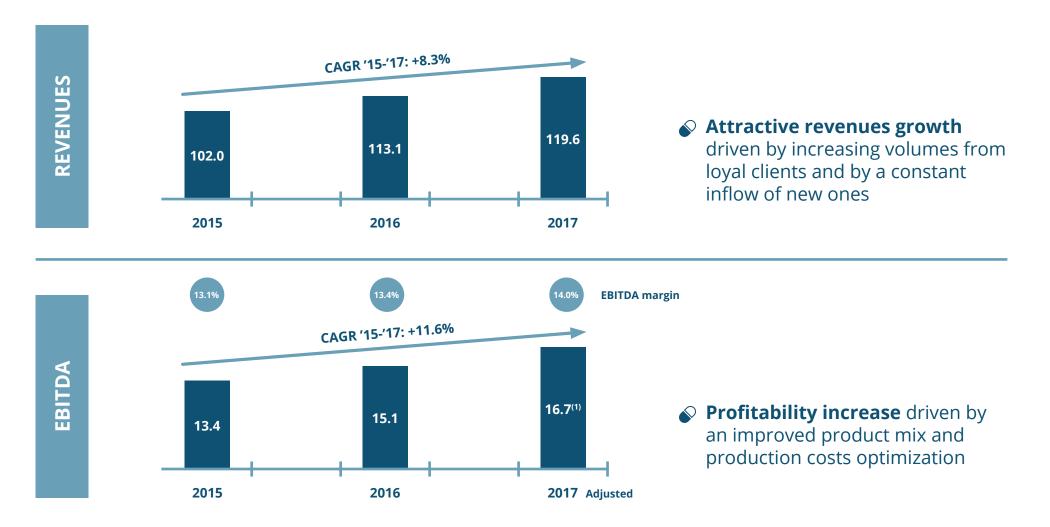
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# Attractive Revenues and EBITDA Growth Profile...

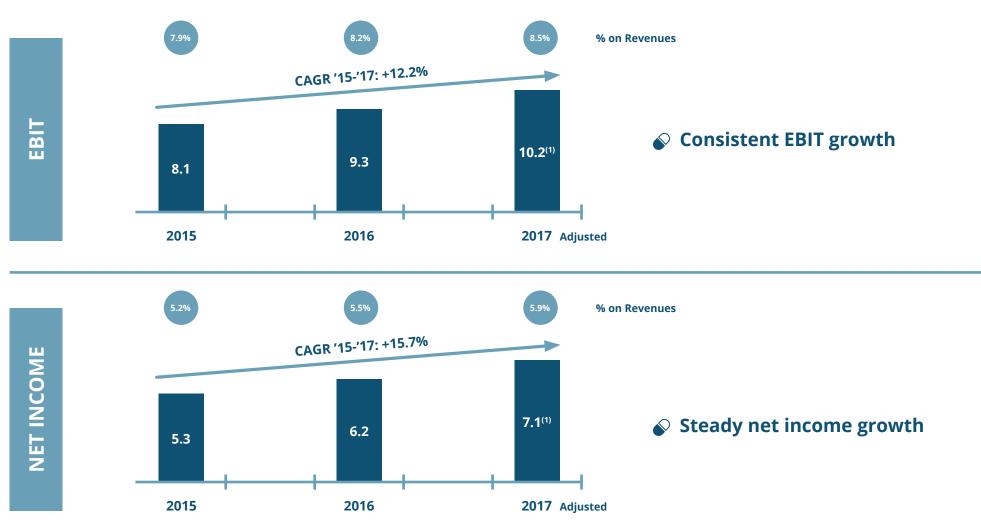




### (1) €1.2m adjustment for extraordinary cost generated by the recent change of the IT system of the Company and plants' expansion Source: Company Data

