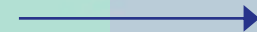




# Full Year 2022

Results  
Presentation

03/04/23



# Disclaimer

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# Fine Foods

We create value



# Fine Foods key figures 2022 and main trends



**206.9 €M Revenues** in 2022  
with ~10% CAGR over the last  
10 years



**87.3 €M increase** in revenues  
over the last 5 years (**+73%**)



Three business units: **Food,  
Pharma, and Cosmetic**



**64,800 sqm** of covered area  
(**+200%** over the last 5 years) on  
a total area of more than **100,000  
sqm**



**~ 750 employees** (**+59%**  
over the last 5 years) **of  
which ~17%** dedicated to  
R&D and QA



# 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

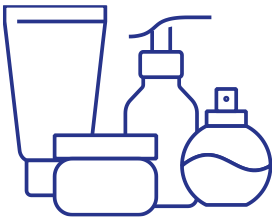


## → COSMETIC



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

- Tubes
- Sticks
- Bottles
- Jars





# Selection of products

- Pharmaceuticals
- Nutraceuticals
- Cosmetics

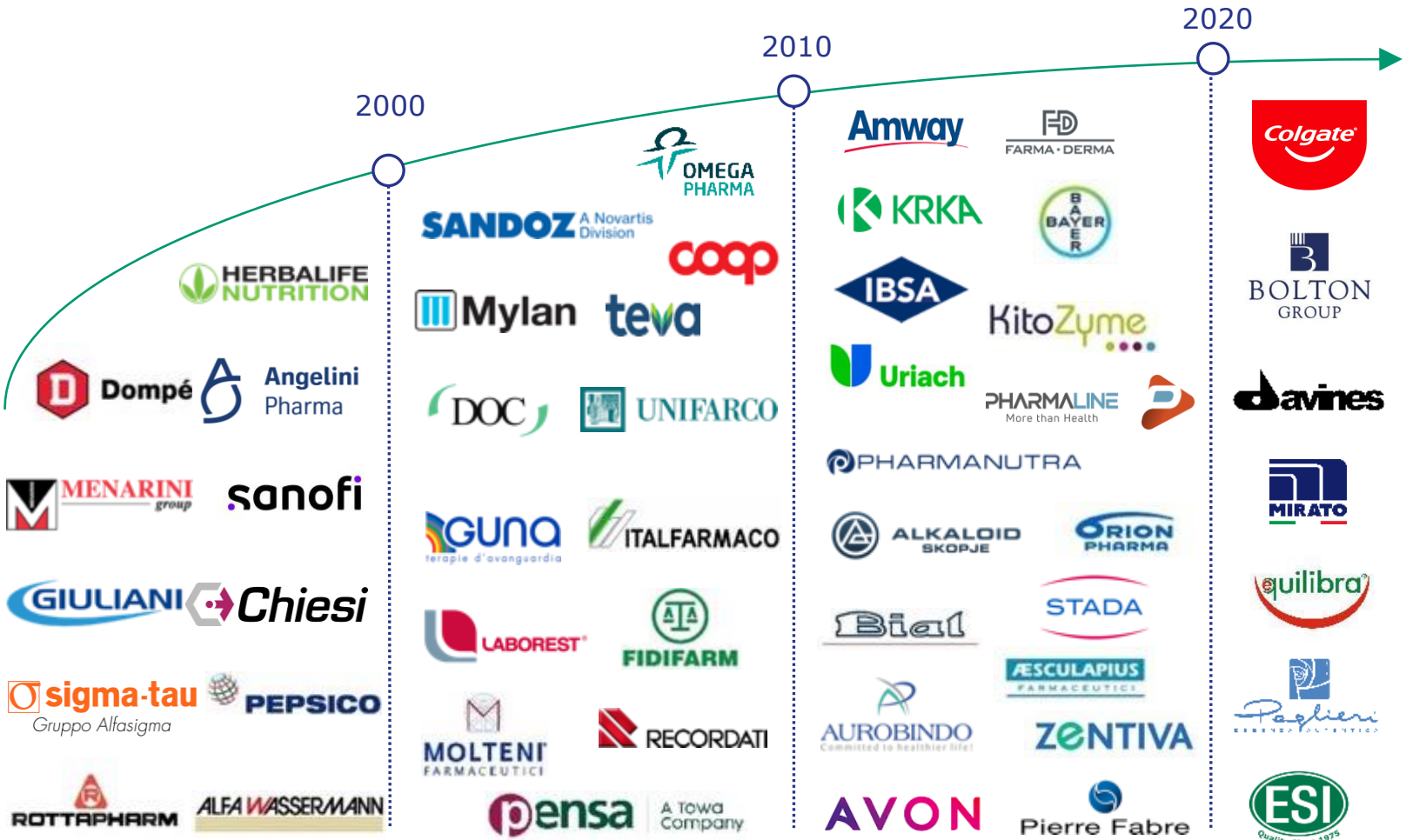


# Customers' loyalty

Retained key clients acquired before 2000 with several new ones added afterwards, including those derived from our recent acquisitions in the cosmetic industry, which consolidated our high customer retention rate.

Note: Sigma-Tau & Alfa Wassermann (now Alfaisigma), Mylan (now Viatris), Fidifarm (now Dietpharm), Omega Pharma (now Perrigo)

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



SELECTION OF CLIENTS



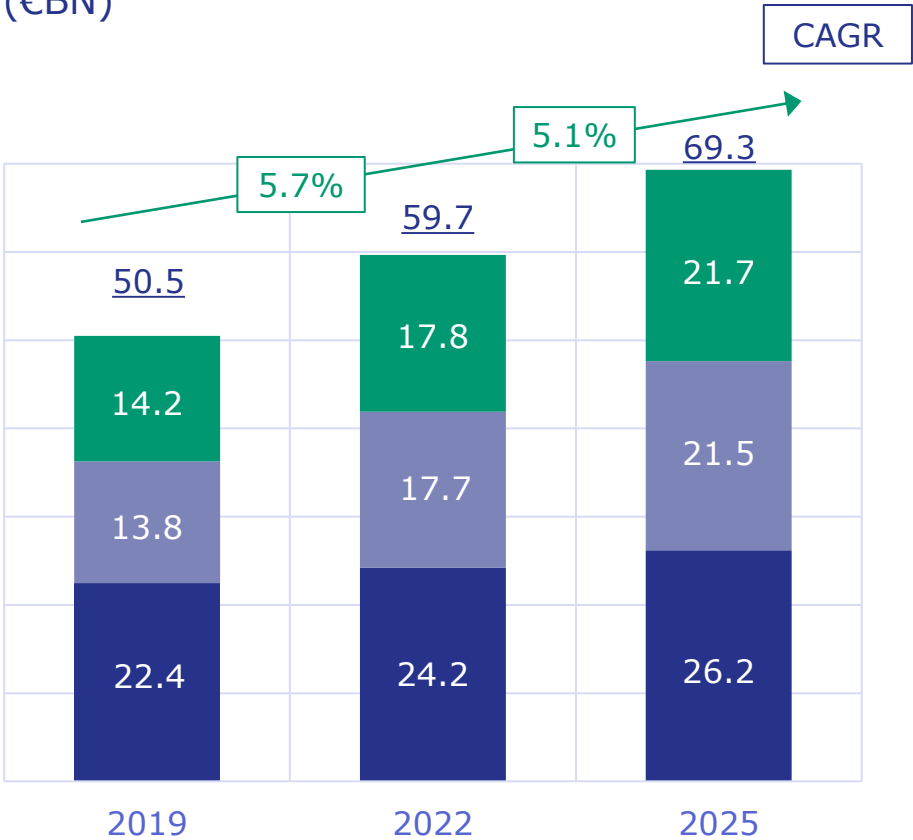
# Fast growing Nutraceutical European Market

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 '19-'22	CAGR '22-'25
Vitamins & Dietary Supplements	7.7%	6.8%
Functional Beverages	8.5%	6.7%
Functional Foods	2.6%	2.6%

Fine Foods reference market



Pharmaceutical  
European  
production  
shows consistent  
non-cyclical  
growth

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

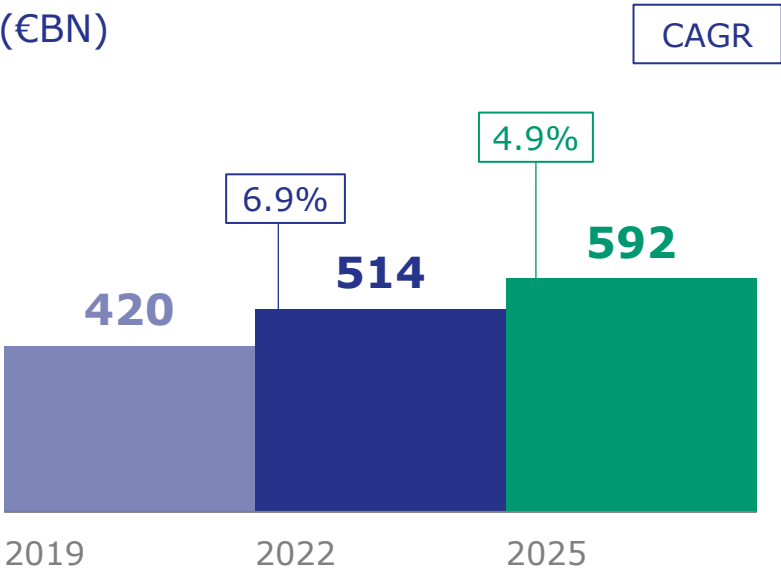
\*\* Source: Prometeia  
– Farminindustria 2022



