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**ITALMOBILIARE**  
INVESTMENT HOLDING

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# COMPANY PRESENTATION

JULY 2025



## **Italmobiliare: Overview**

ESG approach

Investment Portfolio

Focus on portfolio companies

Exits

Closing remarks

“Italmobiliare Investment Holding owns and manages a diversified portfolio of investments in excellent Italian mid-sized companies with a strategic vision based on **a financial and industrial history that goes back over 150 years**”

## VISION

Italmobiliare intends to be a reference partner for entrepreneurs and managers willing to accelerate and enhance their long-term growth plans and actively contribute to global challenges, **creating sustainable, innovative, more competitive and resilient businesses**

## MISSION

Italmobiliare plays a proactive role in the process of **growth and enhancement of its portfolio companies by promoting their development, internationalisation and innovation** with an effective governance and risk management model, and full ESG integration at all stages of investing

## INVESTMENT STRATEGY

### FOCUS

Focus on **Italian champions operating in resilient industrial, services and consumer sectors** with **strong brands, distinctive capabilities, and international presence**

**Flexible approach** on investments, usually **focused on entrepreneurs skills and talent**

### VALUE CREATION AND NETWORK

Contribution to value creation of portfolio companies with **strategic and financial support for organic and M&A growth**, as well as identification of **synergies** between portfolio companies and Italmobiliare itself

**Private equity investments** provide Italmobiliare and its direct investee companies a **global footprint** for business opportunities

### ESG DRIVEN

Italmobiliare participate to the **Science Based Targets Initiative (SBTi)**, committing to set **emission reduction targets in line with the net-zero scenario** and is committed on **improving the ESG positioning of its portfolio companies leveraging its industrial heritage and governance expertise as a listed holding**

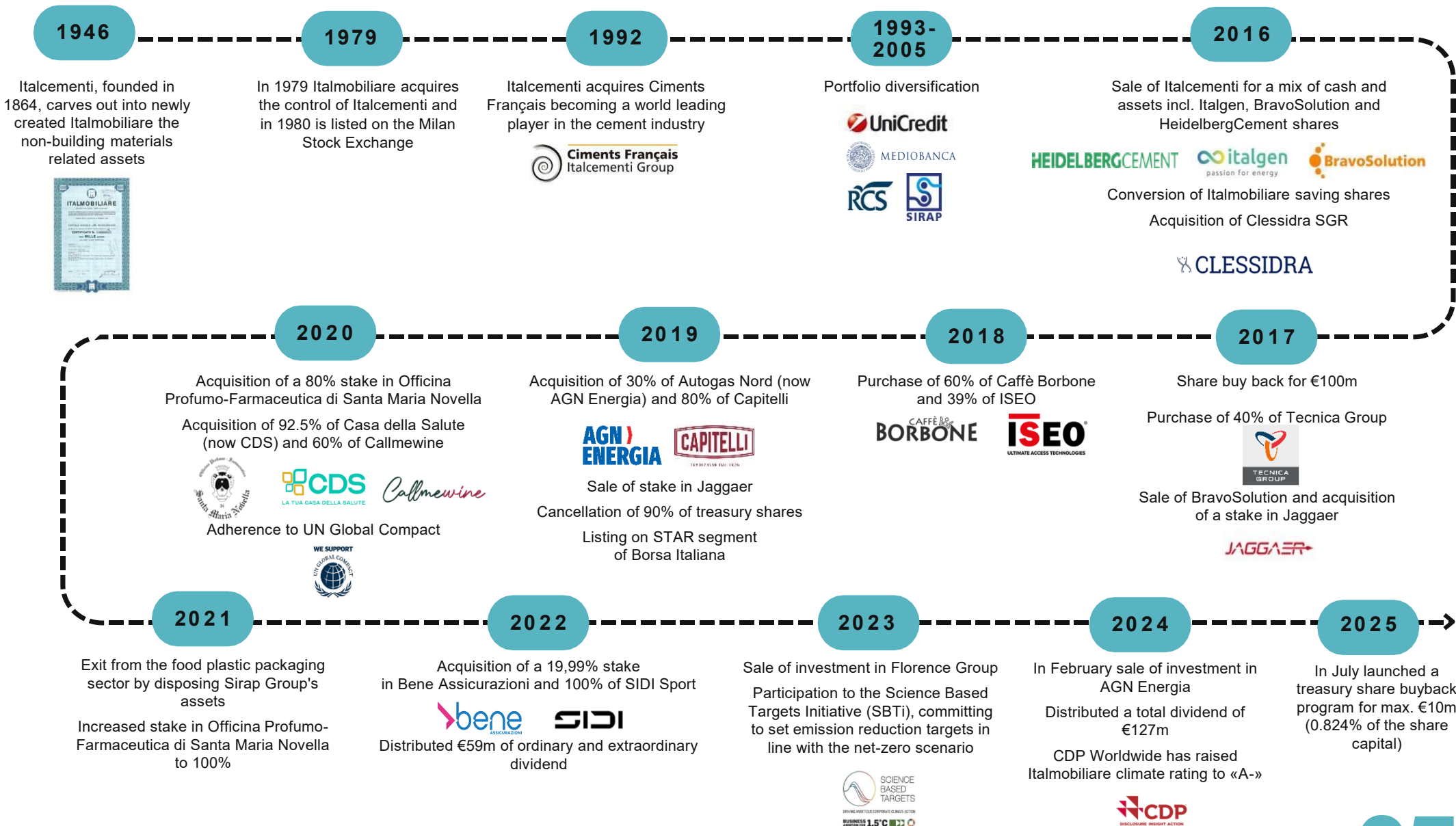
- **Investment holding since 1946**
- **Majority shareholder: Pesenti family, active in the Italian business community for over 150 years**
- **Focus on equity investments on Italian mid-sized companies**
- **NAV: Euro 2.2 bn or Euro 52.0 per share<sup>(1)</sup>,**
- **Increase in NAV since end of 2017: Euro 1.06 bn, of which Euro 0.4 bn of dividends paid out to shareholders**
- **Listed on Euronext STAR segment of Borsa Italiana**
- **Market cap: approx. Euro 1.21 bn<sup>(2)</sup>**
- **Ordinary dividend of Euro 0.9 per share (3.1% yield)<sup>(2)</sup>**