# ...Leading to Consistent Improvements in Profitability

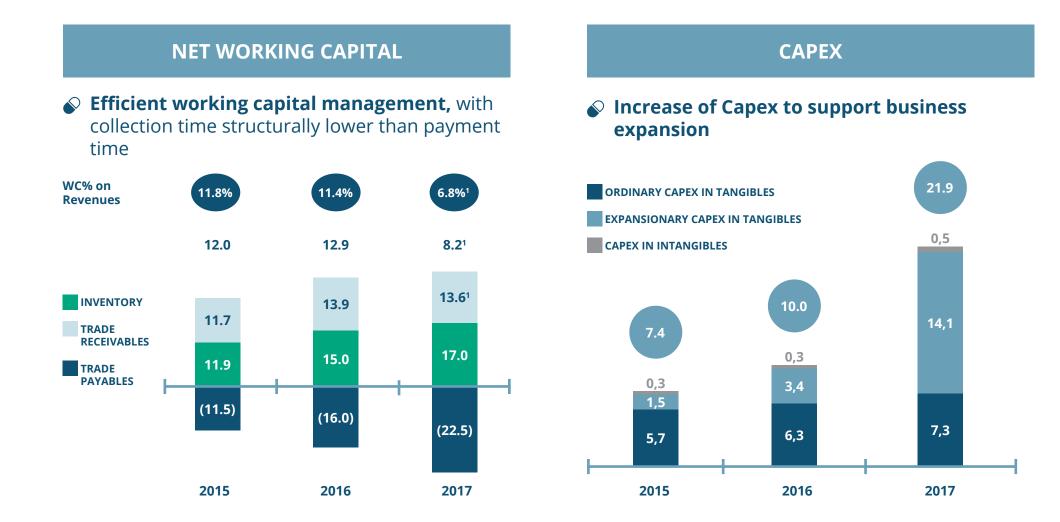




(1) 1.2€m adjustment for extraordinary cost generated by the recent change of the IT system of the Company and plants' expansion; for Net Income, after-tax adjustment (0.9€m) Source: Company Data

# **Healthy Capital Allocation...**



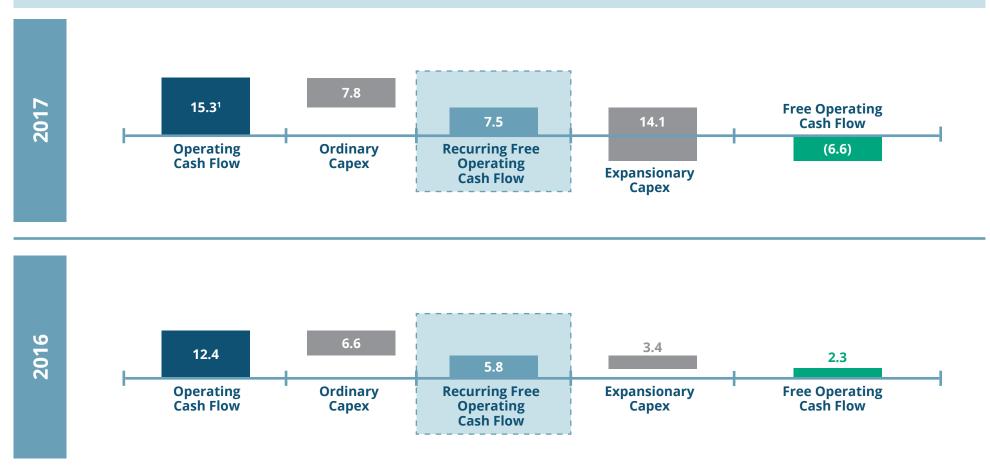


(1) Adjusted adding back the effect of a stand-alone no-recourse ("pro soluto") 2017 factoring transaction of 4.9€m Note: the split between ordinary and expansionary capex is elaborated from Company management accounts Source: Company Data



## ...Coupled with a Strong Recurring Free Operating Cash Flow





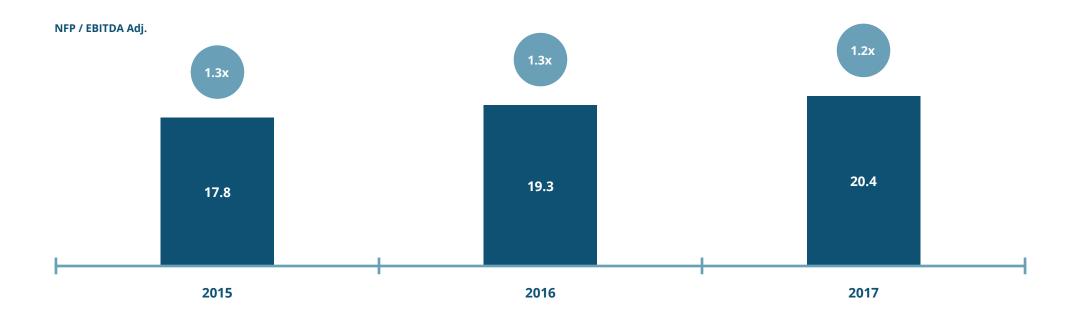
(1) Adjusted to do not include the effect of a stand-alone no-recourse ("pro soluto") 2017 factoring transaction of 4.9€m Note: the split between ordinary and expansionary capex is elaborated from Company management accounts Source: Company Data





