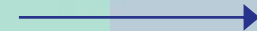




9M-2022

Results Presentation

17/11/22



Disclaimer

This document has been prepared by Fine Foods & Pharmaceuticals N.T.M. S.p.A. for the sole purpose described herein. The information herein is provided on a strictly confidential basis. By receiving this document the recipient undertakes with the Company to maintain the contents of the document and the document itself strictly confidential. This document may not be copied, distributed or reproduced in whole or in part, nor passed to any third party without the written consent of the Company.

The information contained herein does not purport to be comprehensive. The content of this document has a merely informative nature and is not to be construed as providing investment advice. Interested parties should conduct their own investigation and analysis of the Company and the data set forth in this document.

The statements contained herein have not been independently verified. No representation or warranty, either express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness, correctness or reliability of the information contained herein. Neither the Company nor any of its representatives shall accept any liability whatsoever (whether in negligence or otherwise) arising in any way in relation to such information or in relation to any loss arising from its use or otherwise arising in connection with this presentation.

The information contained in this document, unless otherwise specified is only current as of the date of this document. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. This presentation includes certain forward looking statements, projections, objectives and estimates reflecting the current views of the management of the Company with respect to future events. Due to such uncertainties and risks, readers are cautioned not to place undue reliance on such forward-looking statements as a prediction of actual results. All forward-looking statements included herein are based on information available to the Company as of the date hereof. The Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise





Fine Foods

We create value



Consolidated Financial Highlights

	9M-2021	9M-2022	
REVENUES	€ 144.9 ¹⁾ mln	€ 152.8 mln	+5.5%
EBITDA*	€ 18.8 mln	€ 12.6 mln	-33.3%
EBITDA MARGIN	13.0% ¹⁾	8.2%	

TREND	Q4-2021	Q1-2022	Q2-2022	Q3-2022
REVENUES	€ 50.0 mln	€ 50.8 mln	€ 49.8 mln	€ 52.2 mln
EBITDA**	€ 2.3 mln	€ 4.0 mln	€ 4.4 mln	€ 4.2 mln
EBITDA MARGIN	4.7%	7.8%	8.9%	8.0%

1) The Group reclassified the revenues from services provided to customers from “other revenues” to “revenues”, as the latter meet the requirements to be reported under “revenues from customer contracts.” The comparative figures have been restated accordingly. Revenues from customer contracts as of 30 September 2021 are currently € 144.9 million compared to € 143.4 million presented before (Press Release issued on 12 November 2021). This did not effect the Income Statement subtotal Total revenue or other Income Statement items. The percentages for the 30 September 2021 figures have been recalculated based on the new value of customer contract revenues of € 144.9 million.

* EBITDA ADJUSTED FOR NON RECURRING COSTS AMOUNTING TO 0.4 €M IN 9M-2022 AND 0.9 €M IN 9M-2021
** EBITDA ADJUSTED FOR NON RECURRING COSTS AMOUNTING TO 0.8 €M IN Q4-2021, 0.5 €M IN Q2-2022 AND -0.1 €M IN Q3-2022



Knowledge and technologies

Cross-fertilized innovation by exploiting our expertise in different fields and leveraging **best practices** and **technical know-how** to offer new opportunities to our **customers**

→ NUTRA AND PHARMA



tablets, capsules, granules, powders

- Bottles
- Jars
- Blister
- Sachet

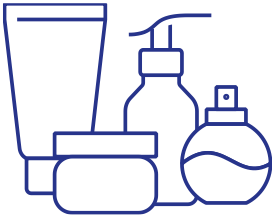


→ COSMETICS



creams & lotions, liquids, gels, toothpaste, eau de perfume

- Tubes
- Sticks
- Bottles
- Jars



Selection of products

- Pharmaceuticals
- Nutraceuticals
- Cosmetics

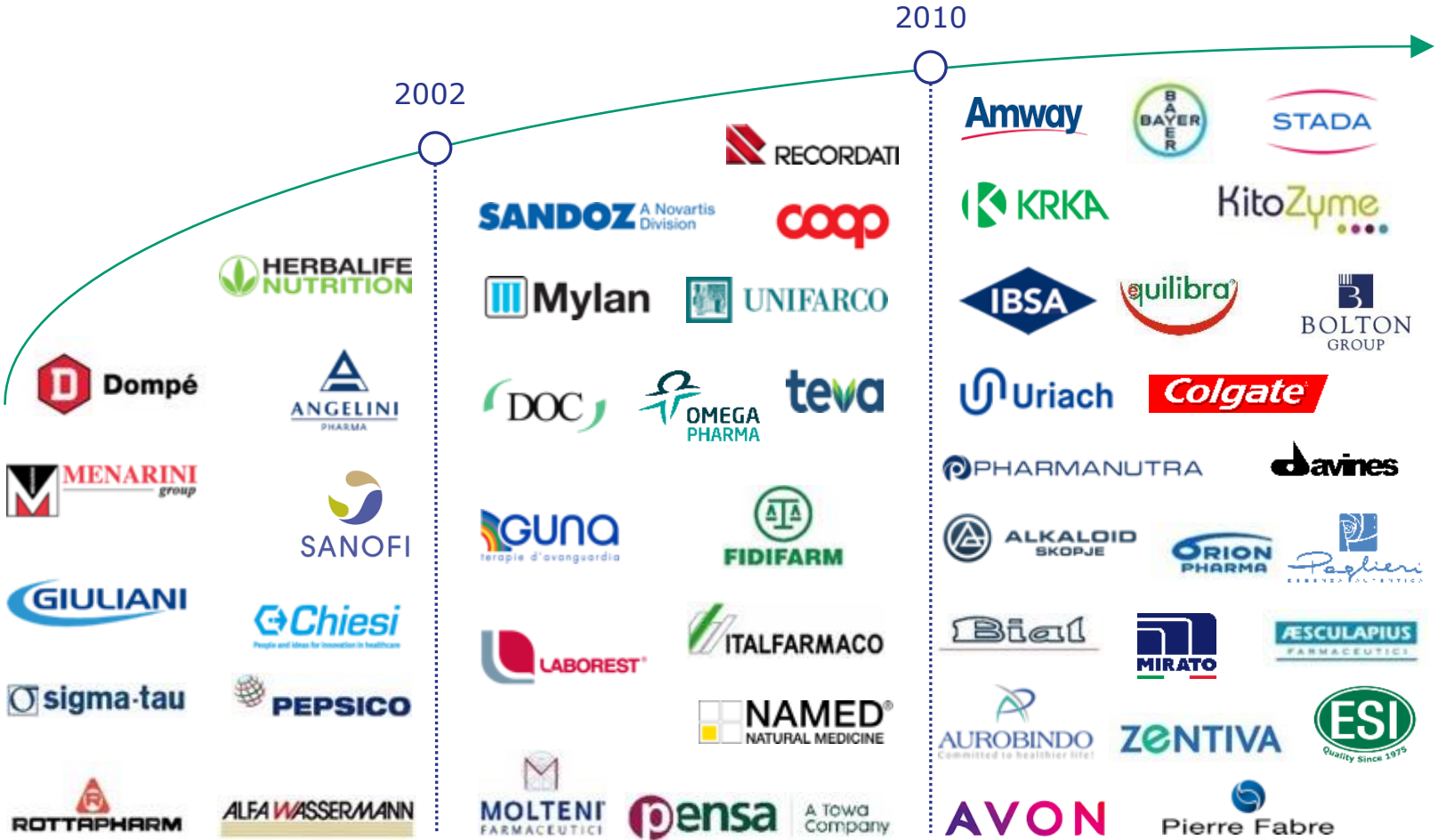


Customers' loyalty

Retained key clients acquired before 2002 with several new ones added afterwards, including those derived from our recent acquisitions in the cosmetics industry, which consolidated our high customer retention rate.

Note: Sigma-Tau & Alfa Wassermann (now Alfasigma), Mylan (now Viatris), Fidifarm (now Dietpharm)

Colgate, Bolton, Mirato, Paglieri, Esi, Equilibra, Davines are clients of the new acquired Cosmetic Division



SELECTION OF CLIENTS



Fine Foods key figures 2021



192.6€m Revenues in 2021
with ~11% CAGR over the last
10 years (~10% organic)



79.5€m increase in revenues
over the last 5 years (63.3
organic)



~69% of products sold in
2021 has been delivered
abroad ⁽¹⁾



~264 customers, mainly leading
Pharmaceutical, Nutraceutical and
Cosmetic players



>760 employees of which
~16% dedicated to R&D and
QA



~2.400 SKUs⁽²⁾ tailored
to client needs

(1) 74€m revenues invoiced in Italy, of which
14€m delivered abroad | (2) SKUs means
“Stock-Keeping Units”, namely single product
codes



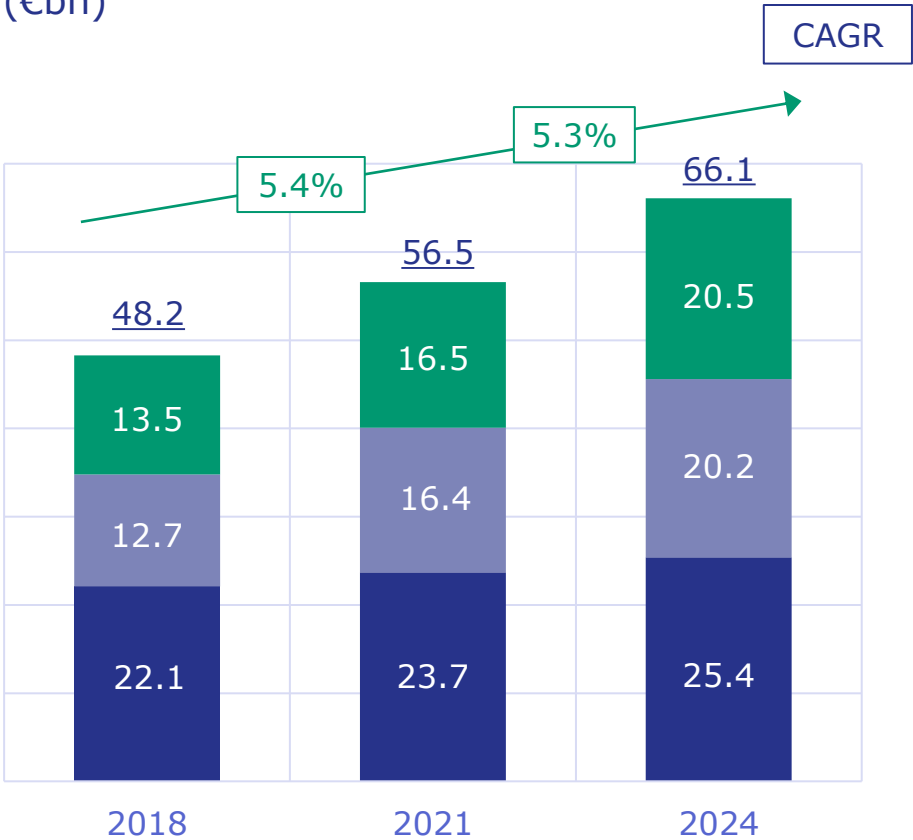
Fast growing Nutraceutical European Market