(1) As of June 30, 2025, net of treasury shares

(2) Dividend for 2024 results paid on May 2025; based on share price on July 23, 2025

# Our History

Since 2017 invested in 11 portfolio companies and executed 4 major exits



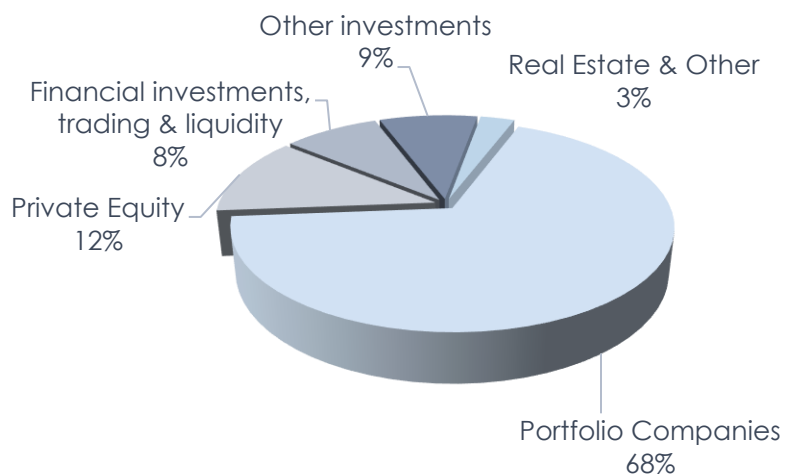
# Investment Portfolio

Diversified portfolio of strategic participations, Private Equity funds, financial participations and solid level of liquidity

06

Italmobiliare is an investment holding with a diversified NAV of Euro 2.2 bn

NAV  
Euro 2.2 bn



## PORTFOLIO HIGHLIGHTS

### Portfolio companies (68% of NAV)



Italmobiliare core business

### Private Equity funds (12%)

CLESSIDRA

BDT CAPITAL PARTNERS

ICONIQ

ISOMER CAPITAL

and others...

### Other investments (9%)

MEDIOBANCA

ARGEA

impresoft group

FARMAGORÀ

MICROTEC

and others...