### **Net Financial Position**

Strong net financial position<sup>(1)</sup> even after significant expansionary Capex



(1) Represented stand-alone; well under control even before the Business Combination Source: Company Data

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## **Transaction Overview**



THE BUSINESS COMBINATION WILL BE IN THE FORM OF A MERGER OF FINE FOODS INTO INNOVA ITALY 1 INNOVA ITALY 1 INVESTMENT WILL BE IN THE FORM OF 100% CAPITAL INCREASE (€100M)





- Transition to IAS reporting targeted with 2018 financial statements
- Admission to the MTA STAR segment targeted with 2018 financials in 2019
- Innova Italy 1 will support Fine Foods for future acquisitions, to enhance Fine Foods growth through inorganic expansion in complementary business areas

## **Preliminary Valuation**



FINEFOODS Valuation approach: DCF and multiples **Nutraceuticals Pharmaceuticals** Equity Value: €120.0m **Net Financial Position (NFP) 2017:** €20.4m Net Income adj. 2017: €7.1m Ebitda adj 2017: €16,7m Implied Enterprise Value: €140.4m Implied multiples on 2017 financials: • EV/EBITDA adj. 2017: 8.4x • P/E adj. 2017: 17.0x

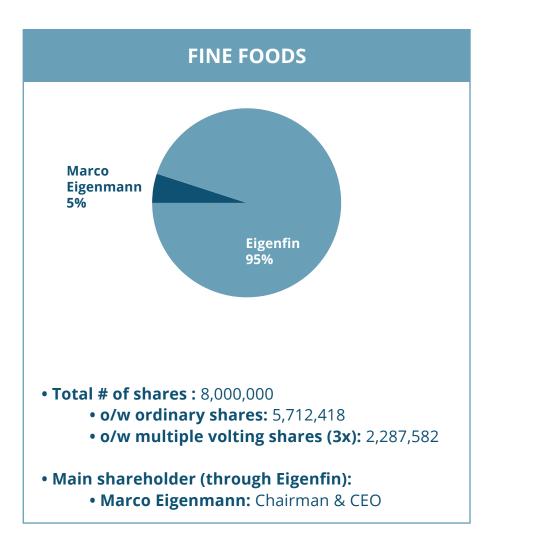
Valuation approach: Net Asset Value

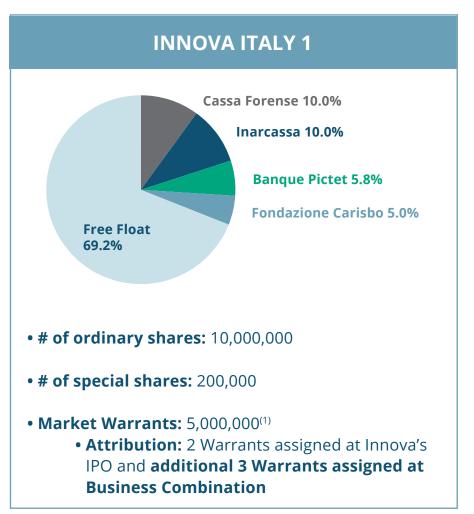
Innova Italy 1

Innova Italy 1 NAV equal to €100 millions at Business Combination