The European Nutraceutical Market has shown high, steady growth, and is expected to maintain a positive trend in coming years

*Source: Euromonitor International, Consumer Health 2023 Edition/Health and Wellness 2022 Edition, Retail Value RSP, EUR Fixed Ex Rates, Current Prices



EUROPEAN NUTRACEUTICAL PRODUCTION*
(€bn)



	CAGR '18-'21	CAGR '21-'24
Vitamins & Dietary Supplements	7.0%	7.4%
Fine Foods reference market		
Functional Beverages	8.9%	7.3%
Functional Foods	2.3%	2.5%

Pharmaceutical European production shows consistent non-cyclical growth

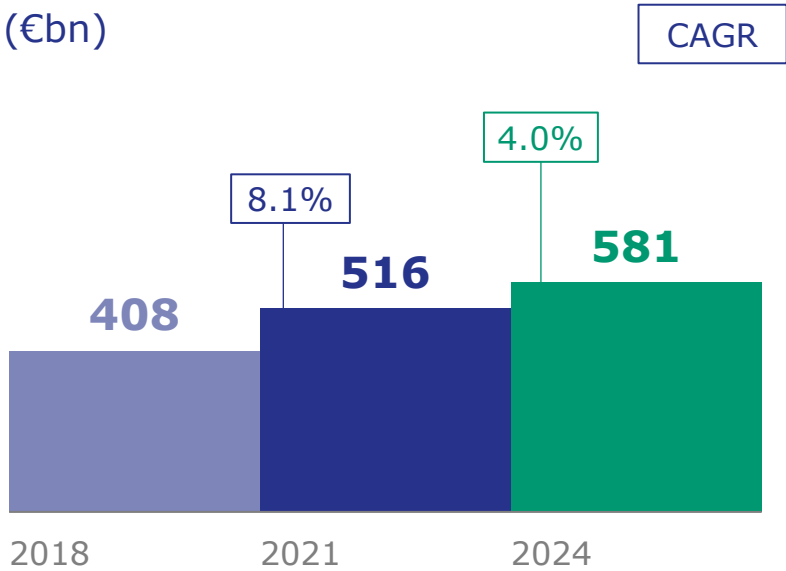
* Source: Euromonitor International, Industrial, Pharmaceuticals, 2022 Edition, Production MSP, EUR Fixed Ex Rates, Current Prices

** Source: Prometeia – Farminindustria 2021

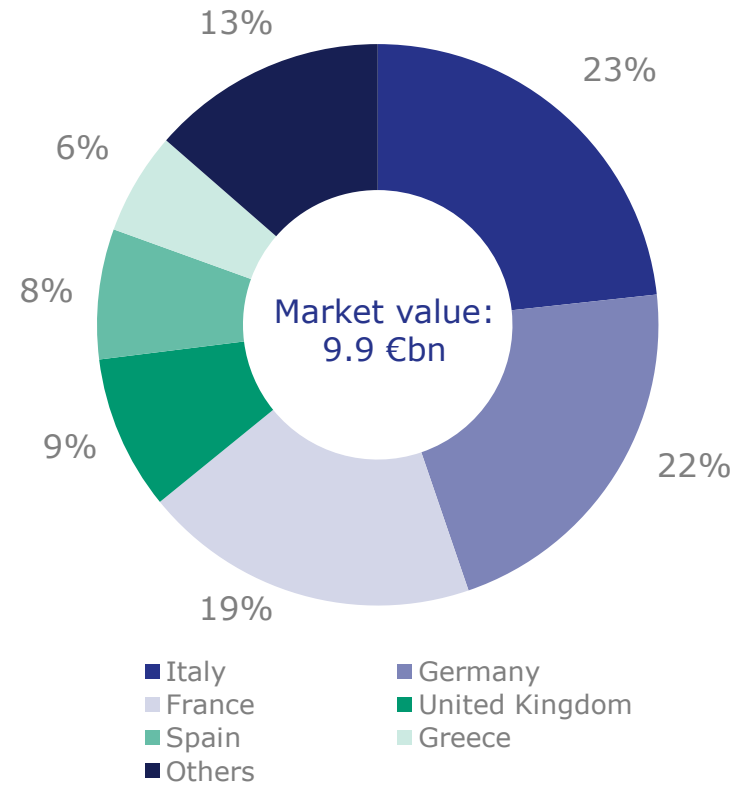


EUROPEAN PHARMACEUTICAL PRODUCTION*

The European Pharmaceutical production is expected to continue its sound growth in coming years



EUROPEAN CDMOs (PHARMA) 2019 MARKET VALUE**



Expanding in the fast-growing Cosmetic and Biocide market

Source: Euromonitor International, Consumer Health 2023 Edition/Beauty and Personal Care 2022 Edition /Home Care Edition 2022, Retail Value RSP, EUR Fixed Ex Rates, Current Prices

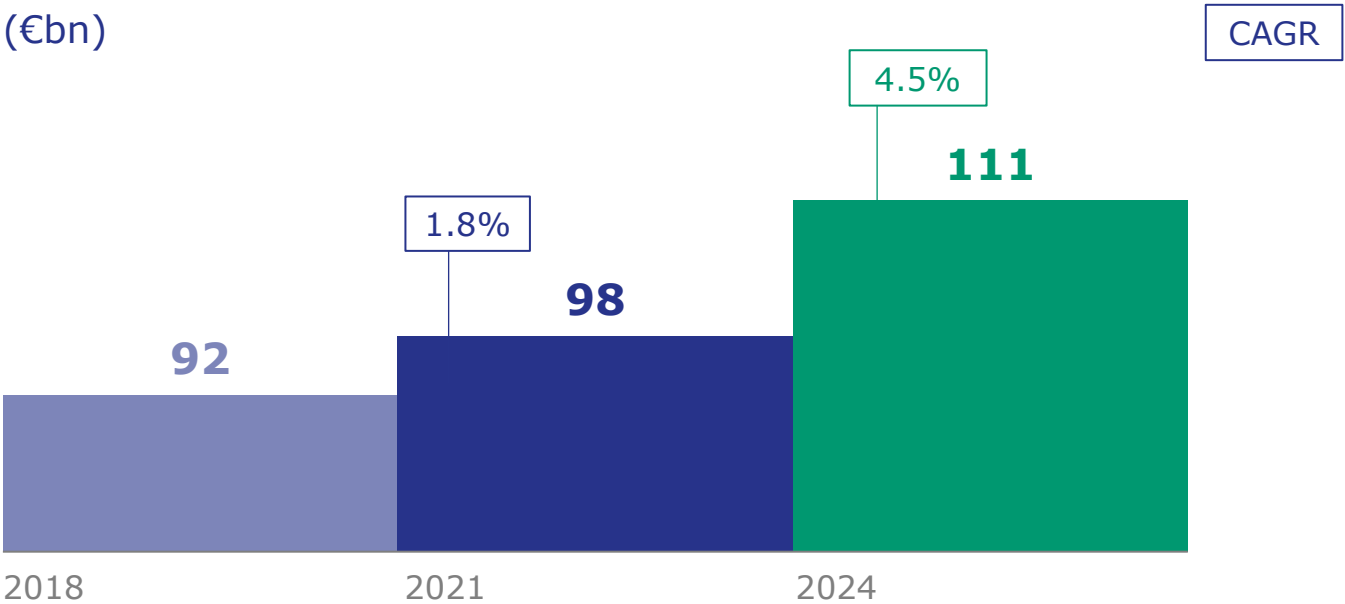
Cosmetics as per aggregation of Euromonitor’s Bath and Shower, Deodorants, Hair Care, Skin Care, Fragrances and Sun Care.

Biocides as per aggregation of Euromonitor’s Oral Care, Dermatologicals, Surface Care, Adult Mouth Care



EUROPEAN COSMETIC AND BIOCIDES MARKET

The **European Cosmetic and Biocide** market is expected to **accelerate growth** in coming years



Consistently outperforming Reference Markets

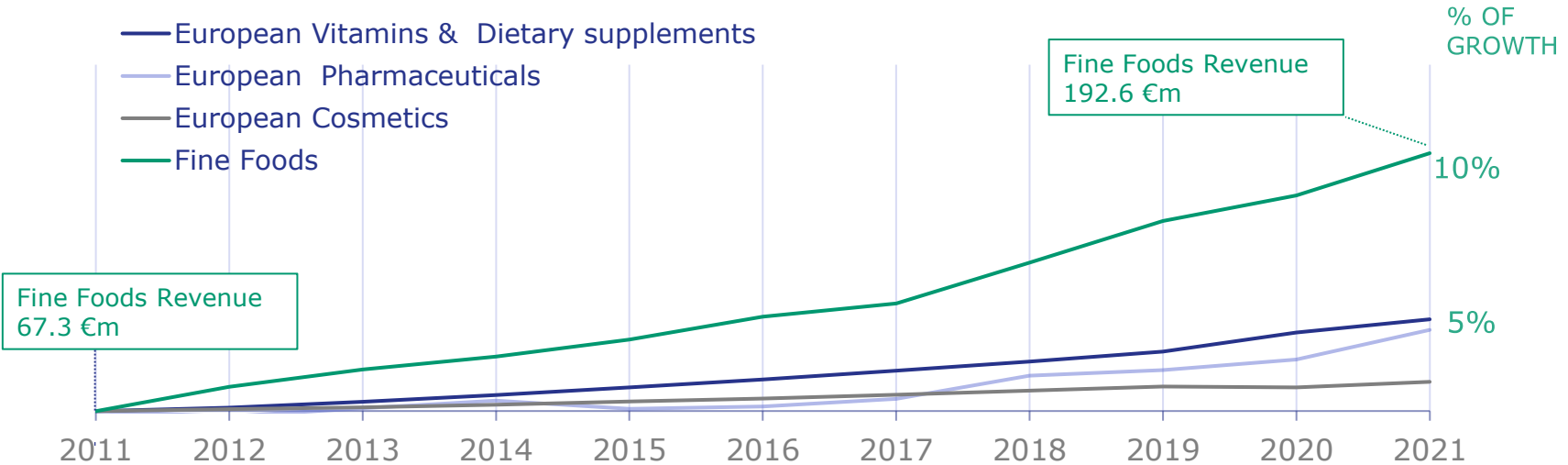
Sources: Euromonitor International, Industrial, Pharmaceuticals, 2022 Edition Production MSP, EUR Fixed Ex Rates, Current Prices. Consumer Health, 2023 Edition, Retail Value RSP, EUR Fixed Ex Rates, Current Prices