Liquidity and financial assets (8%)



**Net Asset Value: € 2,200 m (+ € 22 m; +1.0% YTD<sup>(1)</sup>)**

## Main Portfolio Companies

**CAFFÈ  
BORBONE**

(60% interest)

**Revenues: € 185 m  
+11% YoY**

**EBITDA margin: 13%  
EBITDA: -38% YoY**



(95% interest)

**Revenues: € 33 m  
+14% YoY**

**EBITDA adj. margin:  
22%  
EBITDA adj: +14% YoY**



(88% interest)

**Revenues: € 38 m  
+20% YoY**

**EBITDA adj. margin:  
17%  
EBITDA adj: +18% YoY**



(40% interest)

**Revenues: € 172 m  
+3% YoY**

**EBITDA margin: n.m.**

**italgen**  
passion for energy

(100% interest)

**Revenues: € 32 m  
+0% YoY**

**EBITDA margin: 44%  
EBITDA: -21% YoY**

## Summary of key NAV items

**Total Portfolio Companies**  
change in fair value:  
**+ € 26 m  
(+2% YTD)**

Distributed € 18 m of dividends to ITM

**Private Equity**  
change in fair value:  
**- € 5.6 m\*  
(-2% YTD)**

Balance capital distributions / capital calls: - € 14.4 m

\* Negative impact from exchange rate of € 11.7 m

**Other investments**  
change in fair value:  
**+ € 15.6 m  
(+11% YTD)**

**Liquidity and financial assets**  
**€ 183 m at 30/06/2025**  
**decrease of € 87 m YTD**  
**mainly due to:**

- € 38 m dividends distributed
- € 14 m investments in Bene and CDS
- € 15 m investment in Microtec
- € 14 m PE net capital calls

(1) Adjusted for dividend distributed in May 2025

# Italmobiliare total return 2018 – 2025

Generated Euro 1.06 bn of additional NAV of which Euro 0.4 bn distributed to shareholders

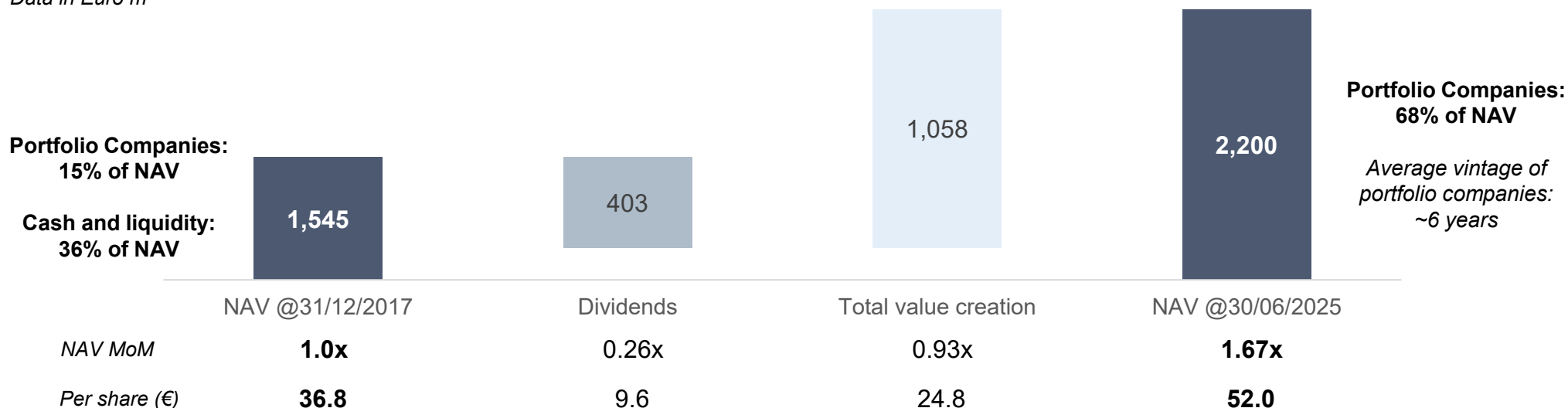
In the period 2015-2017 Italmobiliare divested nearly Euro 2.0 bn of assets (Italcementi, BravoSolution, Finter Bank and HC shares) and distributed cash (dividend and buy back) and Heidelberg Materials shares for approx. Euro 680 m