## **Current Shareholding Structures**



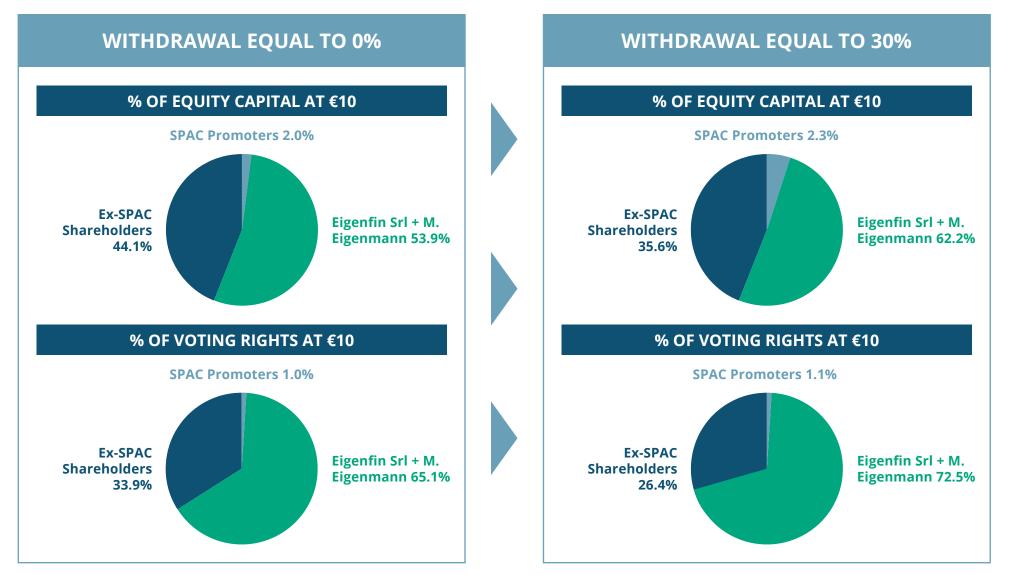




(1) Assuming 0% withdrawal Source: Management elaboration

# **Shareholding Structure Evolution**





Note: shareholding structure post Business Combination has been calculated taking into consideration the conversion of the first tranche of promoters' Special Shares Source: Management elaboration

## **Corporate Governance**



- The Board of Directors of Fine Foods will be composed by 7 directors: 4 nominated by Fine Foods and 3 nominated by Innova Italy 1
- Innova Italy 1 will be represented in the board by: Fulvio Conti, Marco Costaguta and Paolo Ferrario
- The current shareholders of Fine Foods will not sell any shares and will remain fully committed to the management of the Company:
  - Marco Eigenmann will be Chairman and CEO
  - Giorgio Ferraris will be the CEO

### **BOARD OF DIRECTORS OF FINE FOODS AT BUSINESS COMBINATION**







Giorgio Ferraris CEO



Paolo Ferrario DIRECTOR





Federico Oriani DIRECTOR



Marco Costaguta DIRECTOR



Fulvio Conti DIRECTOR



Source: Management elaboration

## **Transaction Timeline**





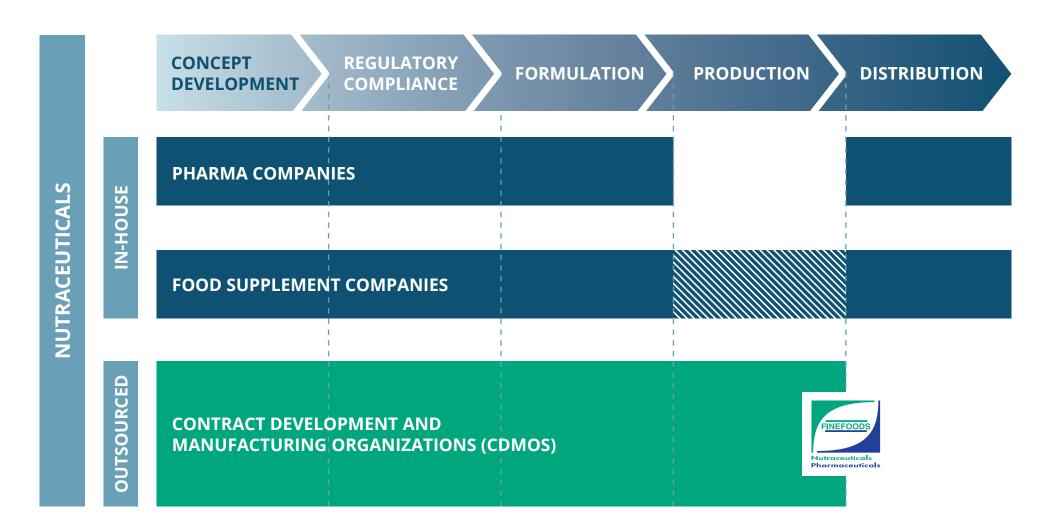
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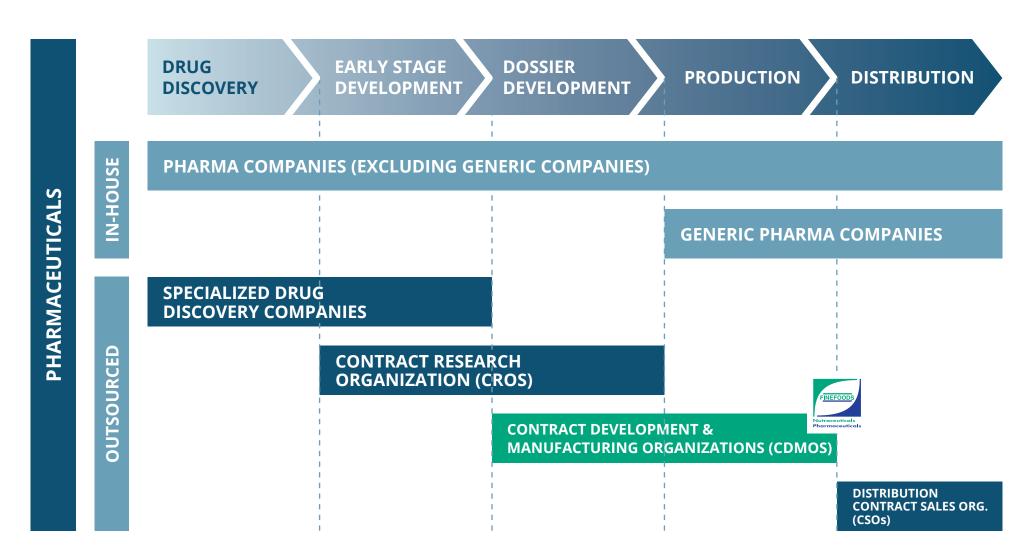
### Fine Foods Positioning in the Nutraceuticals Value Chain