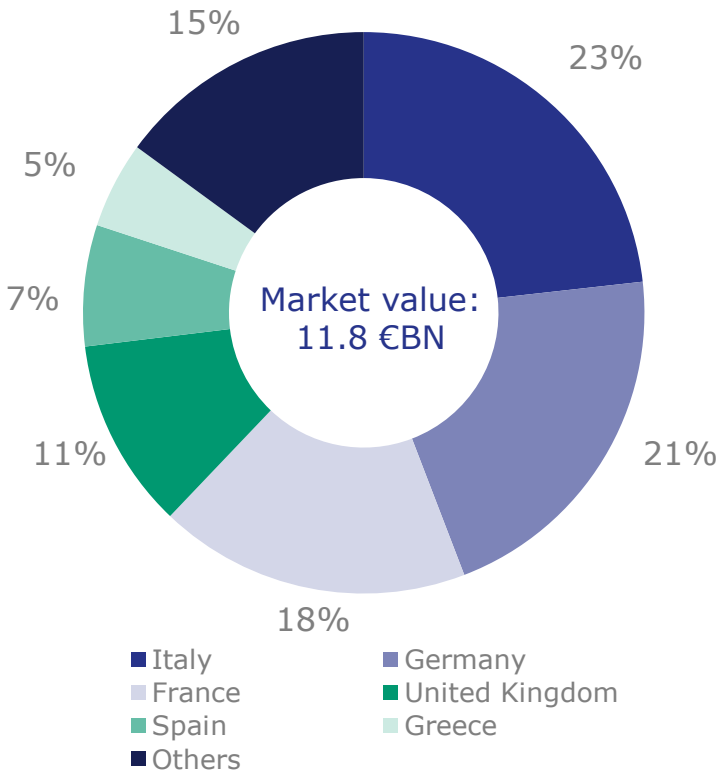
EUROPEAN PHARMACEUTICAL  
PRODUCTION\*

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

(€BN)



EUROPEAN CDMOs (PHARMA)  
2020 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

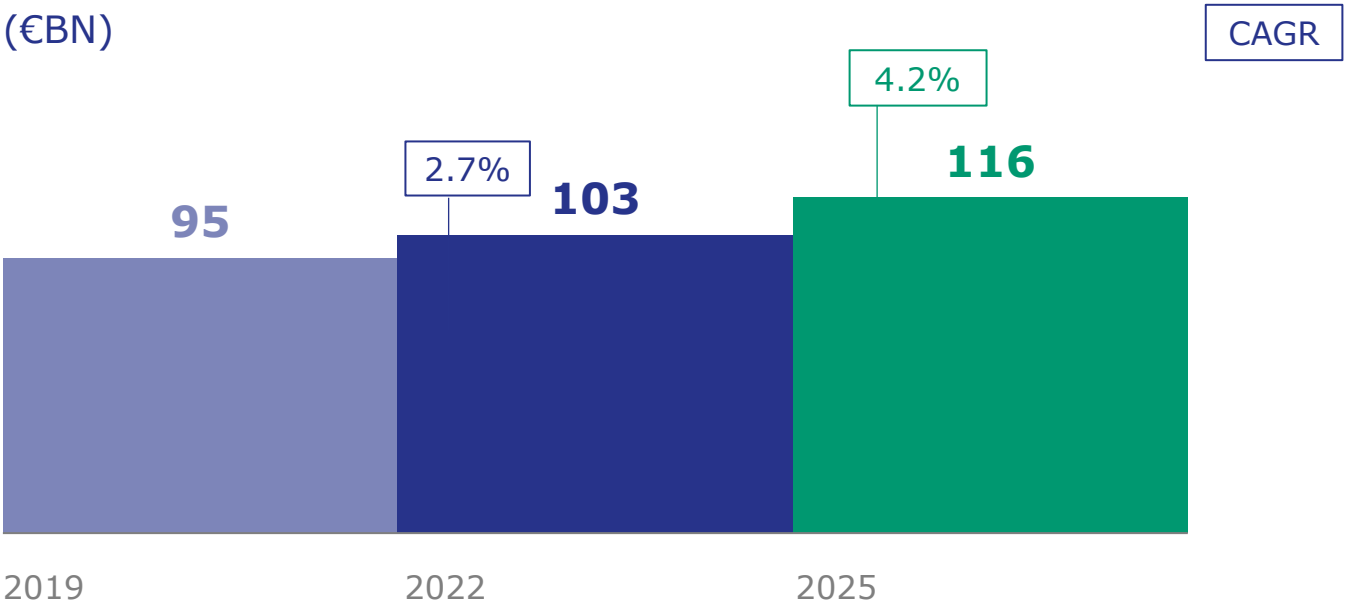
Cosmetics as per aggregation of Euromonitor’s Bath and Shower, Deodorants, Hair Care, Skin Care, Fragrances and Sun Care.

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\*

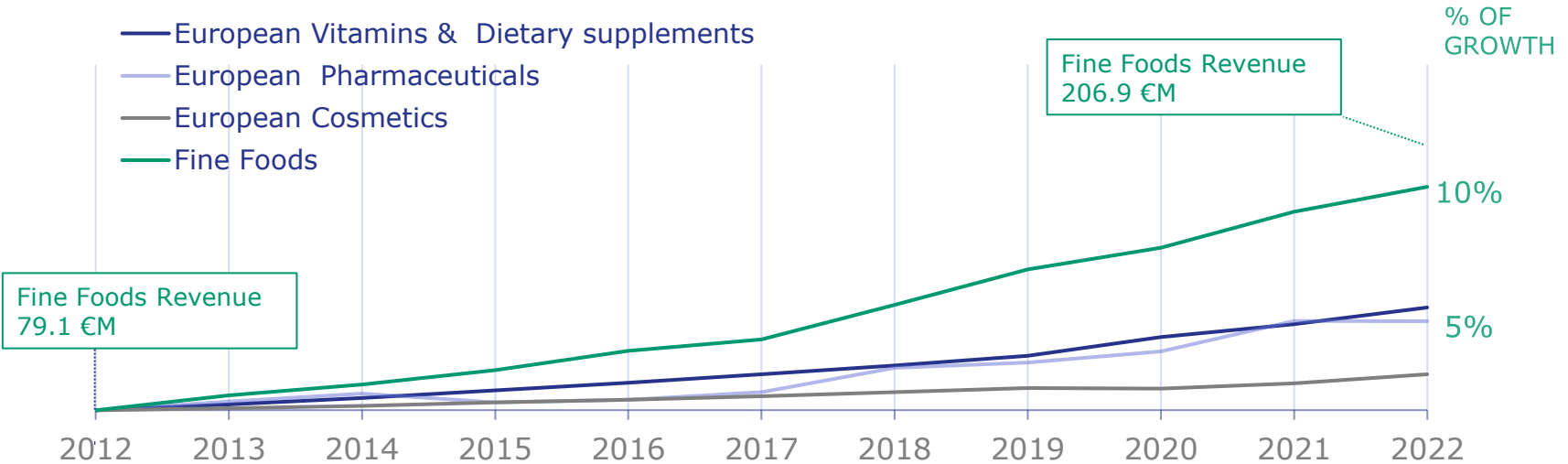
\*Sources: Euromonitor International, Industrial, Pharmaceuticals, 2022 Edition Production MSP, EUR Fixed Ex Rates, Current Prices. Consumer Health, 2023 Edition, Retail Value RSP, EUR Fixed Ex Rates, Current Prices

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 2022 sales at 2.6X the 2012 level



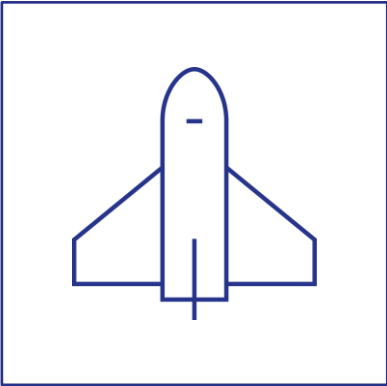
2

# 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



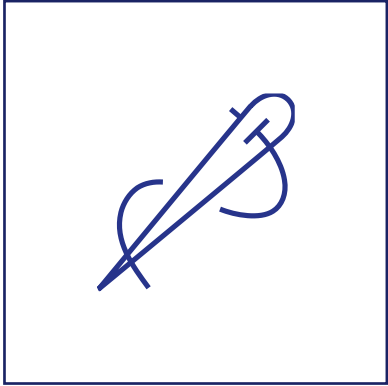
OPPORTUNITY LAB

**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**



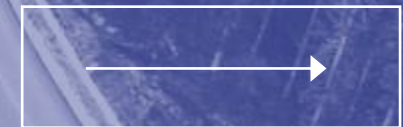
> 123

employees dedicated to scientific, technical, quality & control activities representing ~17% of total workforce