Since beginning of 2018 Italmobiliare:

- Divested Euro 830 m of direct assets and invested Euro 675 m on Portfolio Companies (Euro 737 m including Tecnica)
- Distributed dividends for Euro 403 m
- Increased its NAV by almost Euro 655 m net of dividends distribution

Total NAV value creation for shareholders: Euro 1,058 m or Euro 24.8 per share (IRR 7.7%; MoM 1.67x)

Data in Euro m



Dividend per share (€)	2018	2019	2020	2021	2022	2023	2024	Total	CAGR '18-24
Ordinary	0.55	0.6	0.65	0.7	0.7	0.8	0.9	4.9	9%
Extraordinary	-	1.2	-	0.7	-	2.2	-	4.1	
Total	0.55	1.8	0.65	1.4	0.7	3.0	0.9	9.0	

Note: NAV net of treasury shares

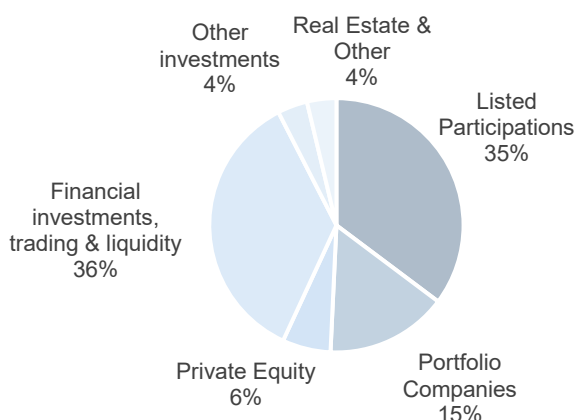


# Net Asset Value development

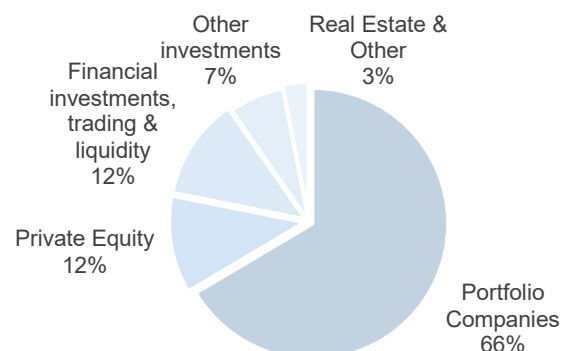
Over the past 7 years achieved target capital allocation and started the capital rotation phase

09

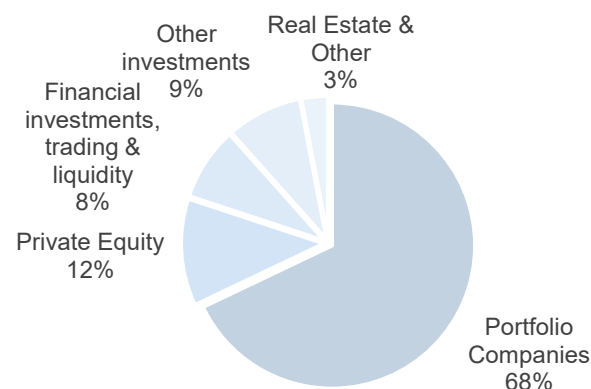
**€1,545 m**  
December 31, 2017



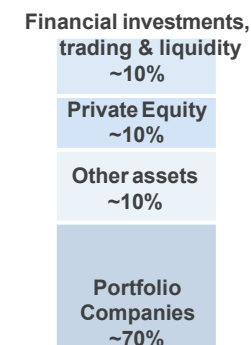
**€2,216 m**  
December 31, 2024



**€2,200 m**  
June 30, 2025



**TARGET  
ALLOCATION**



	(€m)
Portfolio Companies	240
Listed Participations <sup>(1)</sup>	544
Private Equity	95
Financial investments, trading & liquidity	549
Other investments	59
Real Estate & Other	58
<b>NAV</b>	<b>1,545</b>
<b>NAV per Share</b>	<b>36.8 €</b>
<b>NAV Discount</b>	<b>35%</b>