### Fine Foods Positioning in the Pharmaceuticals Value Chain

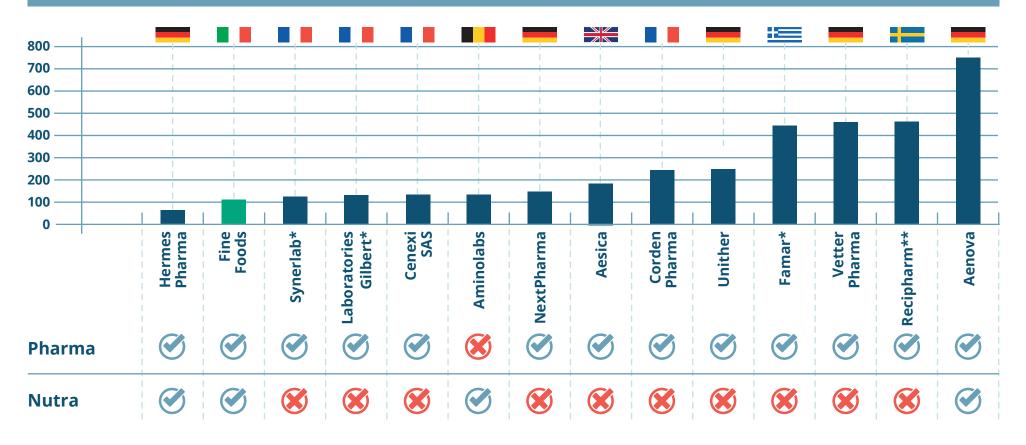


# **European CDMO Pharmaceutical Landscape**



Fine Foods' goal is to achieve a top European positioning, leveraging on (i) its business mix and solid business model, and (ii) a strong financial position enabling inorganic growth