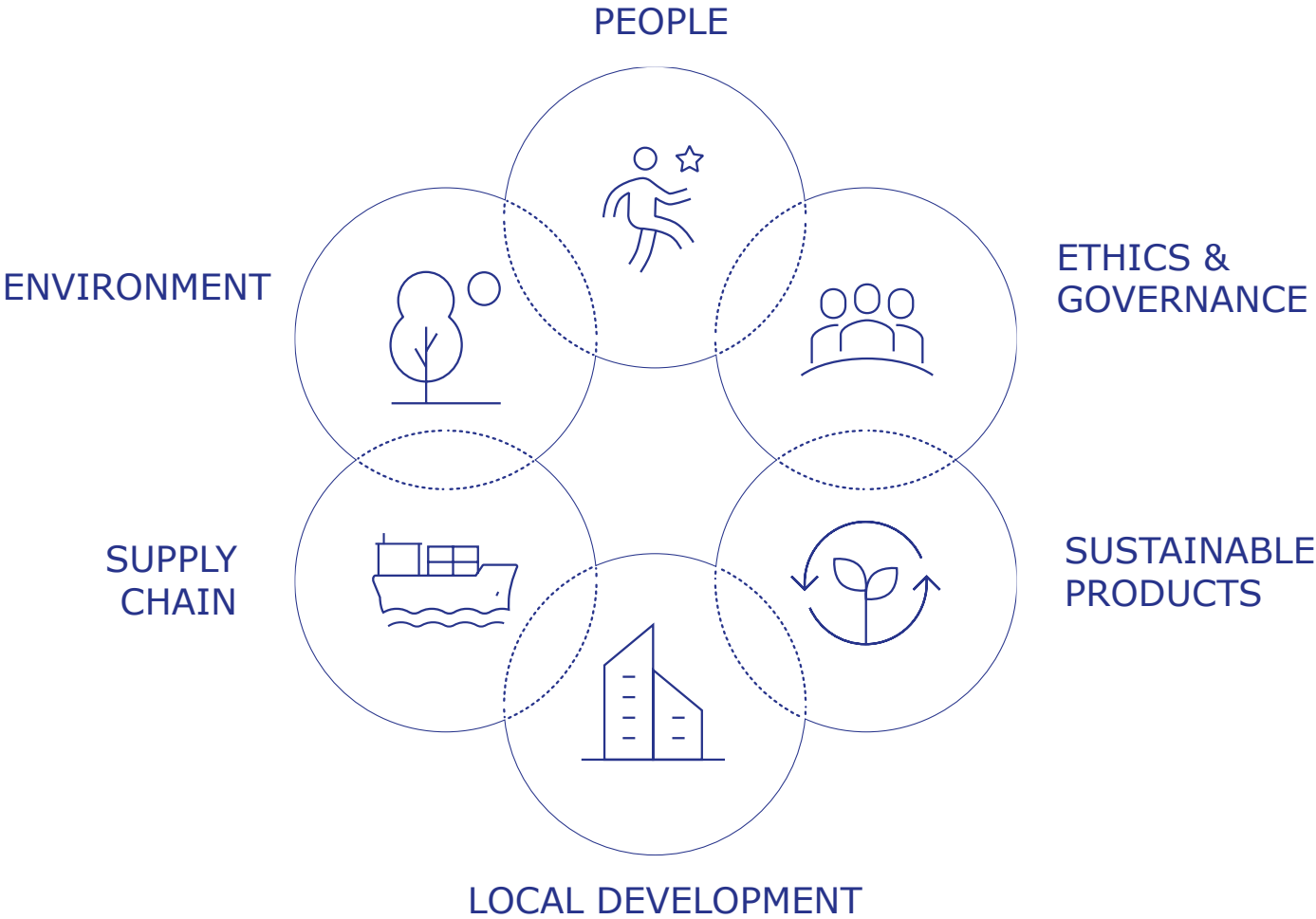
3

# Environmental Social & Governance



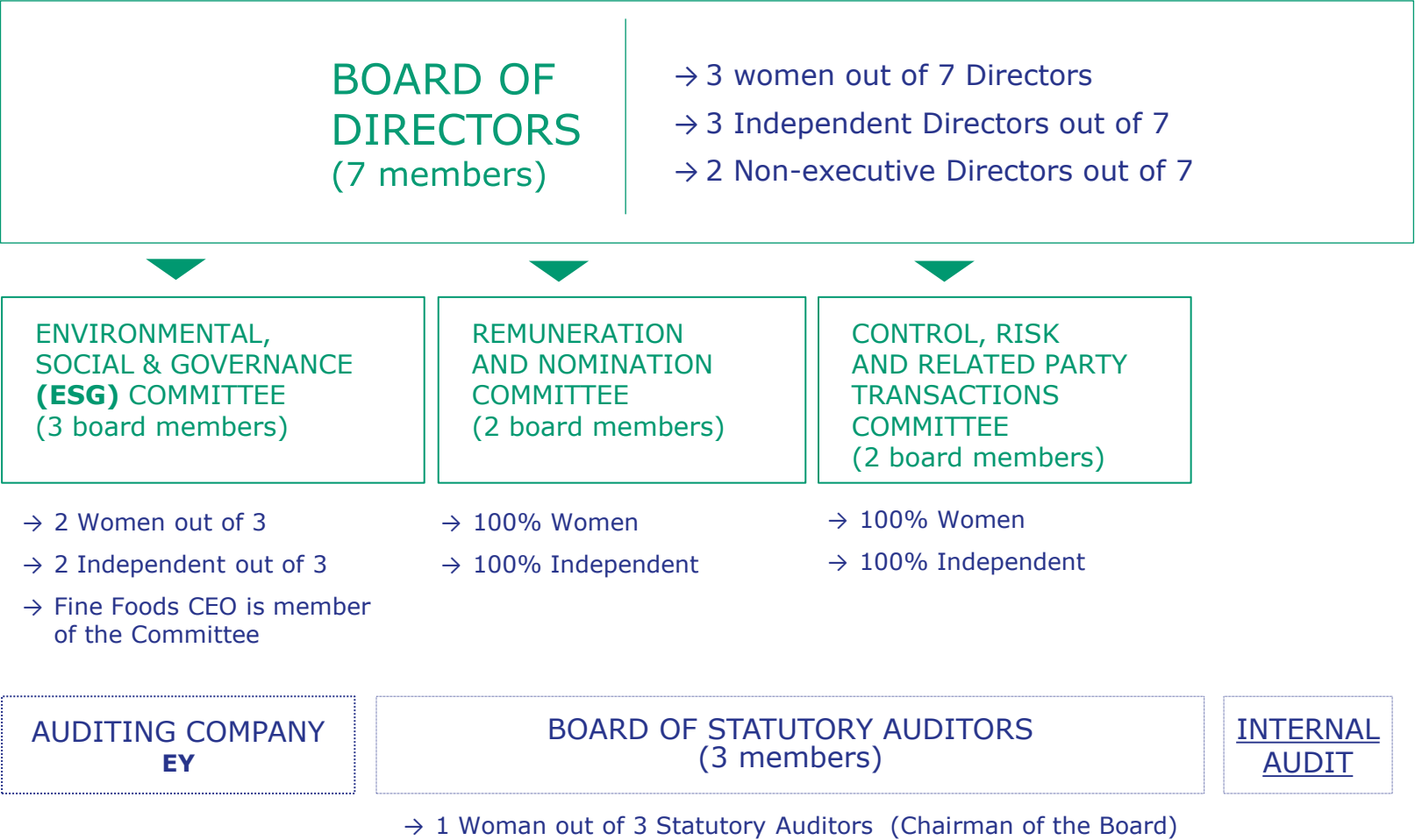
# Strong holistic ESG approach since foundation

## AREAS OF ACTION



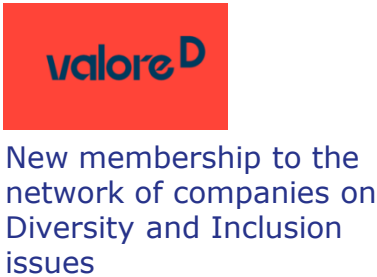
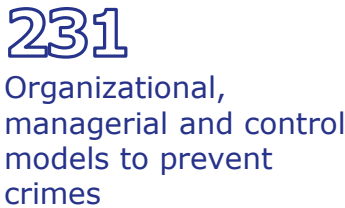
# Corporate Governance