	(€m)
Portfolio Companies	1,473
Private Equity	258
Financial investments, trading & liquidity	270
Other investments <sup>(1)</sup>	146
Real Estate & Other	68
<b>NAV</b>	<b>2,216</b>
<b>NAV per Share</b>	<b>52.4 €</b>
<b>NAV Discount</b>	<b>51%</b>

	(€m)
Portfolio Companies	1,494
Private Equity	267
Financial investments, trading & liquidity	183
Other investments	189
Real Estate & Other	66
<b>NAV</b>	<b>2,200</b>
<b>NAV per Share</b>	<b>52.0 €</b>
<b>NAV Discount</b>	<b>50%</b>

Decrease mainly due to:

- investments in Portfolio Companies Bene and CDS (€14m)
- co-investment in Microtec (€15m)
- dividend distribution (€38m)

(1) From 31 December 2022 Listed Participations are included in Other investments

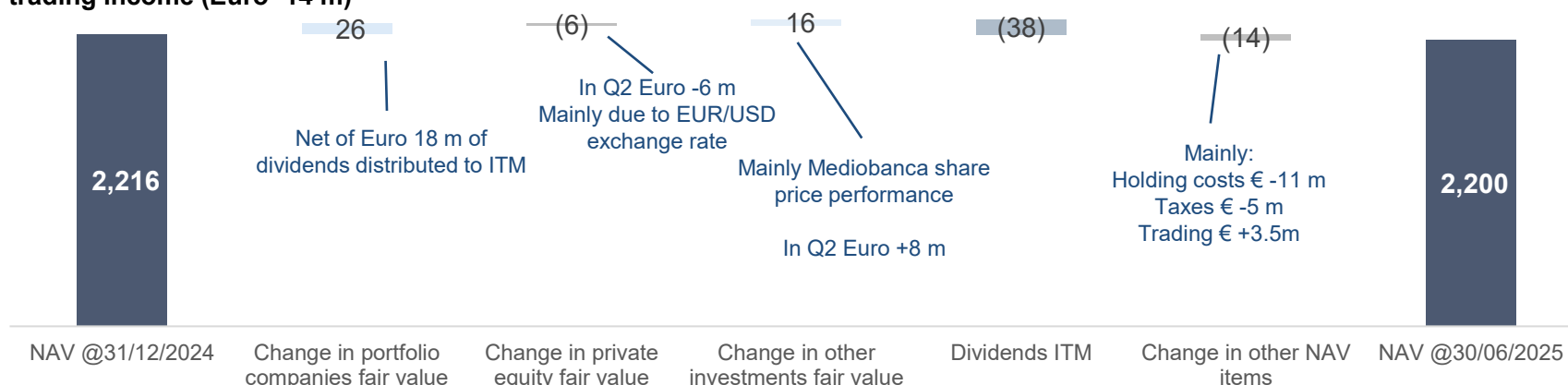
Note: NAV net of treasury shares, discount calculated as of NAV's date

Note: starting from March 2025 the participation in Callmewine, due to its limited size, has been restated from Portfolio Companies to Other Investments, NAV as of December 2024 has been restated accordingly

**Dividends paid from Dec '17 to '25** **403**

## NAV dynamics

- NAV of Euro 2,200 m as of June 2025, Euro +22 m or +1.0% (adjusted for dividend distribution) from December 2024, mainly effect of increase in fair value of portfolio companies (Euro +26 m) other investments (Euro +16 m), net of holding costs, taxes and trading income (Euro -14 m)



## Performance of Portfolio Companies

- In the first semester of 2025 all Industrial Portfolio Companies reported an increase in revenues YoY with **aggregated revenues up by 12%**. **Aggregated EBITDA decreased by 34% YoY**, mainly influenced by the negative EBITDA performance of Caffè Borbone (due to record high coffee price) and Italgen (due to exceptionally high comparison base)
- Growth in revenues for Caffè Borbone (+11% YoY) with lower EBITDA** (-38% YoY, 13% EBITDA margin) impacted by record high coffee prices
- Solid growth for Santa Maria Novella (revenues and EBITDA +14% YoY)** thanks to good performance of all channels and new store openings
- Continuing strong growth for CDS - Casa della Salute with revenues +20% and EBITDA +9% YoY**
- Growth in revenues for Tecnica (+3% YoY)** thanks to non-winter brands, although with lower EBITDA
- High production levels for Italgen** with lower EBITDA due to comparison with an exceptional first half in 2024
- Continuing recovery for Iseo** with revenues up by 7% YoY and stable EBITDA
- Solid performance of Capitelli** with revenues up by 7% YoY and EBITDA up by 20%
- Good performance for SIDI Sport with revenues up by 11% YoY** and improving EBITDA
- Continuing strong growth of Bene Assicurazioni** (GWP +30%)