Methodology: the three variables' time series are divided by their respective 2010 value (the basis) and multiplied by a factor of 100; the considered variables are Fine Foods revenues, European Nutraceuticals – Vitamins & Dietary Supplements segment size, European Pharmaceuticals production size and European Cosmetics size



Reference markets **show high steady growth and resilience during recessions**

Fine Foods has substantially outgrown its reference end-markets in the last decade, with 2021 sales at 2.9X the 2011 level



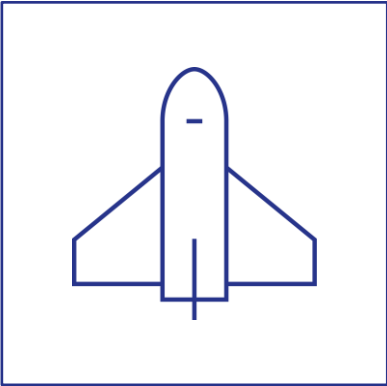
2

Research & Development



R&D for efficient and high-quality product development

Thanks to different approaches to each customer’s requests our R&D Department is able to define, develop and deliver the best solution to their specific needs



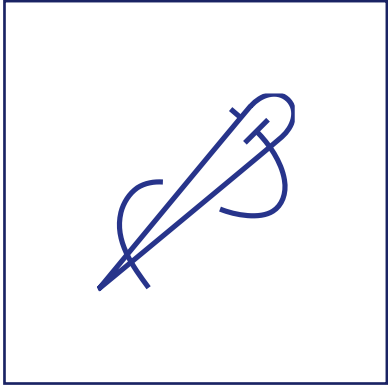
OPPORTUNITY LAB

Formulae databank
→ Huge assortment of finished product formulations set to go



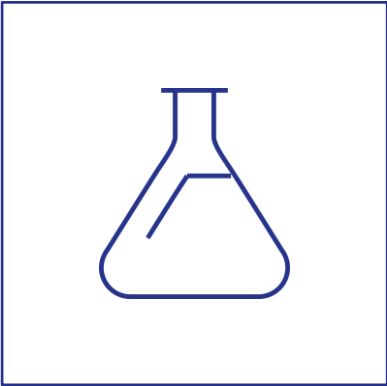
INNOVATION LAB

Innovative products
→ A lab to offer out-of-the-box ideas



CUSTOMISATION LAB

Exclusive and customised product
→ Tailor-made solutions for the most challenging projects



TRANSFER LAB

Efficient Technology Transfer
→ Fast and reliable Transfer from existing formulations

FOOD SUPPLEMENTS & COSMETICS

PHARMACEUTICALS

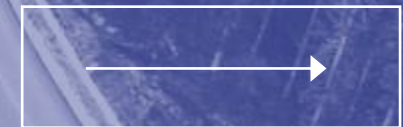


> 123

employees dedicated to scientific, technical, quality & control activities representing ~16% of total workforce

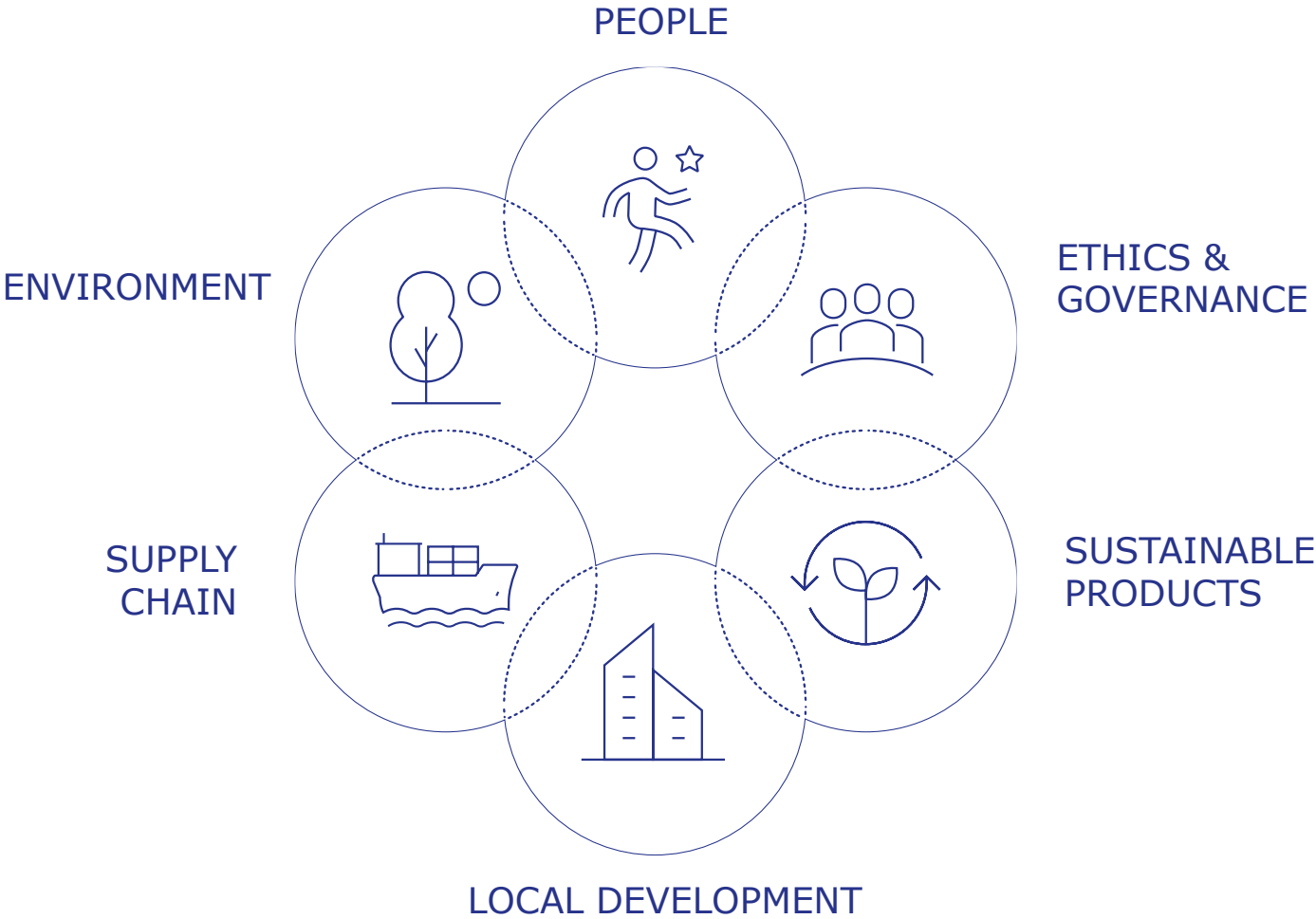
3

Environmental Social & Governance



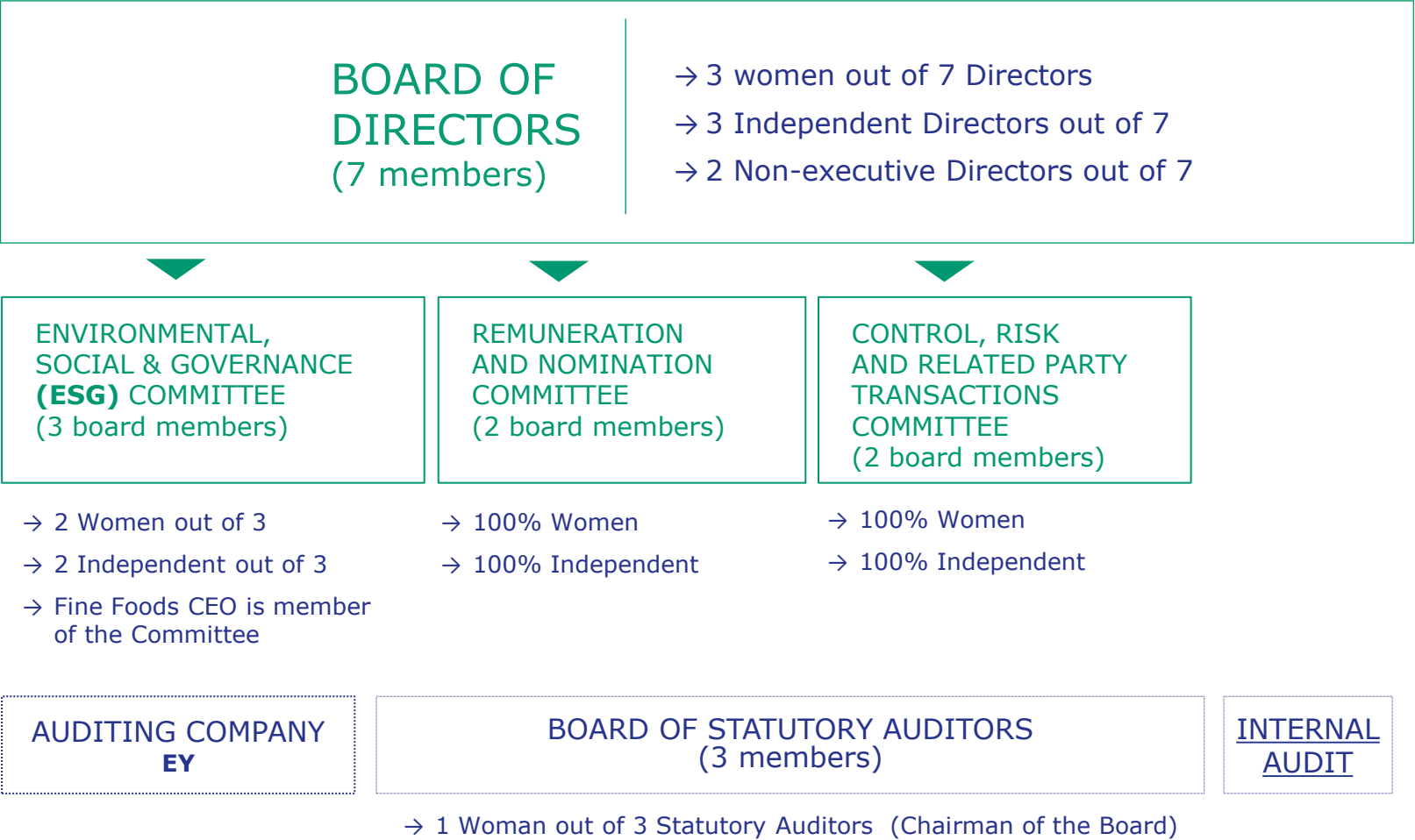
Strong holistic ESG approach since foundation