#### SELECTED FINE FOODS' COMPETITORS AT EUROPEAN LEVEL – 2016 REVENUES (€M)

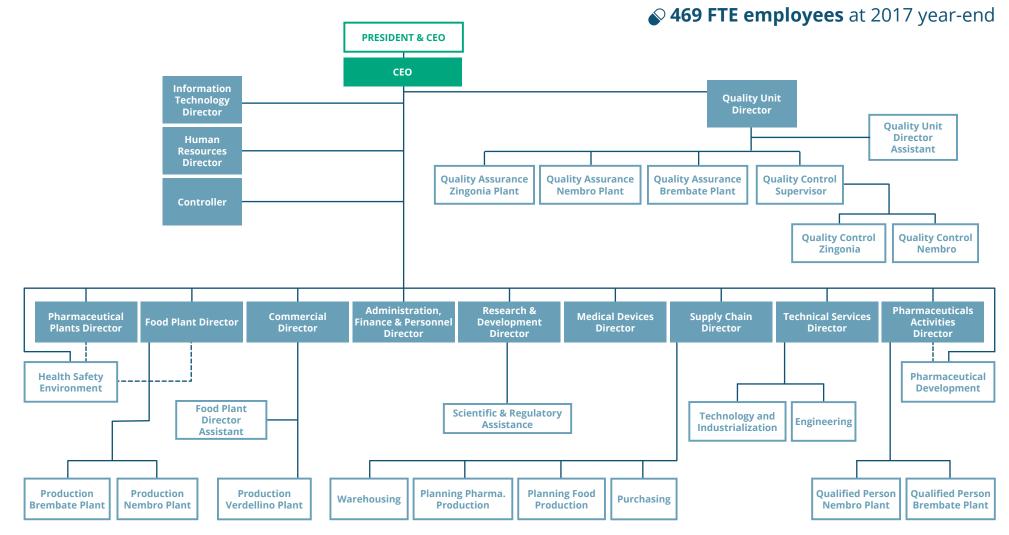


\*Last available data (2015) \*\* Listed companies

Note: Corden Pharma's and Cenexi SAS's revenues have been estimated by reconstructing the Group's CDMO entities Source: Management elaboration on publicly retrievable selected information

# **Organization Chart**





#### FINE FOODS LEVERAGES ON A SOLID ORGANIZATIONAL STRUCTURE EMPOWERING KEY MANAGERS

Source: Company data

## Fine Foods' Skilled and Strong Management Team (1/2)



Source: Company data

Marco Eigenman CHAIRMAN and CEO	<ul> <li>Aged 58, Mr. Eigenmann joined the Company in 1992</li> <li>He started his career at Eigenmann &amp; Veronelli, the family business involved in trading of raw materials for food, Pharma and cosmetic industries</li> </ul>
<b>Giorgio Ferraris</b> CEO	<ul> <li>Aged 60, Mr. Ferraris joined Fine Foods in 2013</li> <li>In 2013 he was appointed Board of Directors Member of Mondoconvenienza, left in 2014 to focus on Fine Foods</li> <li>Previously, Mr. Ferraris worked for CTI INVEST as M&amp;A General Manager of the Italian packaging division, and for Mondadori Printing</li> <li>Between 1995 and 2003 he worked in New Jersey as Executive VP in the specialty chemical sector</li> <li>Mr. Ferraris graduated in Pharmacy and attended executive programs at Harvard Business School</li> </ul>
<b>Pietro Bassani</b> CFO	<ul> <li>Aged 54, Mr. Bassani was appointed CFO of Fine Foods in 1998</li> <li>From 1993 to 1998, he worked as Administration and Finance Director for La Metallurgica S.r.l. and Vamp Technologies S.r.l.</li> </ul>

- He is a qualified accountant ("Dottore Commercialista")
- He graduated in Business Administration

## Fine Foods' Skilled and Strong Management Team (2/2)



Source: Company data

<b>Cesare Dognini</b> Quality Unit Director	<ul> <li>Mr. Dognini joined the company in 1997</li> <li>Previously worked as quality control manager at Mitim (currently Recipharm)</li> <li>Graduated in Pharmaceutical Chemistry and Technology</li> </ul>		
<b>Alghisio Orizio</b> Pharma Plants Director	<ul> <li>Mr. Orizio joined the company in 2017</li> <li>Previously worked as plant director at Mitim (currently Recipharm)</li> </ul>		
<b>Daniele Sala</b> Food Plant Director	<ul> <li>Mr. Sala joined the company in 2001</li> <li>Previously worked at Nestlé in the quality assurance department</li> <li>Graduated in Food Science and Technology</li> </ul>		
<b>Mario Barbini</b> Pharma Activities Director	<ul> <li>Mr. Barbini joined the company in 2009</li> <li>Previously worked as technical operations manager at Fedegari Autoclavi</li> <li>Graduated in Pharmaceutical Chemistry and Technology</li> </ul>		
Marina Pasquino R&D Director	<ul> <li>Ms. Pasquino joined the company in 2004</li> <li>Previously worked at SIIT and Dompé</li> <li>Graduated in Pharmaceutical Chemistry and Technology</li> </ul>		
Lorenzo Cremonesi Supply Chain Director	<ul> <li>Mr. Cremonesi joined the company in 2014</li> <li>Previously worked at Mipharm and Olon as procurement manager</li> </ul>		
<b>Mario Ruscitto</b> IT Director	<ul> <li>Mr. Ruscitto joined the company in 2002 in the IT department, acquiring growing responsibilities up to current</li> </ul>		