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



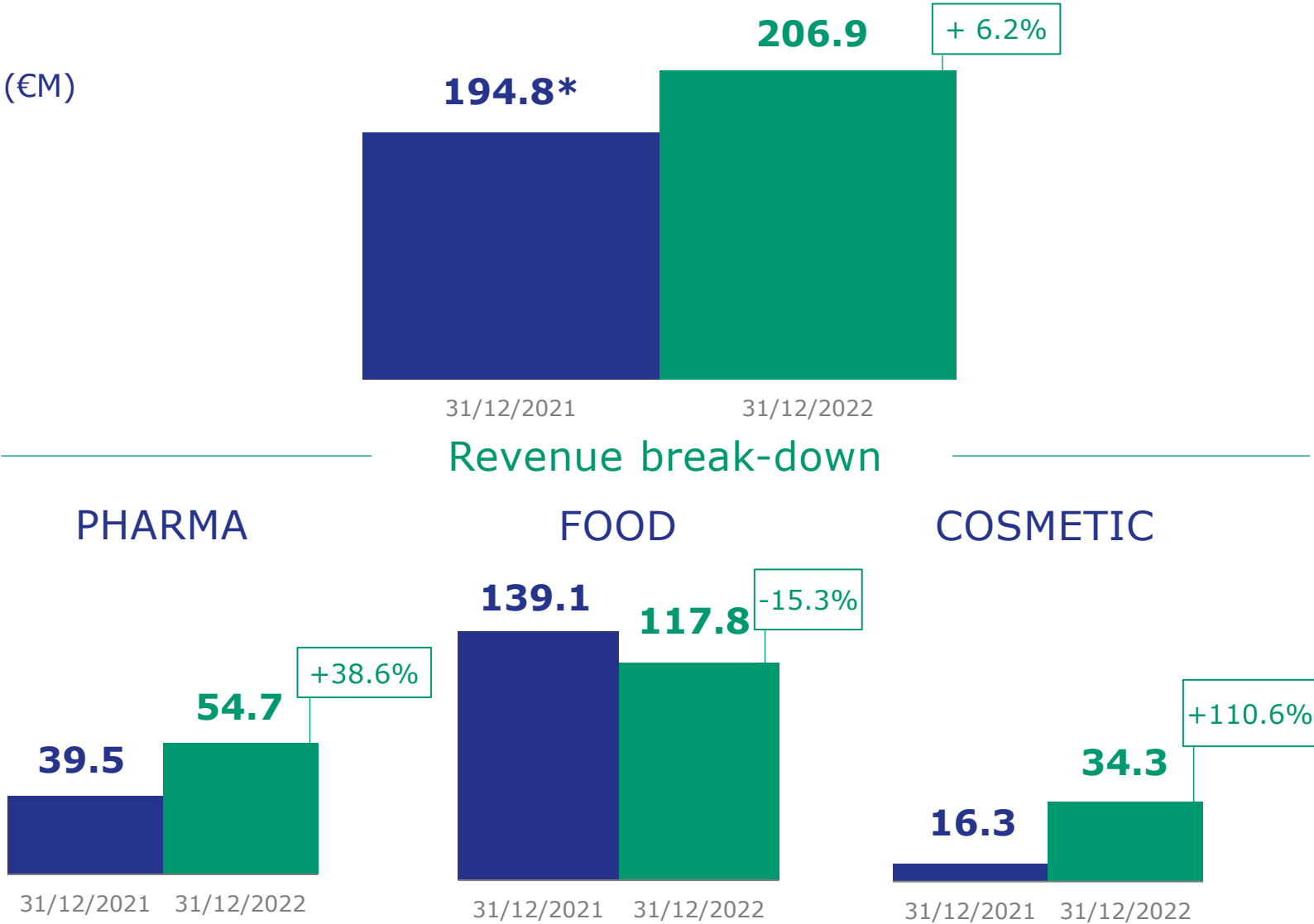


# Fine Foods Group Revenues

Growing revenues (+6.2%) driven by:

- Pharma BU (+38.6% vs 2021)
- New Cosmetic BU (+110.6% vs 2021 and +7.6% FY-2022 vs FY-2021)

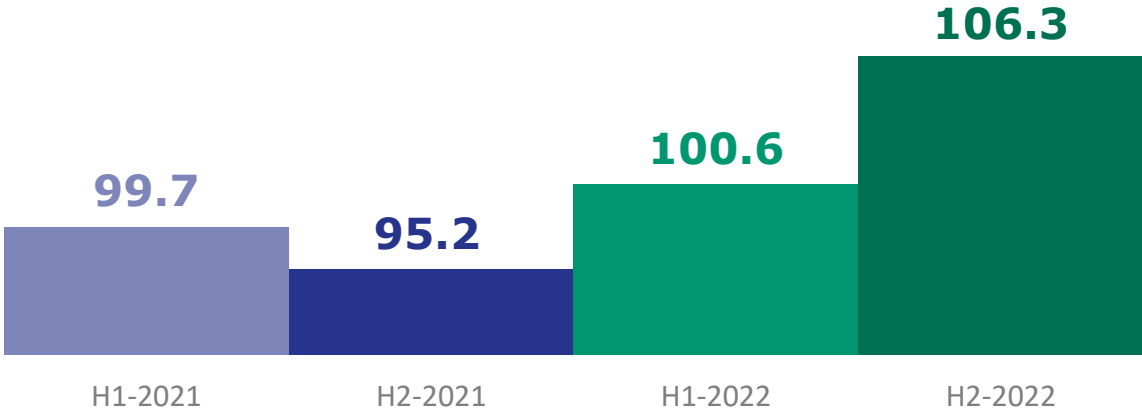
\* The Group reclassified the revenues from services provided to customers from "other revenues" to "revenues", as the latter meet the requirements to be reported under "revenues from customer contracts." The comparative figures have been restated accordingly. Revenues from customer contracts as of 31 December 2022 are currently 194.8 €M compared to 192.6 €M presented before according to the Press Release issued on 30 March 2022. This did not effect the Income Statement subtotal Total revenue or other Income Statement items. The percentages for the 31 December 2022 figures reported in this press release have been recalculated based on the new value of customer contract revenues of 194.8 €M



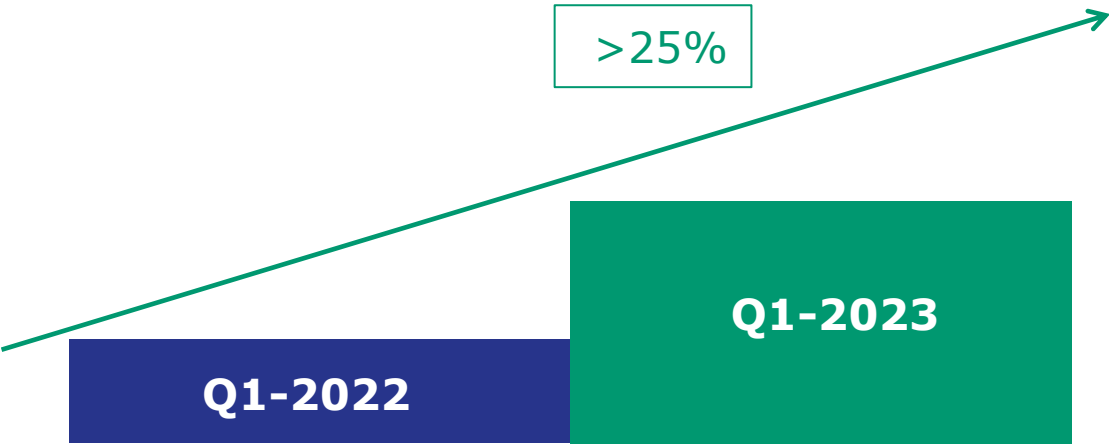
# Fine Foods Revenue trends

- Significant progress of second half 2022 Group Revenues compared to 2021 and 2022 Half Year revenues
- Fine Foods Group's positive trend accelerated with revenues growing by more than 25% in Q1 2023 vs the same period in 2022

HALF YEAR TREND 2021-2022  
(€M)