AREAS OF ACTION

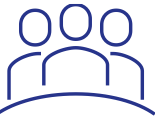
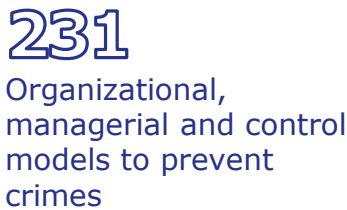


Corporate Governance

Our governance is structured around an **ESG responsible approach**. It allows us to pursue a sustainable growth while also ensuring continuity to all our stakeholders



Ratings ESG commitment Certifications



Please note that each of the certifications included in this slide is held by one or more companies of the Group, as the case may be



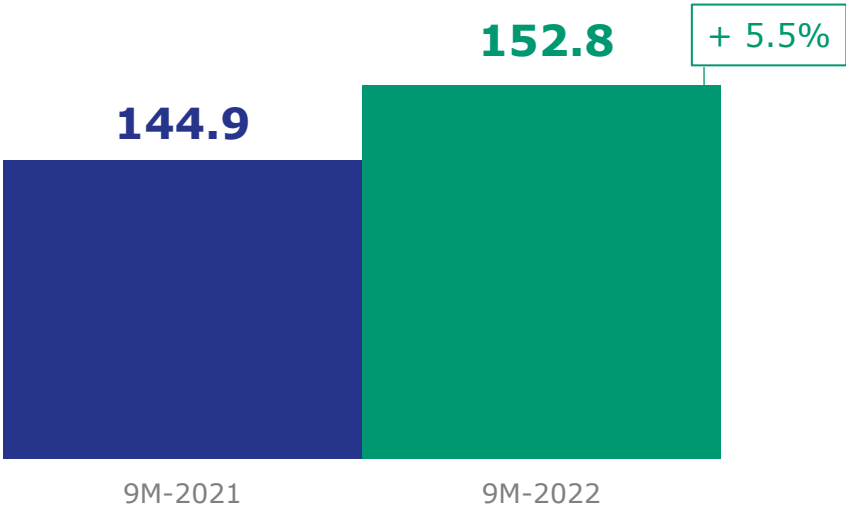
Financials



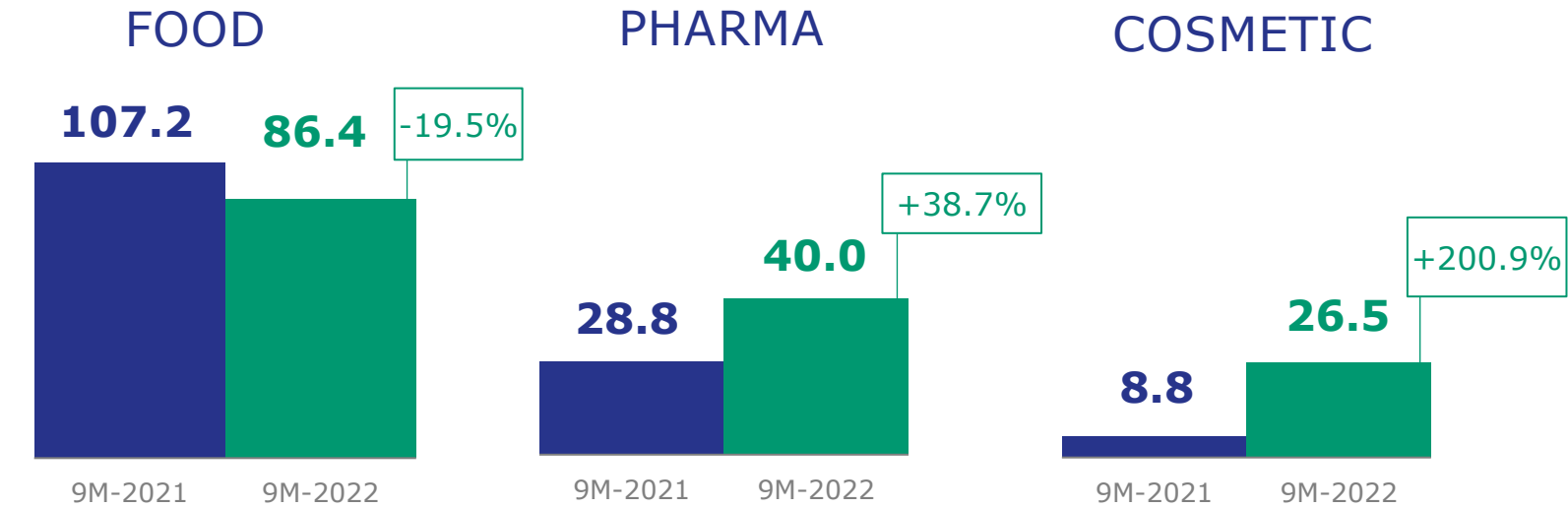
Fine Foods Group Revenues

Group Revenues increased due to Pharma BU performance and Cosmetics BU consolidation

Q3-2022 revenues (52.2 €m) **improved compared to the previous quarters:** 49.8 €m in Q2-2022, 50.8 €m in Q1-2022, 50 €m in Q4-2021



Revenue break-down



EBITDA

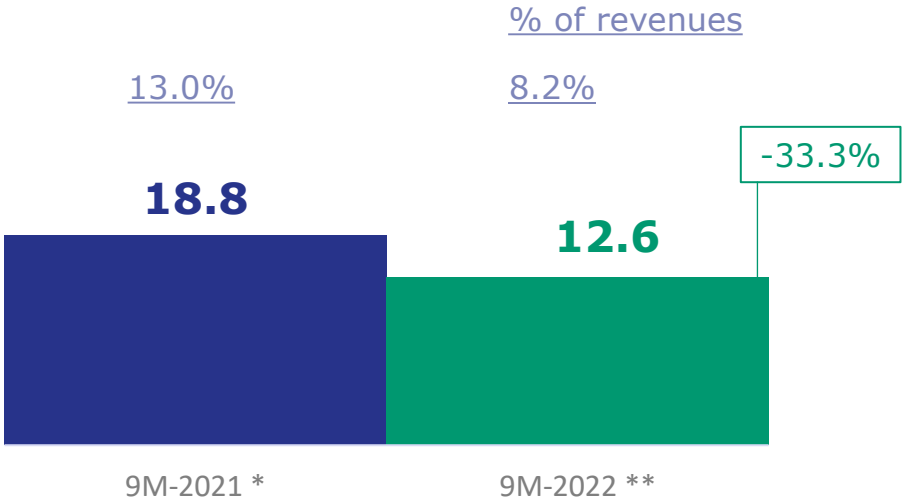
EBITDA margin decreased due to the current economic situation that generated inefficiencies in the production chain and a significant increase in energy costs, with a peak in Q3-2022

Energy costs were 5.4 €m in 9M-2022 with an incidence on revenues of 3.5% compared to 1% in 9M-2021, with **additional costs of 4 €m**

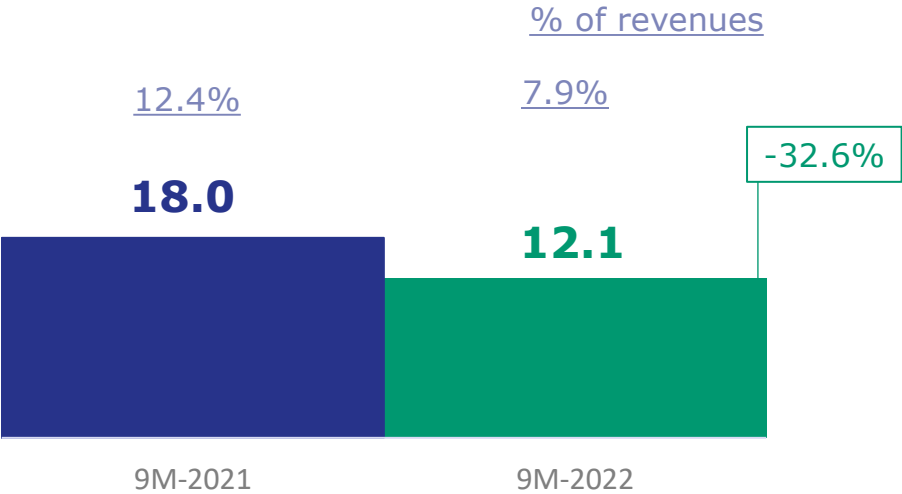


EBITDA ADJUSTED

* 0.9 €m ADJ for extraordinary consultancy fees
** 0.4 €m ADJ for non recurring costs