# **Fine Foods' Key Valuation Metrics**



2047 A DILICTRAFRITO (CL)

		2017 ADJUSTMENTS (€k)	
VALUATION APPROACH	DCF AND MULTIPLES	EBITDA 2017	15,522
ATTROACT		One-time costs due to the recent change of the IT system	837
		One-time costs due to plants' expansion	374
	• Equity value of the Target:	EBITDA Adj. 2017	16,733
	€120.0m	EBIT 2017	8,963
	<ul> <li>Bridge to Enterprise Value: €20.4</li> <li>Net debt at December 2017</li> </ul>	One-time costs due to the recent change of the IT system	837
TRANSACTION	€20.4m	One-time costs due to plants' expansion	374
DETAILS	• Implied Enterprise Value:	EBIT Adj. 2017	10,174
	€140.4m	Net Income 2017	6,187
	<ul> <li>Implied multiples on 2017 financials:</li> </ul>	One-time costs due to the recent change of the IT system	837
	<ul> <li>EV/EBITDA adj. 2017: 8.4x</li> <li>P/E adj. 2017:17.0x</li> </ul>	One-time costs due to plants' expansion	374
		IRES+IRAP marginal impact	(338)
		Net Income Adj. 2017	7,060

### Key Terms Proposed for the Business Combination



	Target Company: Fine Foods & Pharmaceuticals N.T.M. S.p.A. ("FF&P", or the "Target")
	Equity Value: €120m
	<b>€100m cash</b> injected entirely in capital increase
Solution	<b># of Warrant for FF&amp;P shareholder:</b> 4,000,000, o/w 100% exercisable at stock price equal to $\leq 13.0$ , for 15 days out of 30 trading days, in three years starting from the Business Combination; if this condition is not met, 25% of the Warrants becomes exercisable if stock price reach $\leq 14.0$ , for 15 out of 30 days during the fourth or the fifth year from Business Combination, and the remaining 75% becomes exercisable during the sixth year, any time subject to a strike price of $\leq 9.5$ and a cap of $\leq 13$ . Warrants underlying shares' underwriting pricing is initially set at $\leq 0.1$ per share, which can be subsequently raised up to $\leq 7.0$ through a resolution of the BoD, provided that certain conditions set forth in the "Documento Informativo" are met
	<b>Triple vote shares to reach 65.1% voting rights</b> (share swap conditional on any M&A transaction), assuming 0% withdrawal corresponding to n. 3,500,000 triple vote shares
	<b>Stock grant plan for FF&amp;P management team (excluding the Chairman):</b> 440,000 shares underlying an incentivizing stock grant plan, based on EBITDA growth and share price evolution. To be defined by the new Board of Directors, after business combination
	Board Members post BC: Conti, Costaguta, Ferrario, Eigenmann, Ferraris, Pala, Oriani
	Lock-up for current shareholders of the Target: 20 months
	Trans listing on MTA expected with 2018 financials in H1 2019s
Solution	<ul> <li><b>"Documento Informativo"</b>, ex-Art. 14 of the Innova Italy 1 by-laws, includes financial data as follows (ITA GAAP):</li> <li><u>SPAC</u> financial data as of 31.12.2017</li> <li><u>Target's</u> financials as of 31.12.2017 compared to 2016</li> <li><u>Target's</u> financials as of 31.12.2016 compared to 2015</li> <li><u>Pro-forma</u> financials as of 31.12.2017</li> </ul>

# **Transaction Working Team**



Nomad	M BANCA IMI	Business DD	LONG TERM PARTNERS
<ul> <li>Financial Advisor Fine Foods</li> </ul>	EY	Accounting and Tax DD	KPMG
Legal Counsel Fine Foods	GRIMALDI STUDIO LEGALE	Legal Counsel Innova	GIANNI·ORIGONI GRIPPO·CAPPELLI Partners
Auditor Fine Foods	Deloitte.	Auditor Innova	KPMG