Q1-2023 EXPECTED TREND

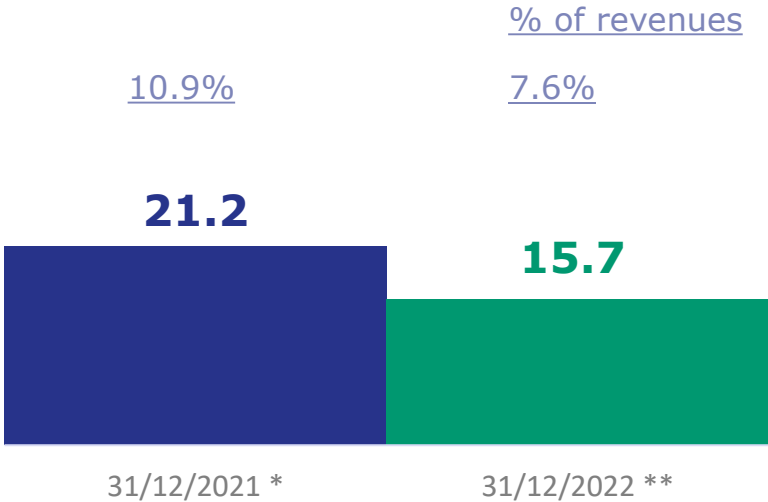


# EBITDA

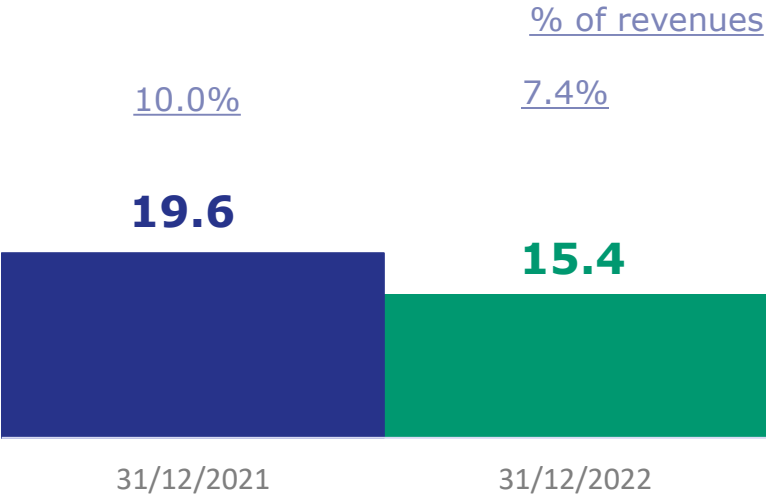
**EBITDA margin decreased due to the geo-political and economic situation** that caused inefficiencies in the production chain and a significant increase in energy costs

## EBITDA ADJUSTED (€M)

\* 1.6 €M ADJ for non-recurring costs  
\*\* 0.3 €M ADJ for non-recurring costs



## EBITDA REPORTED (€M)



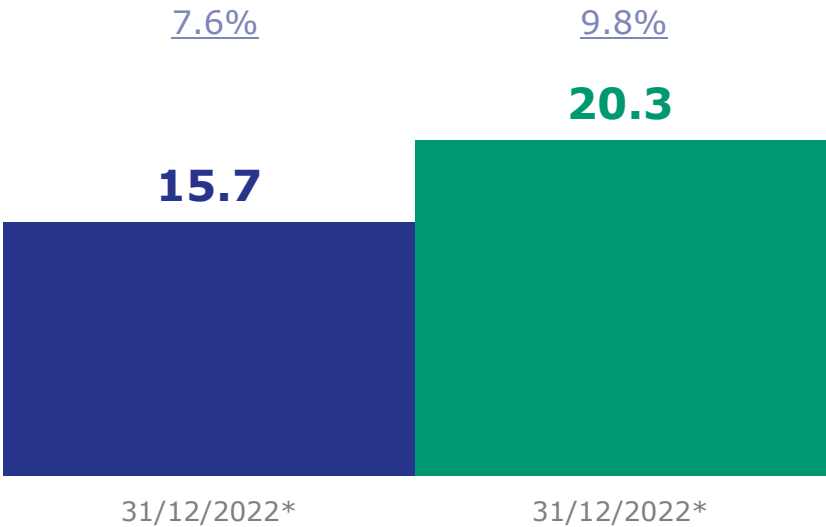
# Energy Impact on ADJ EBITDA in FY-2022

Energy costs were **6.5 €M** in 2022 with an incidence on revenues of 3.1% compared to 1.3% in 2021

Assuming the same Energy Cost incidence on Revenues in 9M-2021 – i.e. before the strong price increase occurred starting from last quarter of 2021 – for the entire 2022, **EBITDA in FY-2022 would be close to 9.8%**

(€M)

% of revenues



\* 0.3 €M ADJ for non-recurring costs

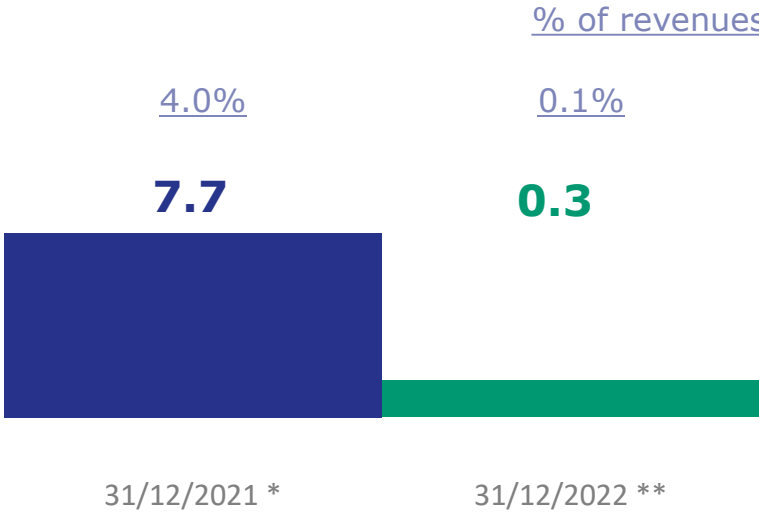


EBIT

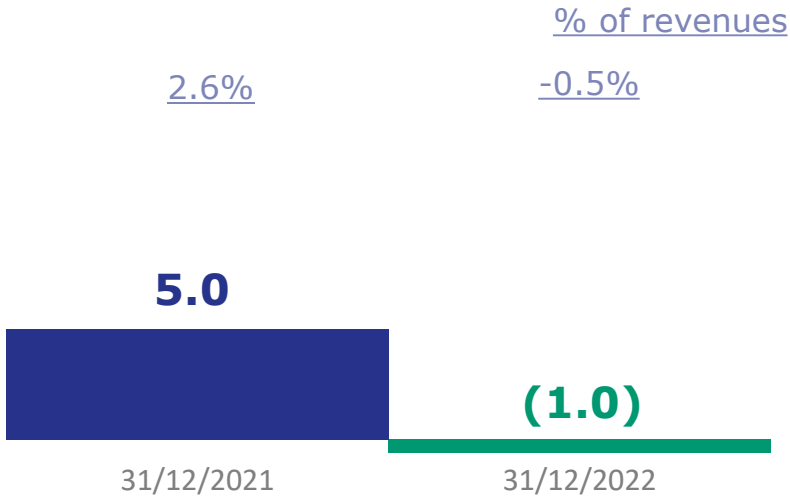
EBIT decreased mainly **due to EBITDA reduction** and an increase in depreciation and amortisation for the period (2.1 €M)

EBIT ADJUSTED  
(€M)

\* 2.7 €M ADJ for non-recurring costs  
\*\* 1.3 €M ADJ for non-recurring costs



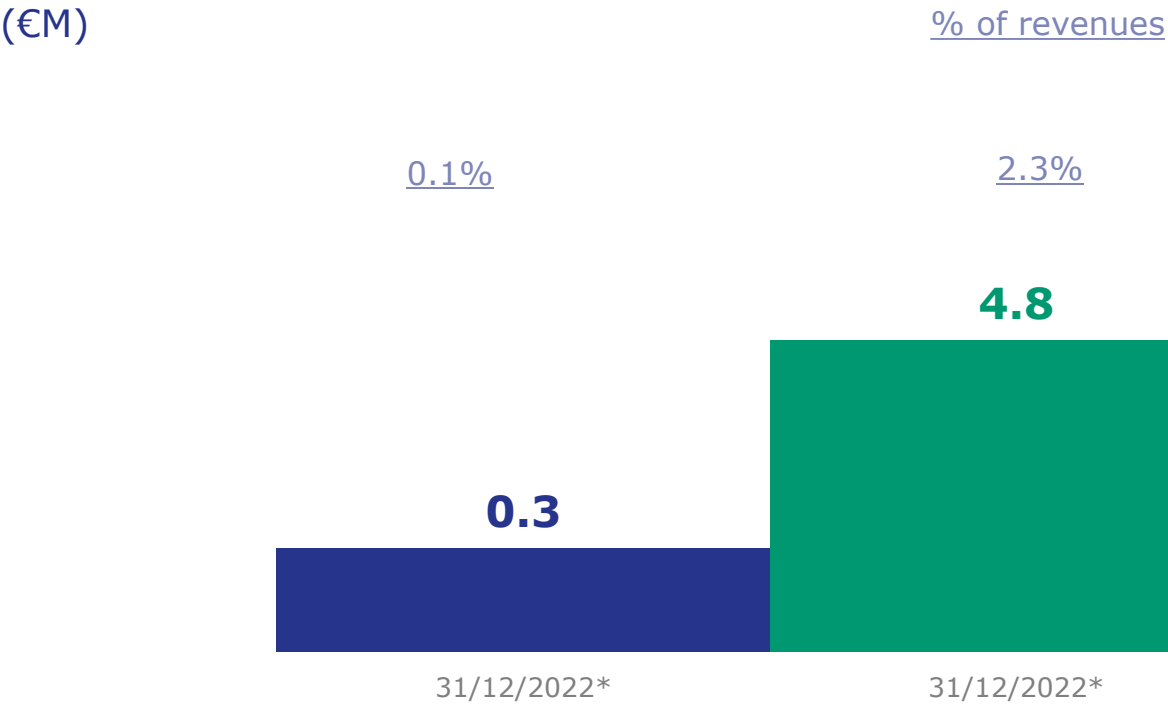
EBIT REPORTED  
(€M)