## Other events

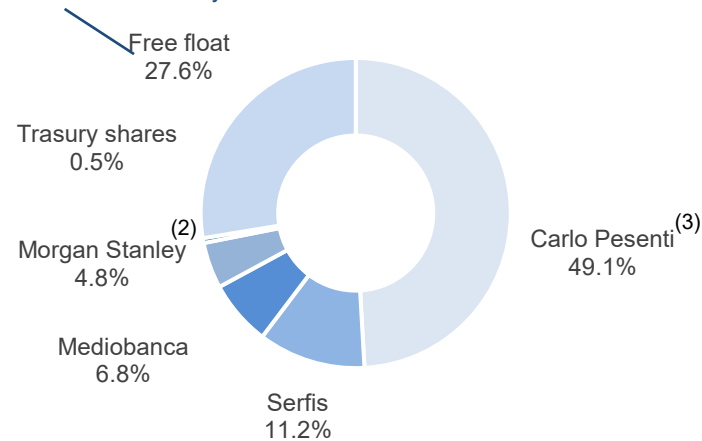
- In April 2025 Italmobiliare co-invested alongside Clessidra CCPIV fund in the acquisition of MiCROTEC, a leading player in wood and food scanning solutions which generated approx. €100m of revenues and €19m of EBITDA in 2024
- In June 2025 acquired an additional 5% stake in Bene Assicurazioni reaching a 24.996% shareholding in the company
- In July 2025 launched a treasury share buyback program for max. €10m (corresponding to 0.824% of the share capital)

# Italmobiliare shareholding structure

- Major shareholder is the Pesenti family
- Italmobiliare Board of Directors composed by 12 members, majority of independent directors, in office until the approval of 2025 results

## SHAREHOLDING STRUCTURE<sup>(1)</sup>

Mainly represented by institutional investors, of which 75% based outside Italy



## BOARD OF DIRECTORS

L. Zanetti (Chairman)	V. Casella	Independent Director according to CLF (Consolidated Law on Finance)
L. Strazzera (Deputy Chair)	M. Cipelletti	
C. Pesenti (CEO)	E. Fornero	Independent Director according to the Code of Corporate Governance and CLF (Consolidated Law on Finance)
R. Pesenti	P. Ruffini	
G. Bonomi	L. Minoli	
M. Cartia d'Asero	C. Palmieri	Non-executive Director

(1) As of April 2025

(2) Servicing equity swap instruments

(3) Indirectly through Efiarind BV, Efiarind BV & CIE SCPA, Cemital Privital Aureliana S.p.A. and with a fiduciary header to CFN Generale Fiduciaria S.p.A. for 48.045% and directly, on a personal basis for 1.078% of the share capital.



**LAURA ZANETTI**  
Chairman

Graduated with honours from Bocconi University, where she is Associate Professor with tenure of Corporate Finance as well as Research Fellow of the Baffi Research Centre and Academic Director of the Bachelor Degree in Economics and Finance.

Previously, she was Director of the Master of Science in Finance at Bocconi University, Visiting Scholar at both the MIT (Massachusetts Institute of Technology) and the LSE (London School of Economics and Political Science).

She is a Certified Public Accountant, Registered Auditor and Director of various leading companies.

She currently serves on the Board of Directors of WeBuild S.p.A., a listed company and a leading global player in the construction of large-scale complex infrastructures, and of Allianz Bank Financial Advisors S.p.A., an Italian bank of the Allianz Group that provides investment services to private clients.

She was a member of the Board of Directors of Italcementi S.p.A., among the major global players in the building materials sector, and, between 2012 and 2015, of Alerion Clean Power S.p.A., one of the leading Italian renewable energy operators.

She is a member of the Executive Committee and the Board of Assonime.

She is the author of many articles on corporate governance, corporate finance and company valuations.



**CARLO PESENTI**  
CEO

Degree in Mechanical Engineering - Milan Polytechnic.