EBITDA REPORTED



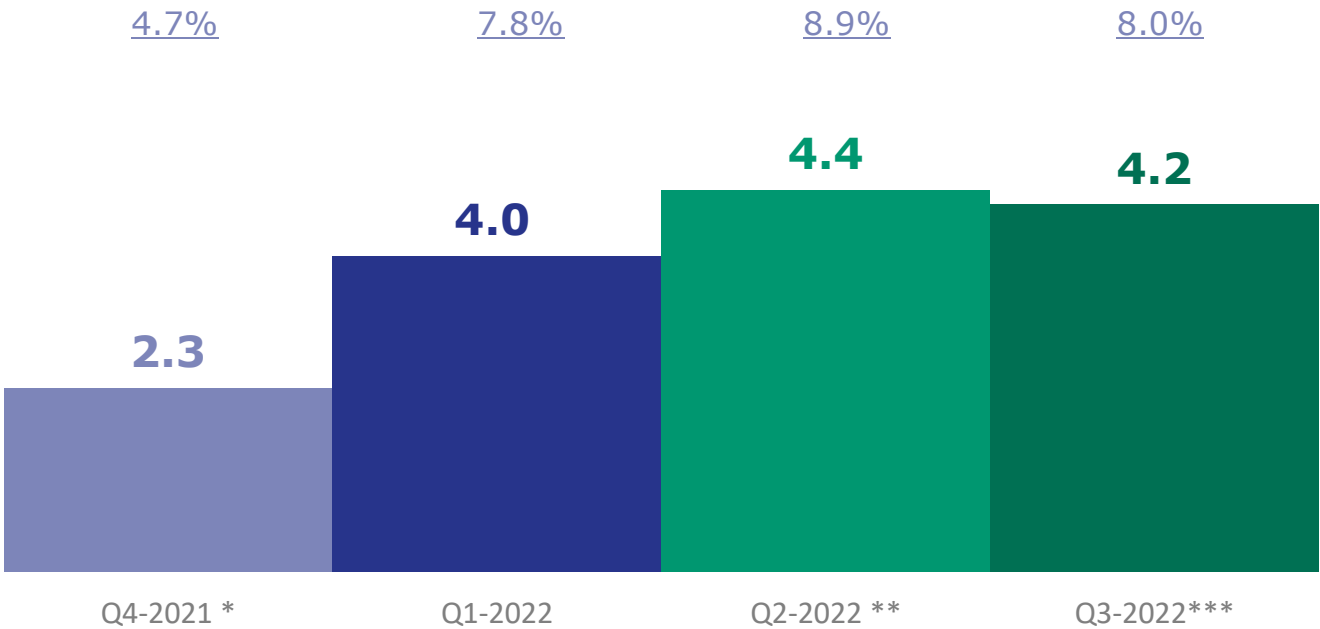
EBITDA ADJUSTED TREND OVER THE LAST 4 QUARTERS

Compared to Q4-2021, margins increased due to the actions implemented by the Group including transferring increased raw and packaging material costs to customers. This included energy costs from Q3-2022, and reduction of production downtime, due to stock management policies

Q3-2022 saw a significant increase in energy costs (5% on Q3-2022 revenues vs 1.1% on Q3-2021 revenues)

Please see next slide for further details

% of revenues



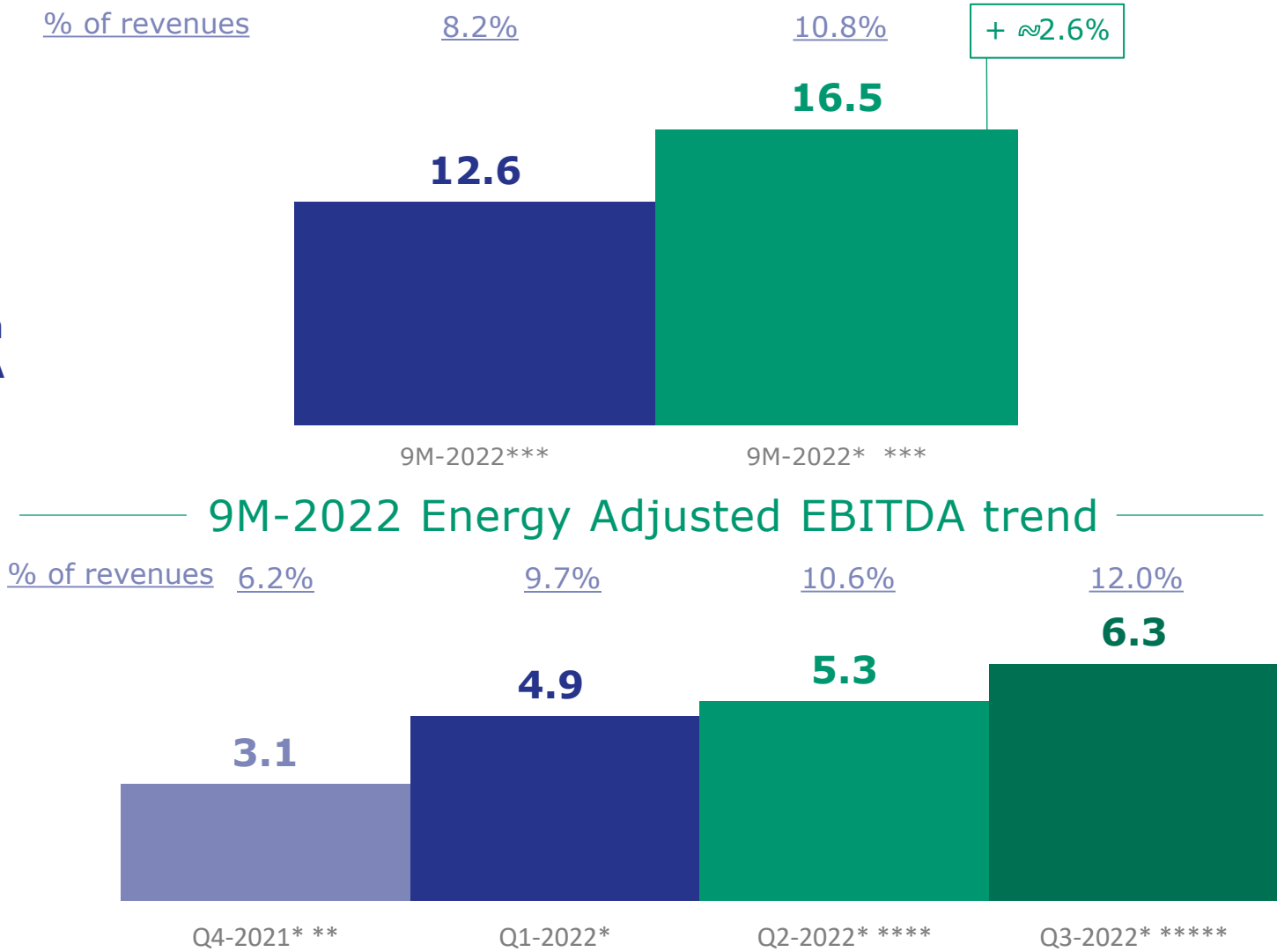
* 0.8 €m ADJ for extraordinary consultancy fees
** 0.5 €m ADJ for non recurring costs
*** -0.1 €m ADJ for non recurring costs



Energy Impact on EBITDA ADJ in 9M-2022 and Q4-2021

Assuming the same Energy Cost incidence on Revenues in 9M-2021 and 9M-2022, **EBITDA in 9M-2022 would be close to 11%**

The chart below shows Energy Impact over the last four quarters



* Energy Adjusted EBITDA recalculated assuming the same Energy Costs incidence on Revenues in 9M 2022 compared to 9M 2021

** 0.8 €m ADJ for extraordinary consultancy fees

*** 0.4 €m ADJ for non recurring costs

**** 0.5 €m ADJ for non recurring costs

***** -0.1 €m ADJ for non recurring costs

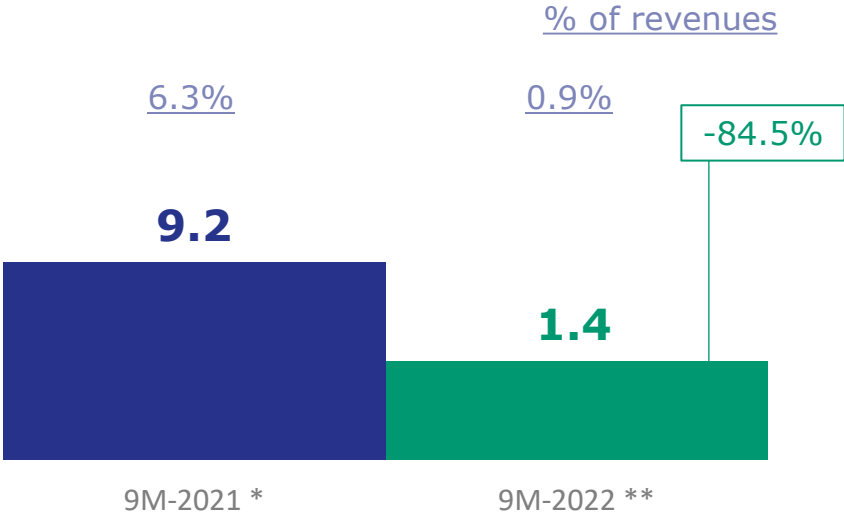


EBIT

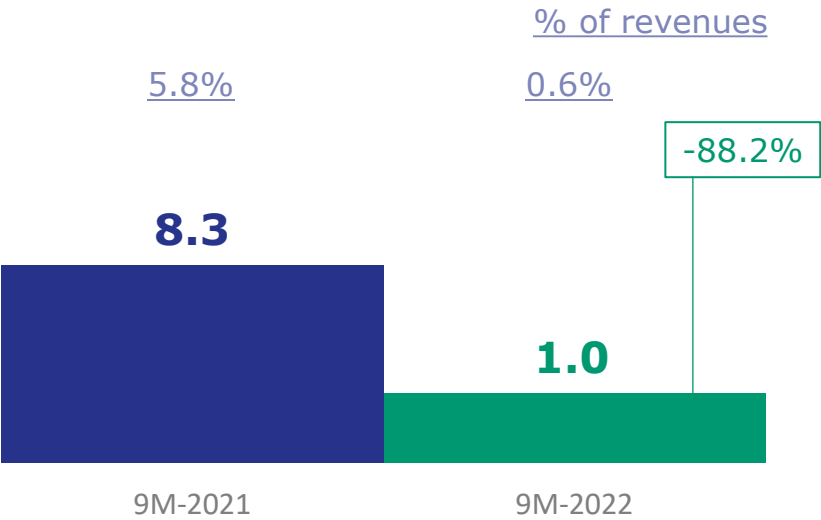
EBIT decreased due to a EBITDA reduction and a slight increase in depreciation and amortisation for the period

EBIT ADJUSTED

* 0.9 €m ADJ for extraordinary consultancy fees
** 0.4 €m ADJ for non recurring costs