# Energy Impact on ADJ EBIT in FY-2022

Assuming the same Energy Cost incidence on Revenues in 9M-2021 – i.e. before the strong price increase occurred starting from last quarter of 2021 – for the entire 2022, **EBIT in FY-2022 would be close to 2.3%**



\* 1.3 €M ADJ for non-recurring costs



# Net income

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

Net Income Reported affected by:  
1) **Financial charges** (2.2 €M) increased compared to last year due to new loans and worsening of interest rates

2) **non-cash effects** for fair value evaluation on financial assets (-7.7 €M)

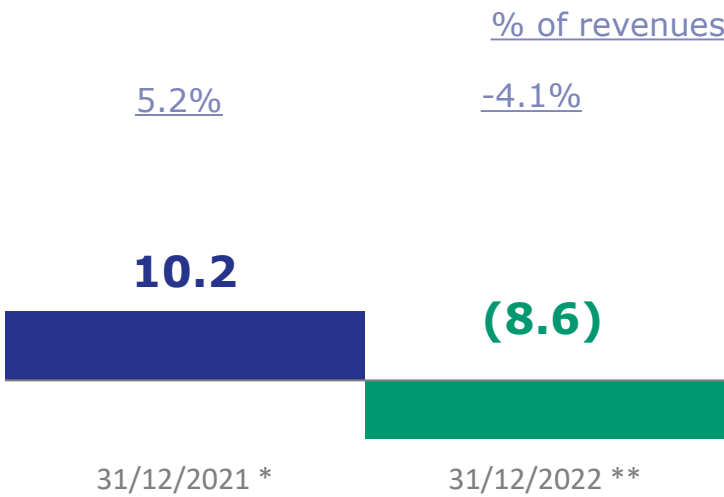
Despite the negative fair value of the securities management in FY-2022, the overall securities performance showed a positive performance of about 4.0 €M

3) Following Fine Foods' **Leakage** Reimbursement Request of 6.7 €M from previous Euro Cosmetic’s shareholders, the Expert established 3.4 €M as eligible for purchase price adjustment; the remaining 3.3 €M was **written down**.

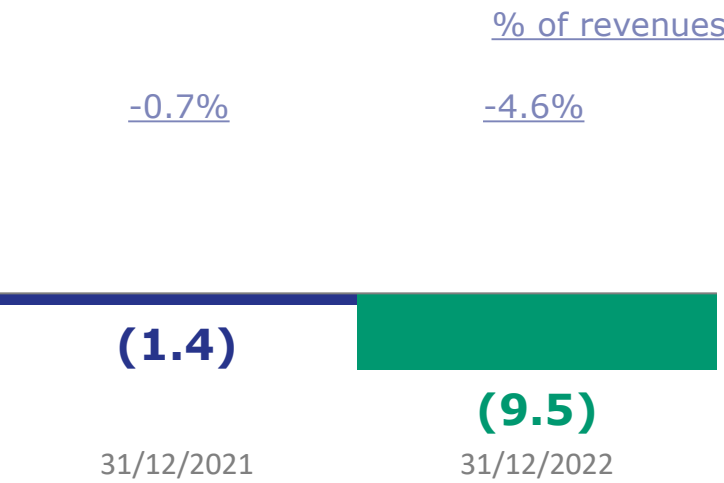


## NET INCOME ADJUSTED (€M)

- \* 11.6 €M ADJ:
  - o 1.9 €M non-recurring costs net of tax effect
  - o 9.7 €M positive effect on warrant fair value measurement net of tax effect
- \*\* 0.9 €M ADJ for non-recurring costs net of tax effect



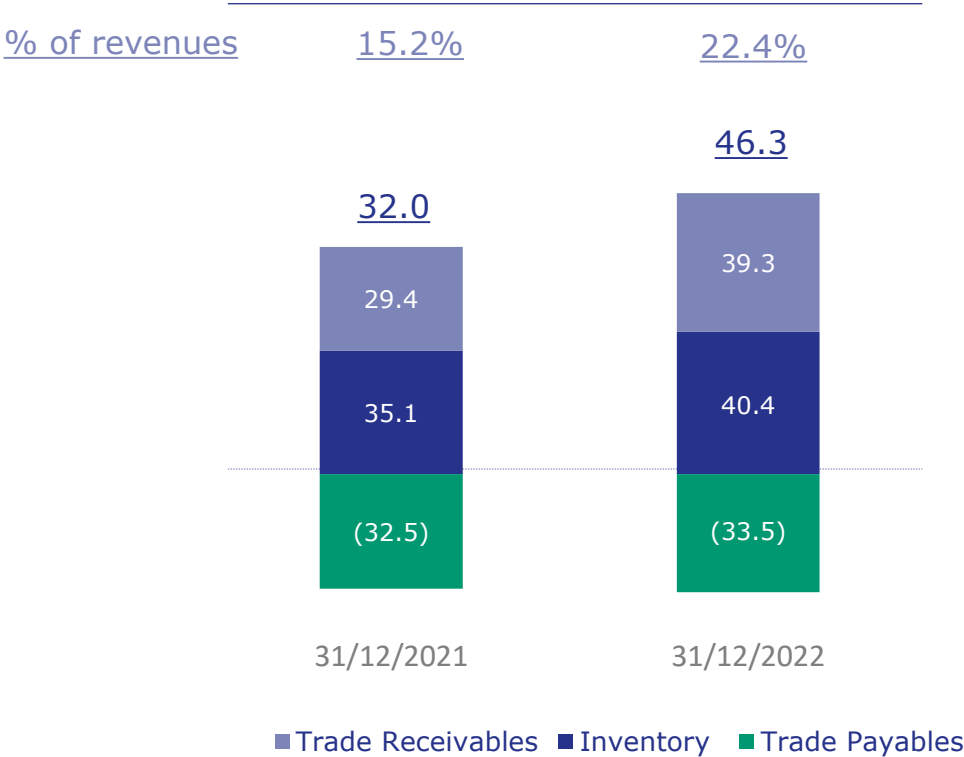
## NET INCOME REPORTED (€M)



Solid Capital structure despite challenges

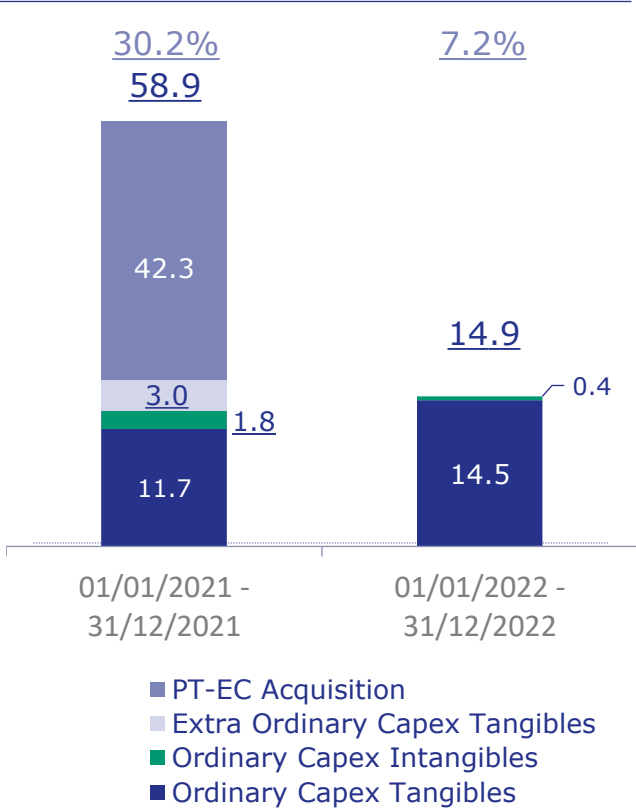
NET WORKING CAPITAL  
(€M)

NWC change was mainly generated by the increase in trade receivables and inventory



CAPEX AND INVESTMENTS  
(€M)