Master in Economics & Management - Bocconi University, Milan.

Since 1999 he has been a member of the Board of Directors of Italmobiliare, an investment holding company listed on the Milan Stock Exchange. In 2001 he was appointed Chief Operating Officer and in May 2014 he became Chief Executive Officer. During his career he served for more than a decade, till 2016, as CEO of Italcementi.

Along with the positions held in the Italmobiliare Group, he has also been a member of the Boards of Directors of leading listed companies such as Unicredit S.p.A., RCS S.p.A. and Mediobanca S.p.A. for several terms of office.

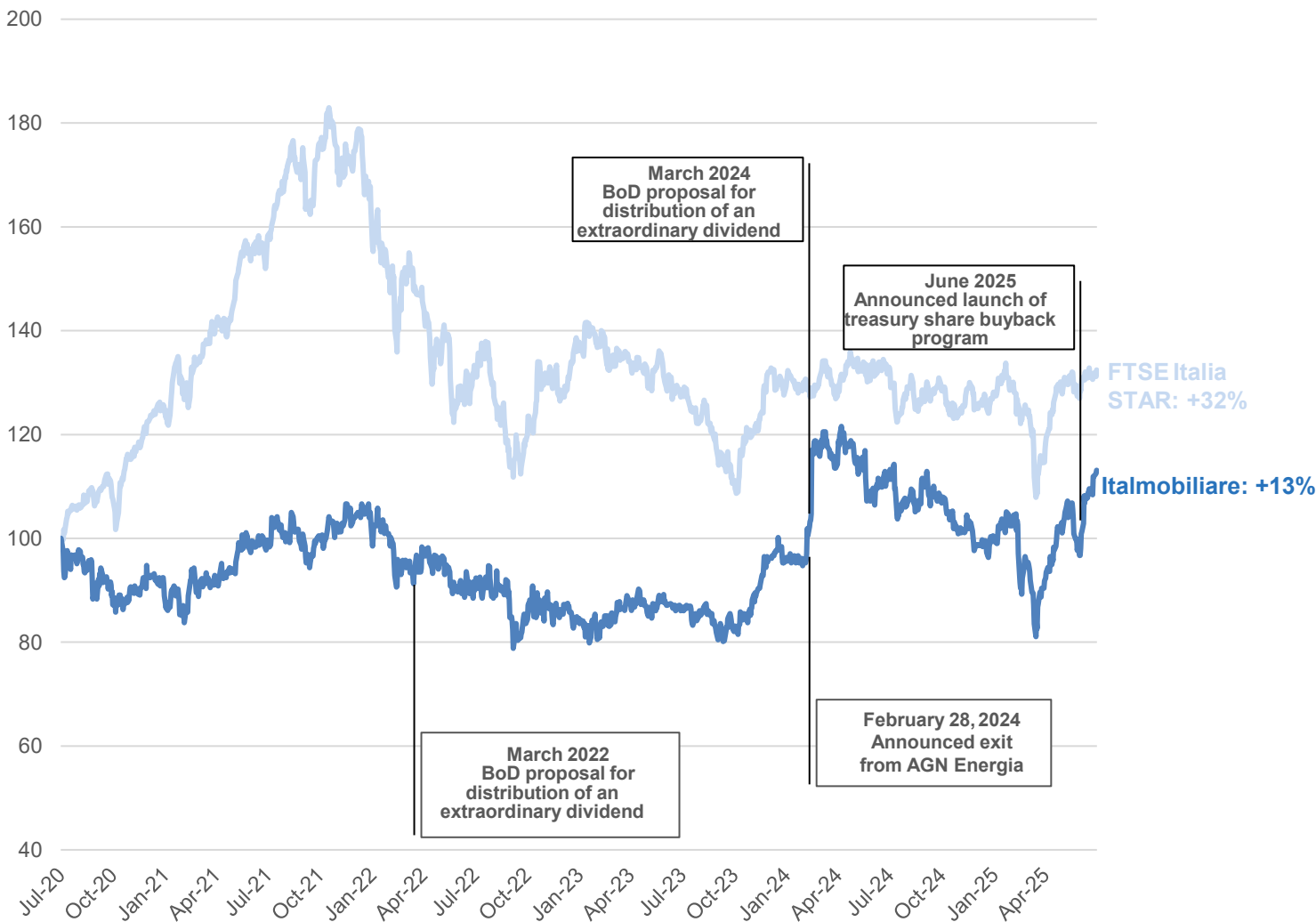
He is currently Chairman of Officina Profumo-Farmaceutica di Santa Maria Novella S.p.A. and is a member of the Board of Directors of Clessidra Holding S.p.A., Tecnica Group S.p.A. and Caffè Borbone S.r.l. (Italmobiliare Group portfolio companies).