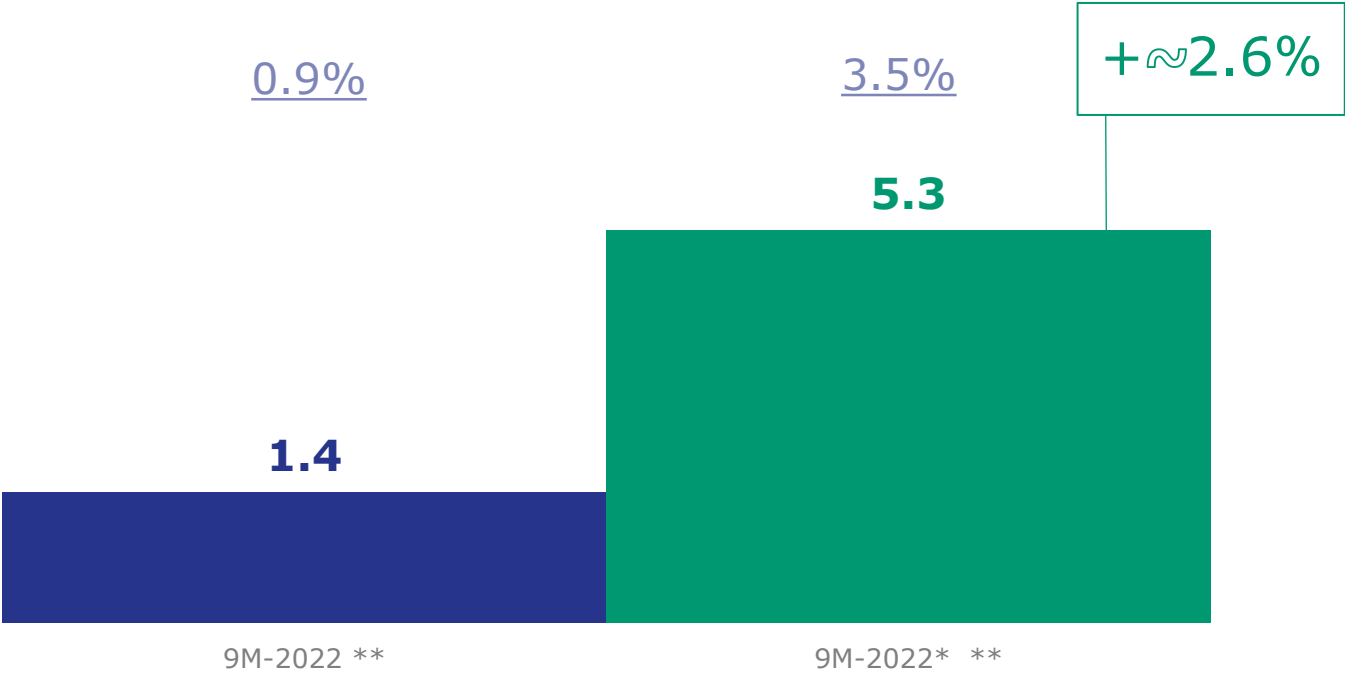


EBIT REPORTED



Energy Impact on EBIT ADJ in 9M-2022

Assuming the same Energy Cost incidence on Revenues in 9M-2022 and 9M-2021, **EBIT in 9M-2022 would be 3.5%**



* Energy Adjusted EBIT recalculated assuming the same Energy Cost Incidence on Revenues in 9M 2022 compared to 9M 2021

** 0.4 €m Adjusted for non-recurring costs



Net income

Net Income ADJ decreased due to a EBIT reduction and financial management negative performance

Net Income Reported affected by:

1) **non-cash effects** for fair value evaluation on warrants and financial assets:

9M-2021:	9M-2022:
o Negative fair value evaluation on warrants (-9.7 €m)	o Negative fair value evaluation on financial assets (-7.9 €m)

Despite the negative fair value of the securities management in 9M-2022, the overall management showed a positive performance of about 3.9 €m

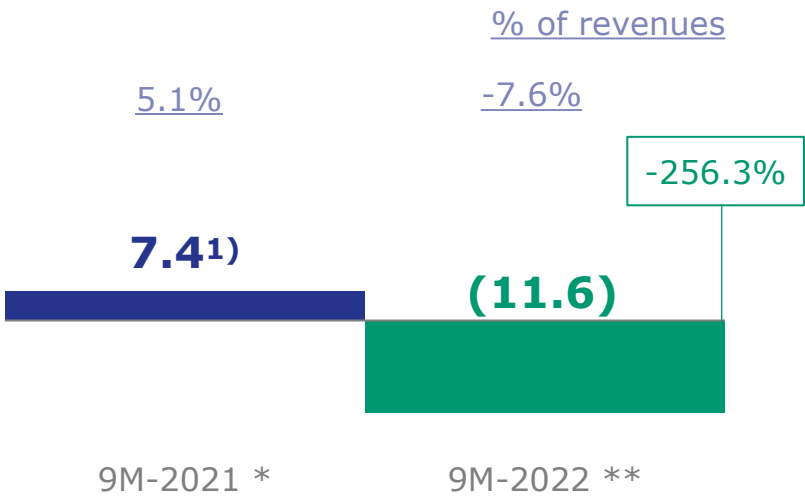
2) Following Fine Foods' Leakage Reimbursement Request of 6.7 €m from previous Euro Cosmetic's shareholders, the Expert established 3.5 €m as eligible for purchase price adjustment; the remaining 3.2 €m was written down. The Company will consider further action to recover the claim in its entirety.



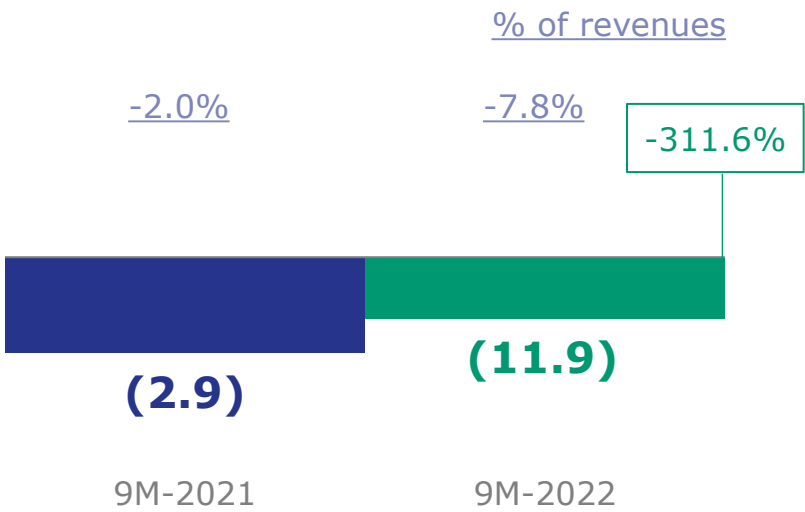
NET INCOME ADJUSTED

- * 10.3 €m ADJ:
 - o 0.6 €m non recurring costs net of tax effect
 - o 9.7 €m positive effect on warrant fair value measurement net of tax effect
- ** 0.3 €m ADJ for non recurring costs net of tax effect

1) The Adjusted Net Income of 7.4 €m for the 9M-2021, changed compared to 10.5 €m in the 30 September 2021 Interim Financial Report and in the related Press Release issued on 12 November 2021 incorporating the taxation on the change in the fair value of warrants specified in the reply to the question (Interpello) submitted by the Parent Company to the Inland Revenue Agency, received at the end of 2021



NET INCOME REPORTED



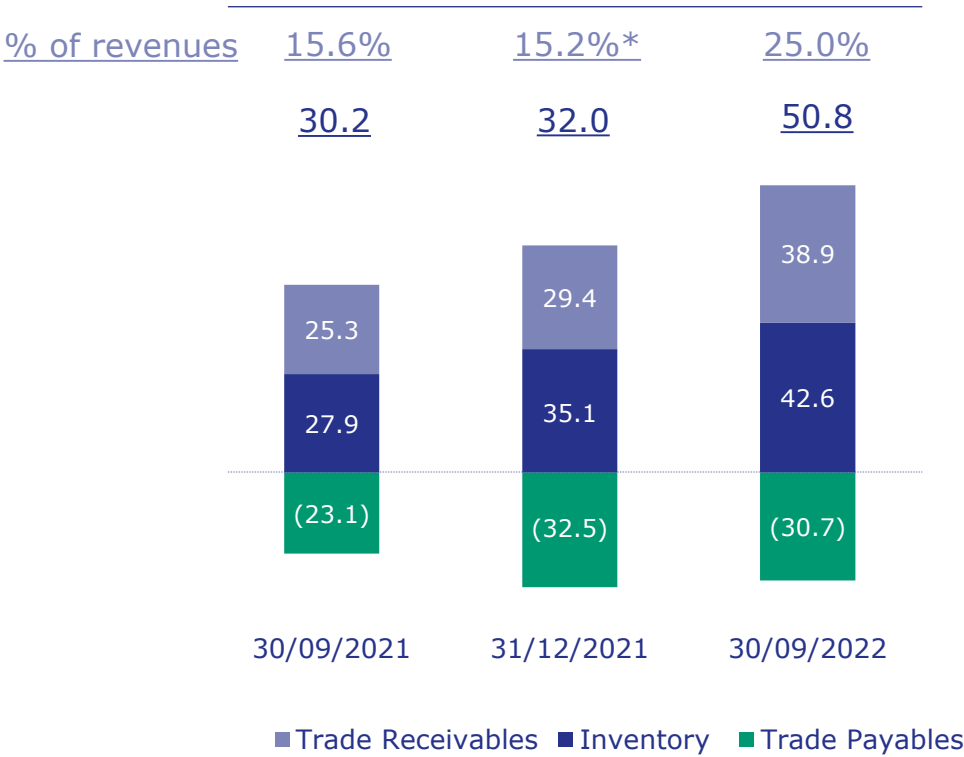
Solid Capital structure despite challenges

*percentage computed on revenues with 12 months Euro Cosmetic turnover



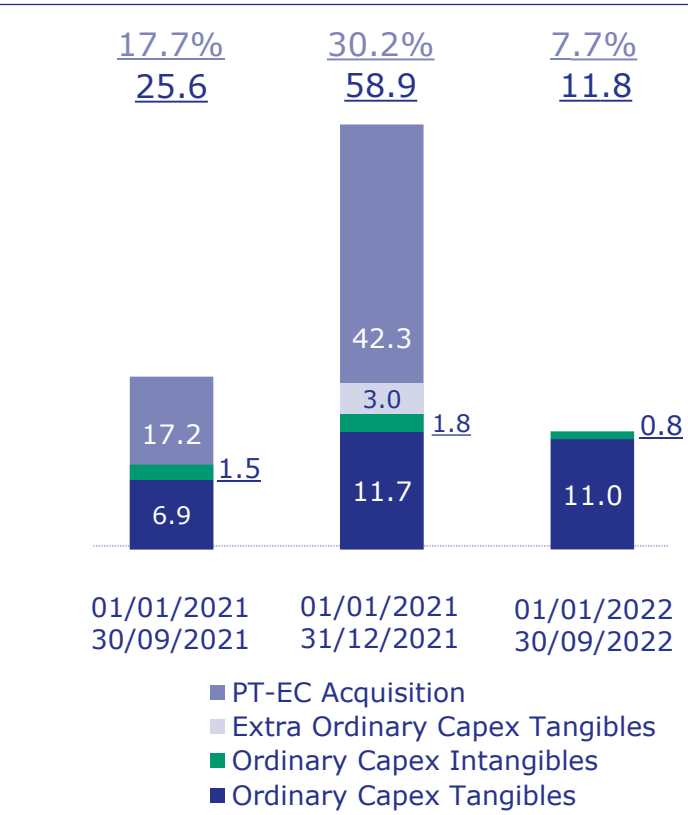
NET WORKING CAPITAL

NWC change was generated by the increase in trade receivables and inventories which rose sharply due to the unavailability of raw and packaging materials