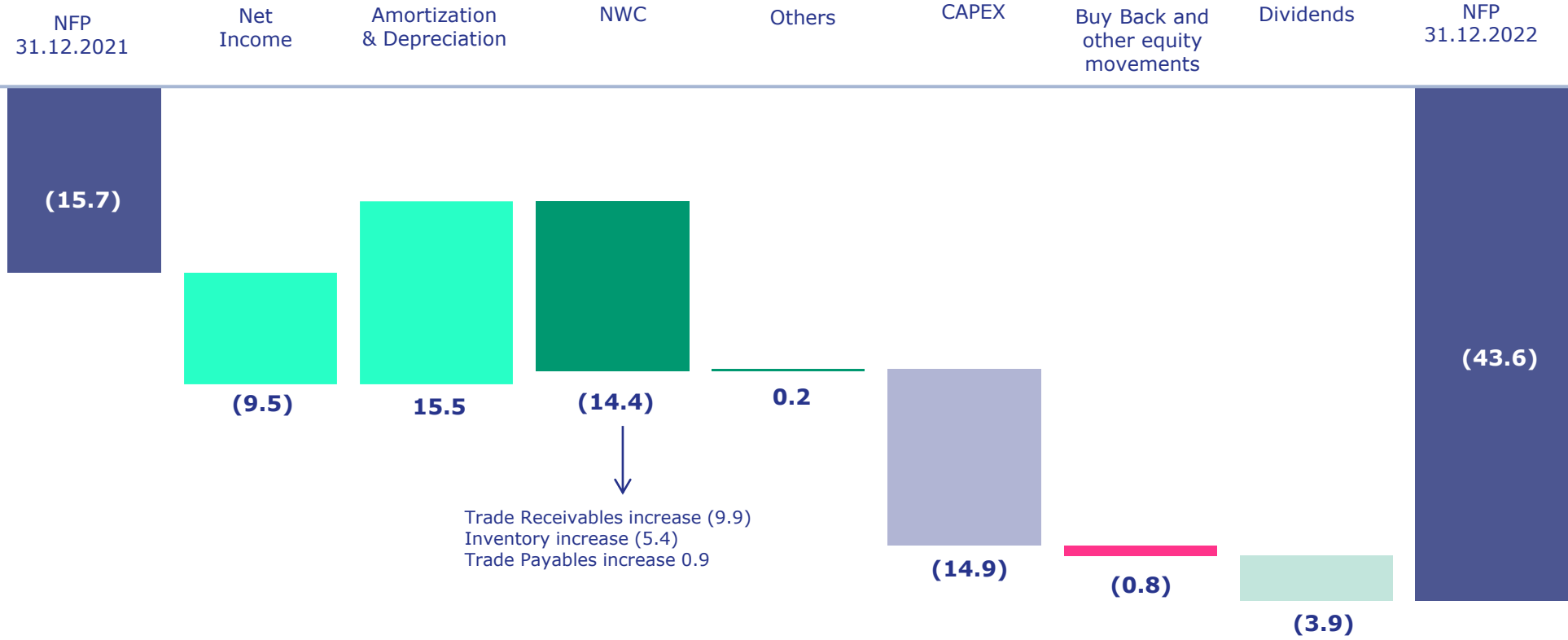
- Ordinary capex at 14.9 €M in 2022 (7.2% of revenues);
- Main impact in 2021 due to Pharmatek and Euro Cosmetic acquisitions



# Net Financial Position evolution

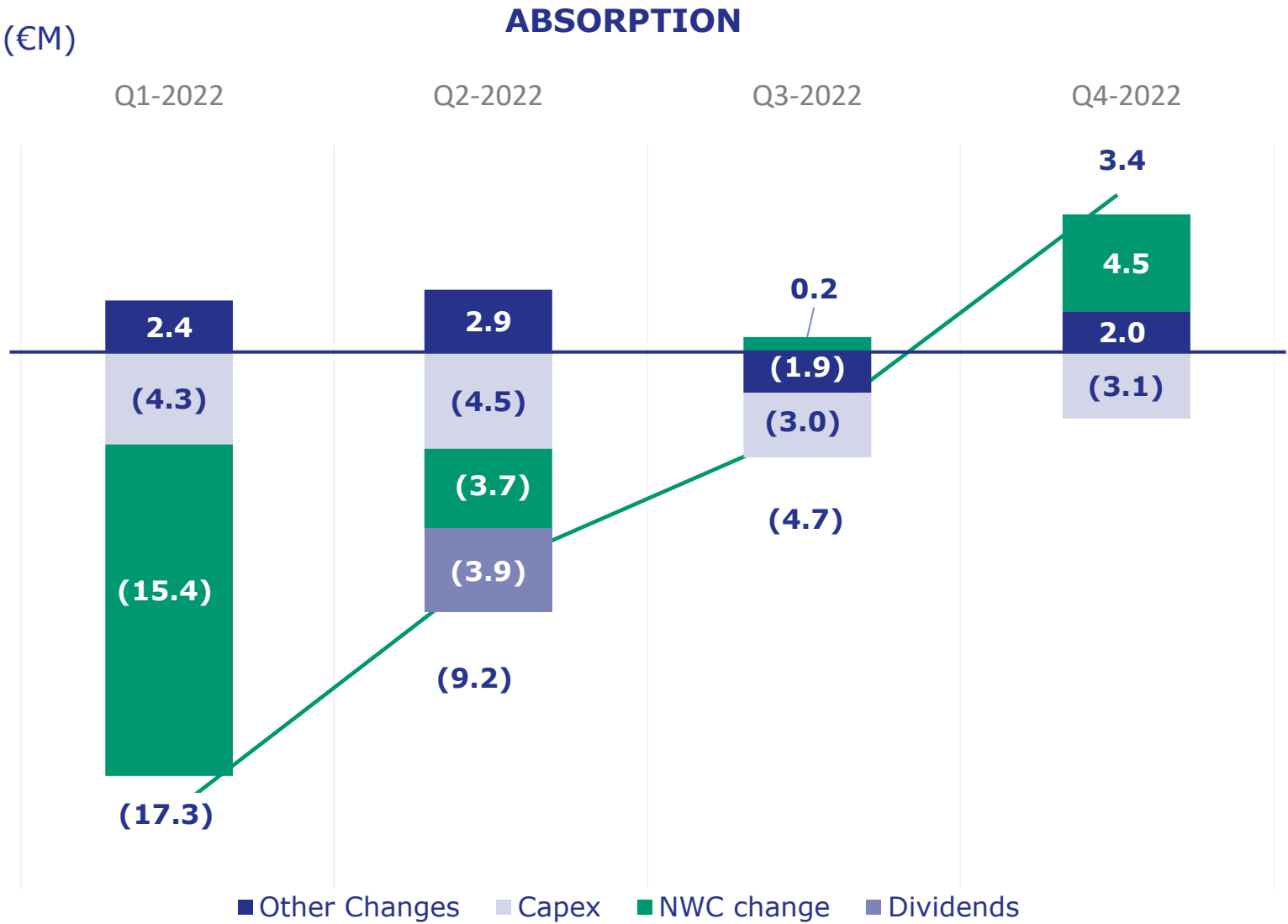
from FY-2021 to FY-2022

## MOST SIGNIFICANT CASH-IN AND CASH-OUT (€M)



# Net Financial Position absorption over 2022 quarters

- Significant improvement on Net Financial Position absorption trend over the last four quarters of 2022
- Positive effect generated by Net Working Capital on Net Financial Position in the last quarter 2022





5

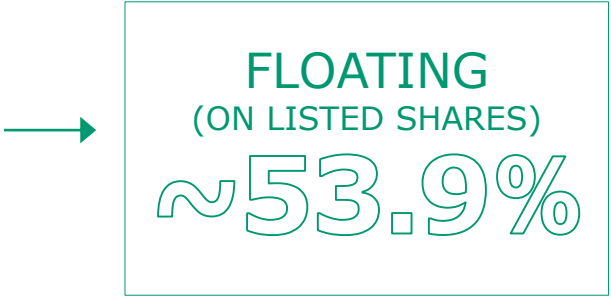
# Shareholding structure



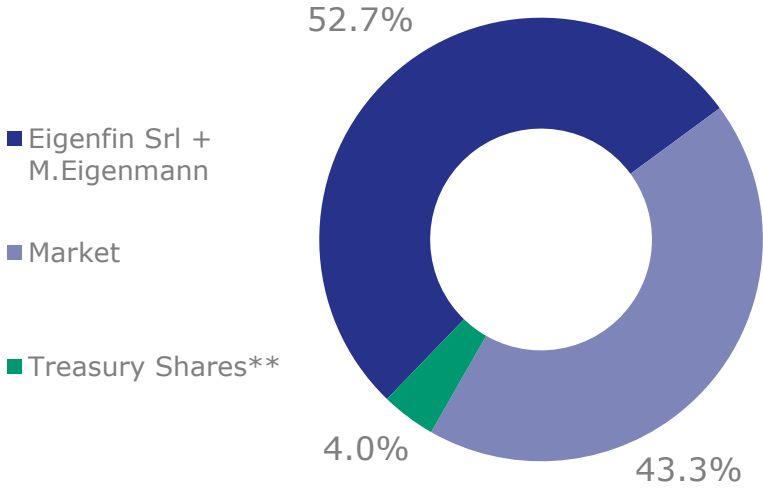
# Shareholding structure

As of 30.03.2023

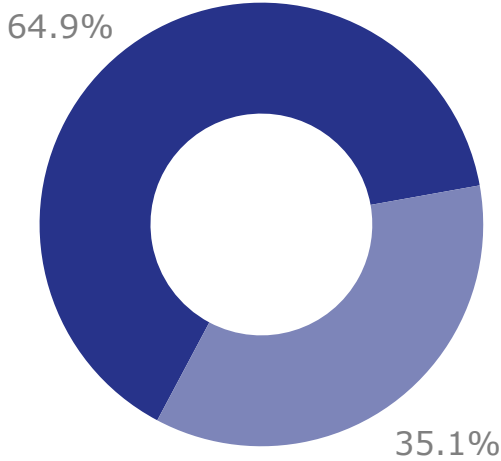
Fine Foods Shares	N. of shares (Mln)	%
Listed Shares	22.1	86%
Unlisted Shares*	3.5	14%
Total Equity Capital	25.6	100%



% OF TOTAL EQUITY CAPITAL



% OF VOTING RIGHTS\*\*\*



**\* Unlisted shares are Multiple Voting Rights Shares:**

- Owned by Marco Eigenmann 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

**\*\* Treasury Shares**

- N. Treasury Shares as of 30.03.2023: 1,033,043
- purchasable shares: max 20% of share capital for max 26.0 €M

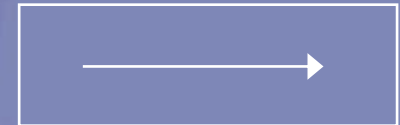
\*\*\* Net of Treasury Shares



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



# Investor Information and contacts

# Investor Information and contacts



MARKET

EURONEXT STAR MILAN

ISIN CODE

IT0005215329

TICKER

FF

SPECIALIST BROKER

AKROS

CORPORATE BROKER

INTERMONTE

INVESTOR RELATIONS

IR@FINEFOODS.IT

+39 035 4821382

MEDIA RELATIONS

MEDIA.RELATIONS@FINEFOODS.IT

The background of the slide is a solid teal color. It is decorated with a dense, abstract pattern of various geometric shapes in white and lighter teal. These shapes include cubes, spheres, hexagons, and other polygons, some of which are outlined or semi-transparent, creating a layered, 3D effect. A thin white horizontal line runs across the top of the slide, just below the header. A thin white vertical line runs down the left side of the slide, intersecting the horizontal line and framing the word 'backup'.

**backup**

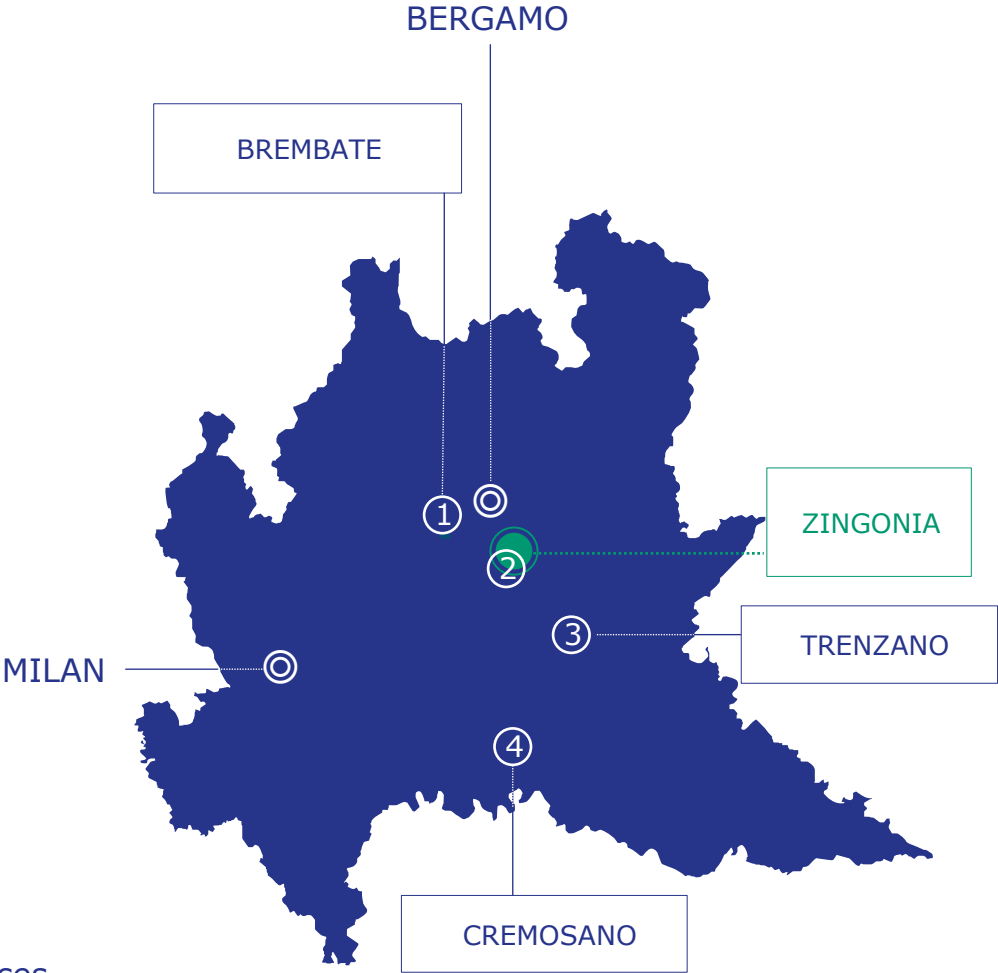


# Manufacturing plants geographical footprint



● 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



TOTAL AREA: 26,100 sqm



TOTAL AREA: 45,600 sqm



TOTAL AREA: 9,700 sqm



TOTAL AREA: 22,300 sqm



# People

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

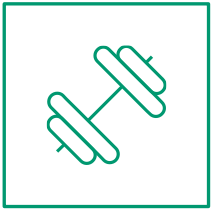


\*Business Units Foods and Pharma



**WE HIRE**  
~ 8.000 applications/year

**WE TRAIN**  
~15.160 training hours

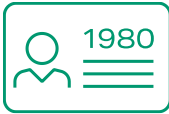


**WE ENGAGE**  
~ 94% avg employee retention rate

**WE VALUE**  
79/100 employee satisfaction in annual surveys



**WOMEN**  
~ 47% of total employees  
~ 47% of managers  
~ 42% top & senior managers  
~ 43% of Board of Directors



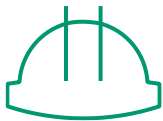
**AGE OF EMPLOYEES**  
~ 59% of new hired under 30 years old



**WORK-LIFE BALANCE**  
○ Home office and Flextime



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



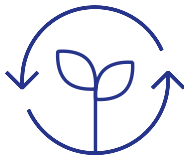
**SAFETY IMPROVEMENT**  
○ Risk reduction programs  
○ Safety training and campaign



**HEALTH PROGRAMME**  
○ 9 health initiatives activated  
○ Psychologist and Nutritionist available to employee  
○ +280 employees attended to the skin cancer screening programme

# Environment

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

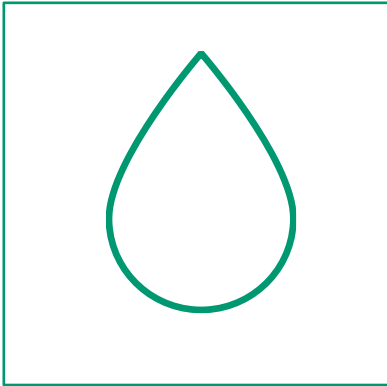


\*Business Units Foods and Pharma



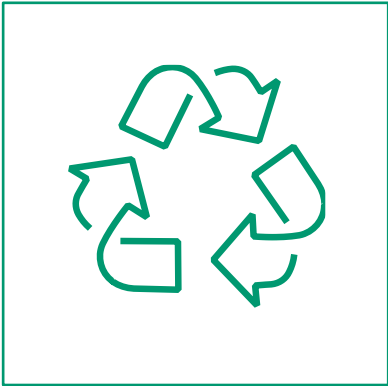
## CLIMATE

- **- 15% CO2 emissions intensity**
- >370 MWh/annual energy from **photovoltaic systems**
- **+550 kW power by renewable sources** installed (tot. 850 kWp)



## WATER RESOURCES

- Programs for reduction of water consumption



## CIRCULAR ECONOMY

- Programs for reduction of environmental impact of waste
- Testing new materials for the circular economy
- +1 project Carbon footprint/ecodesign

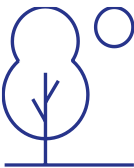


## ENVIRONMENT PROTECTION



# 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



## ESG field services:

- environmental labelling consultation
- Product carbon footprint calculation support
- Product eco-design support



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.

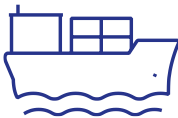


We are able to offer certified biological and ecological cosmetic products.



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

79%



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

92%



value of purchases of raw materials and packaging from suppliers who have signed the Fine Foods Group Code of Conduct



Ongoing joint improvements plan with suppliers to increase their standards

# Relations with local communities



## SOCIAL RESPONSIBILITY

- >**230** students involved in meetings on sustainability and orientation issues
- 10** students accepted for internships and school-to-work projects
- 6** study orientation meetings for students
- 1** charity initiative

## TRADE ASSOCIATIONS



## MAIN COLLABORATIONS WITH UNIVERSITIES