CAPEX AND INVESTMENTS

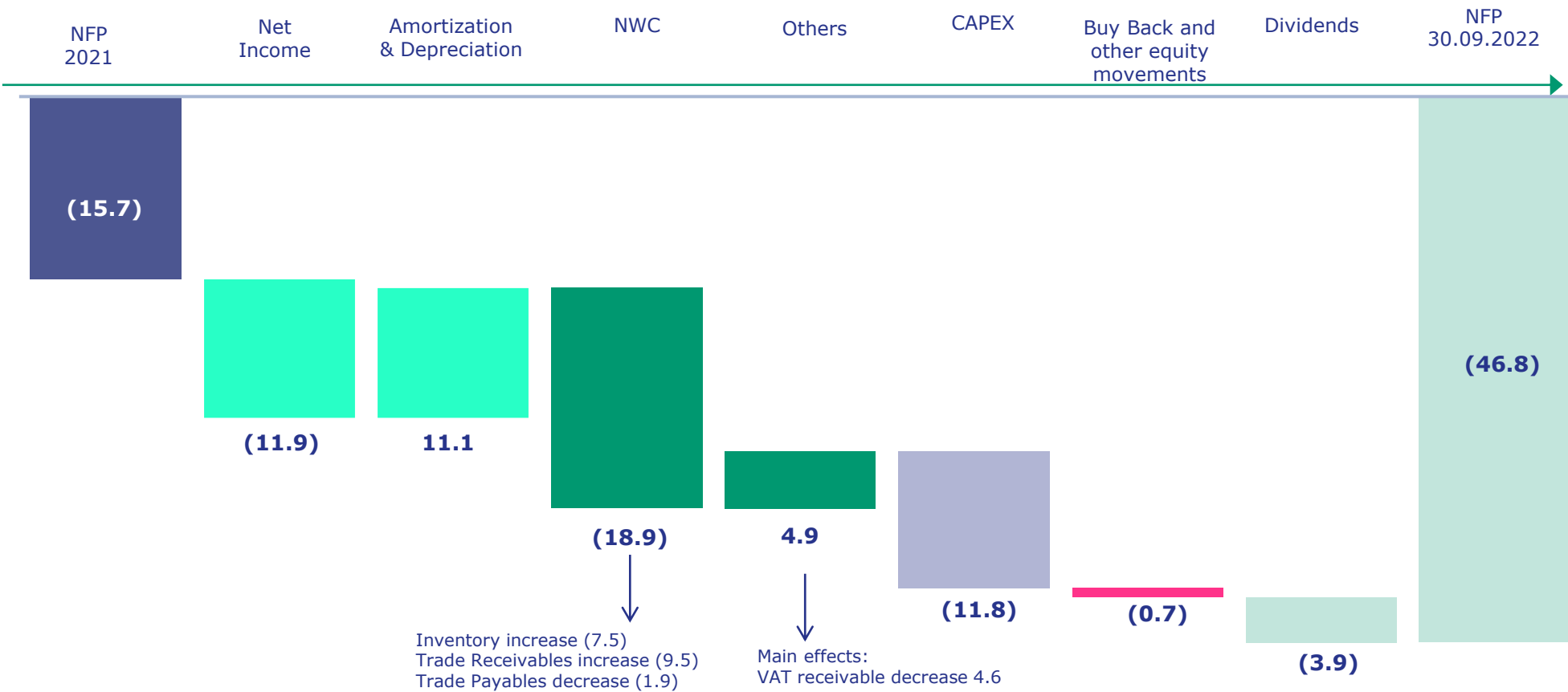
The main impact in 2021 derived from Pharmatek (Q1 2021) and Euro Cosmetic acquisitions (Q4 2021); ordinary capex was €11.8 million in 2022 (7.7% of revenues)



Net Financial Position evolution

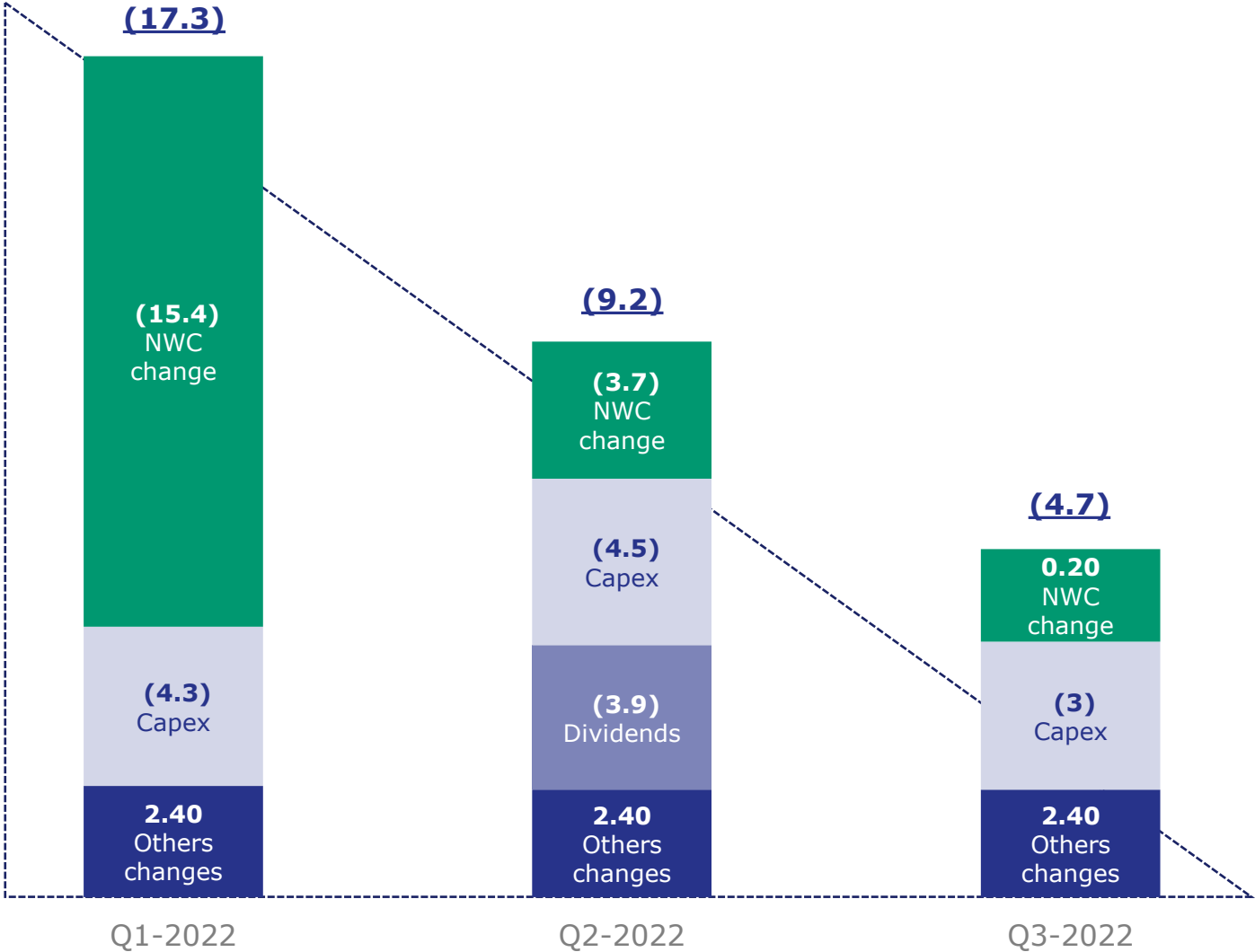
from 2021 to 9M-2022

MOST SIGNIFICANT CASH-IN AND CASH-OUT



Net Financial Position absorption over 2022 quarters

Significant improvement on Net Financial Position absorption trend over last three quarters of 2022



5

Shareholding structure



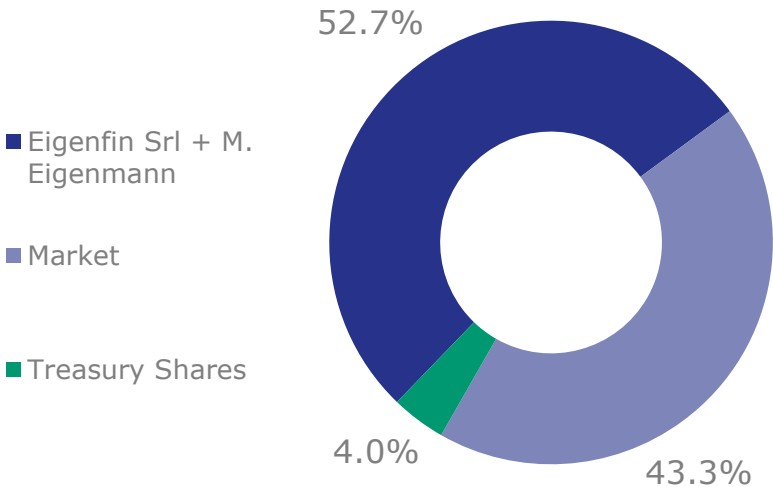
Shareholding structure

As of 17.11.2022

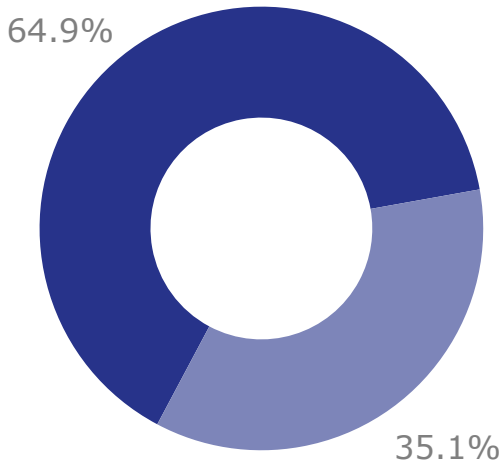
Fine Foods Shares	N. of shares (Mln)	%
Listed Shares	22.1	86%
Unlisted Shares	3.5	14%
Total Equity Capital	25.6	100%

FLOATING ON
LISTED SHARES
~53.9%

% OF TOTAL EQUITY CAPITAL



% OF VOTING RIGHTS*



* Net of Treasury Shares



Fine Foods shares

As of 17.11.2022

Total Shares: 25,560,125

- Ordinary Shares – listed: 22,060,125
- Multiple Voting Rights Shares – unlisted: 3,500,000

Controlling Shareholder: Marco Francesco Eigenmann directly and through Eigenfin S.r.l.

- **52.7%** of Share Capital
- **64.9%** of voting rights (net of Treasury Shares)

Buyback

- purchasable shares: **max 20% of share capital for max 26.0€m**
 - N. Treasury Shares as of 17.11.2022: **1,017,698**
 - % of Treasury Shares on Total Shares as of 17.11.2022: **4.0%**
-

UNLISTED SHARES

Multiple Voting Rights Shares: 3,500,000

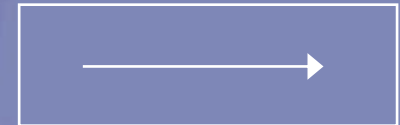
- Totally owned by Marco Francesco Eigenmann directly and through Eigenfin S.r.l.
- Conversion Ratio: 1x in Ordinary Shares
- Conversion: among others at simple request of the owner
- Same rights as ordinary shares, other than voting rights.
- Each Multiple-voting Share provides the holder with three votes in all Shareholders' Meetings



6

Fine Foods

Our way



Why Fine Foods?



Reliability

- SOLID TRACK RECORDS
- STRONG FINANCIALS
- CRITICAL MASS
- ADVANCED HR MANAGEMENT
- ROBUST MANAGEMENT STRUCTURE
- GRANULAR CONTROLLING



Performance

- HIGH AND STABLE CAGR IN THE LAST 10 YRS
- HOLISTIC SUSTAINABILITY SINCE 2010
- LONG LASTING CUSTOMER'S RELATIONS
- GROWTH SUSTAINED BY R&D PARTNERSHIPS



Future

- PHARMA FOOD COSMETIC UNIQUE PRESENCE
- CROSS FUNCTIONAL INNOVATIVE R&D
- ATTRACTIVE AND GROWING MARKETS
- STRUCTURE TO EXPLOIT M&A OPPORTUNITIES



contacts

Fine Foods & Pharmaceuticals N.T.M. S.p.A.

Tel. +39 035 4821382

Investor Relations: ir@finefoods.it

Media Relations: media.relations@finefoods.it

The background of the slide is a solid teal color. Overlaid on this are numerous abstract geometric shapes in various shades of teal and white. These shapes include cubes, spheres, and polygons of different sizes and orientations, some appearing to be in motion or layered. A thin white horizontal line is positioned near the top of the slide, and a thin white vertical line is positioned to the left of the word 'backup'.

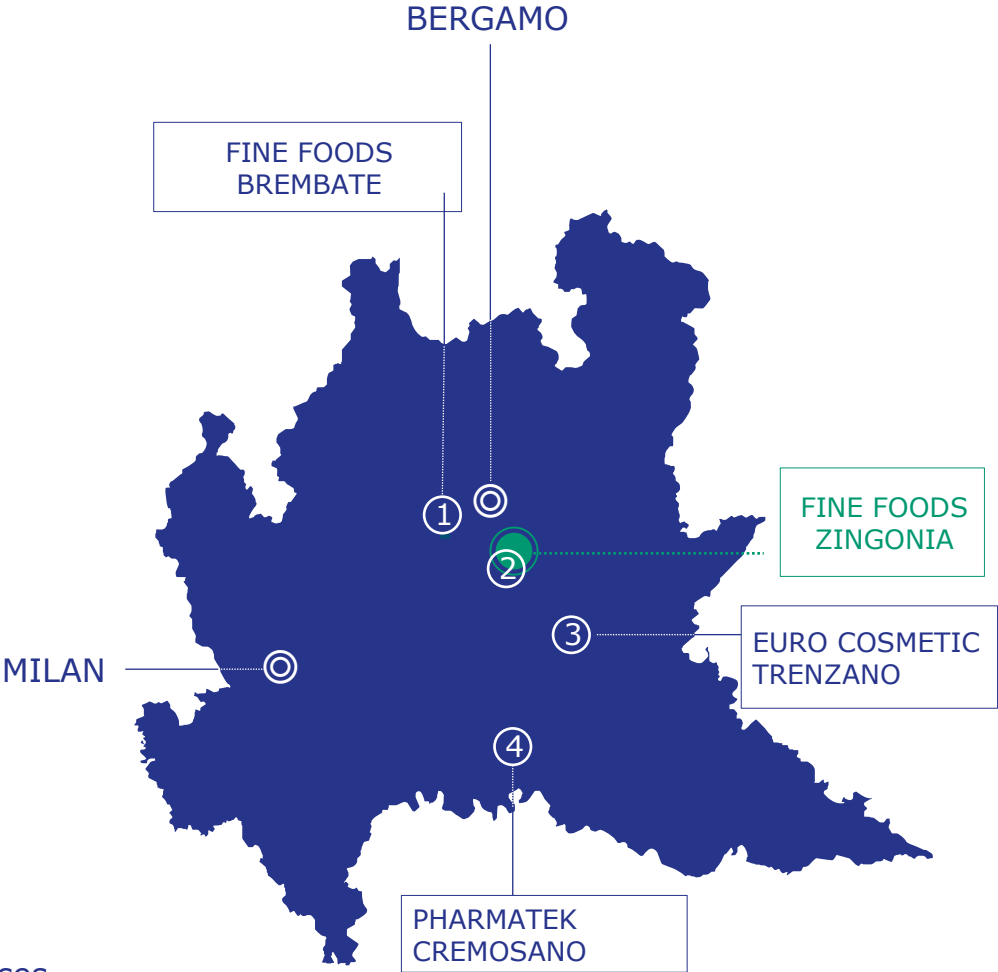
backup

Manufacturing plants geographical footprint



● HQ

- ① Pharmaceuticals
- ② Nutraceuticals
- ③ Cosmetics
- ④ Cosmetics – Biocides — Medical Devices



Plants

64.800 sqm of covered area

on a Total area > 100.000 sqm

PHARMACEUTICAL



COVERED AREA:

14,200 sqm

TOTAL AREA: 26,100 sqm

NUTRACEUTICAL



COVERED AREA:

28,800 sqm

TOTAL AREA: 45,600 sqm

COSMETICS



COVERED AREA:

5,200 sqm

TOTAL AREA: 9,700 sqm

COSMETICS



COVERED AREA:

16,600 sqm

TOTAL AREA: 22,300 sqm



People

We are fully committed to creating an environment with the highest consideration for human and social principles

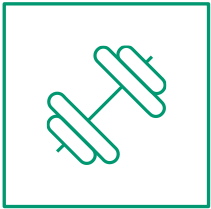


*Business Units Foods and Pharma



WE HIRE
~ 11.000 applications/year

WE TRAIN
~11.350 training hours



WE ENGAGE
~ 97% avg employee retention rate

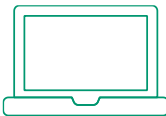
WE VALUE
> 80% employee satisfaction in annual surveys



WOMEN
~ 47% of total employees,
~ 48% of managers
~ 43% of Board of Directors



AGE OF EMPLOYEES
○ 54% of new hired under 30 years old

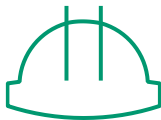


WORK-LIFE BALANCE
○ Home office and Flextime



ISO45001

SAFETY AT WORK
○ Management system for health and safety is internationally certified since 2014*



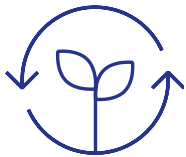
SAFETY IMPROVEMENT
○ risk reduction programs
○ Safety training and campaign



HEALTH PROGRAMME
○ Psychologist and Nutritionist available to employee

Environment

We are committed to sustainably use our resources and reduce our environmental impact.

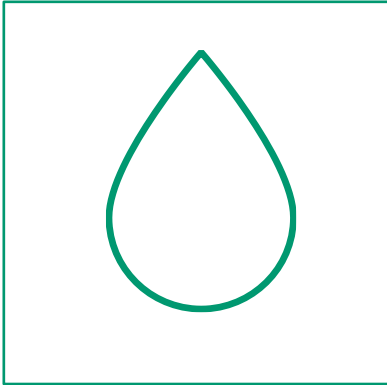


*Business Units Foods and Pharma



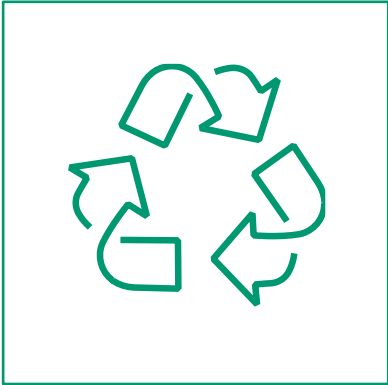
CLIMATE

- - **11% CO2 emissions**
- Installation of **2 Co-generators**
- >300 MWh/annual energy from **photovoltaic systems**



WATER RESOURCES

- Programs for reduction of water consumption



CIRCULAR ECONOMY

- Programs for reduction of environmental impact of waste



ENVIRONMENT PROTECTION

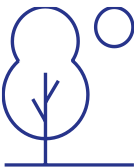


ISO14001

*

Sustainable products

We are always researching, testing and offering products and materials with low environmental impact



Please note that each of the certifications included in this slide is held by one or more companies of the Group, as the case may be



We are able to offer certified biological and ecological cosmetic products.



Our production lines are certified to offer certified biological and/or natural origin cosmetic products.



We can provide certified products and packaging with no animal-derived ingredients.



We are certified to use organic ingredients and chemicals of natural origin, selected with criteria of environmental sustainability and healthiness.

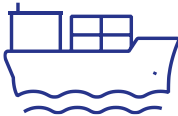
Suppliers' ESG management

ENVIRONMENTAL AND SOCIAL ASSESSMENT OF OUR SUPPLIERS

75% > value of purchases of raw materials and packaging from suppliers assessed by EcoVadis on ESG criteria

75% > Above Fine Foods ESG requirements

> Ongoing joint improvements plan with suppliers to increase their standards



Relations with local communities



MAIN COLLABORATIONS WITH UNIVERSITIES



TRADE ASSOCIATIONS