Former Vice-President of Confindustria (2014-2016), he is a member of the Advisory Board of Assolombarda. He is a member of the Board of ISPI and Co-Chairman of the Italy-Thailand Business Forum.

He is Chairman of the Pesenti Foundation, which promotes interaction between profit and non-profit organisations for the diffusion of a culture of innovation to generate projects and activities in the social, environmental and cultural sectors.

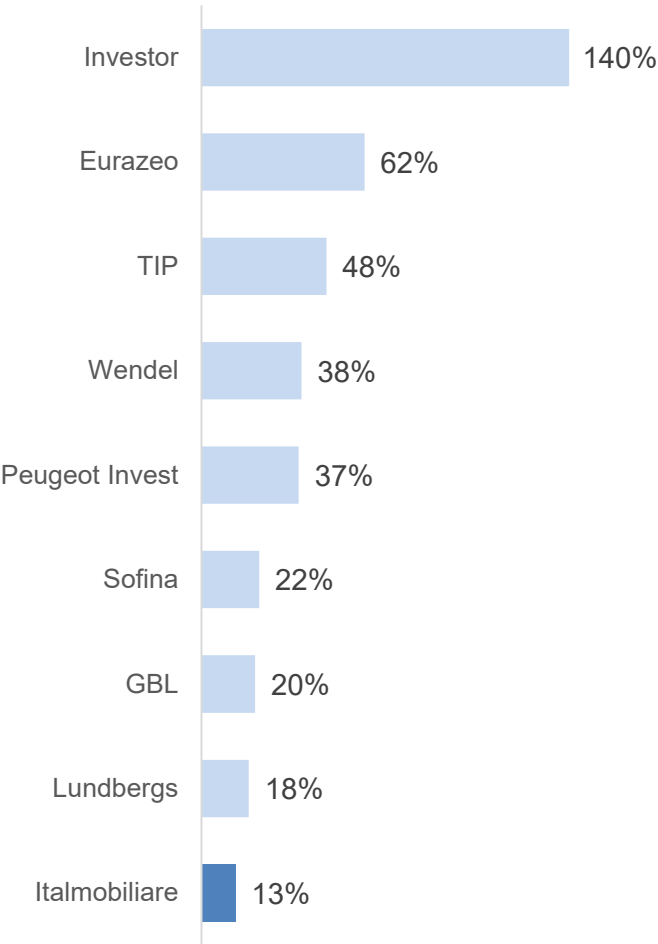
# Italmobiliare share price performance | Last 5 years

Last 5 years Italmobiliare share price performance vs STAR index



Source: Bloomberg as of July 23, 2025; prices rebased to 100 adjusted for dividends distributions

Total shareholders return last 5 years



Source: Bloomberg as of July 23, 2025

# Risk management

Italmobiliare periodically performs an integrated analysis of the main risk factors and related mitigation measures

- **Portfolio risk analysis:**

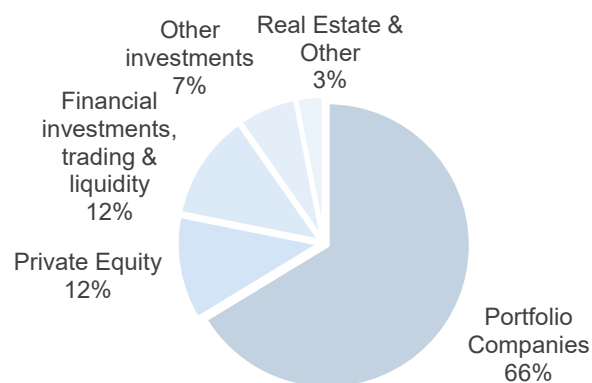
- main risk indicators (VaR, CVaR and recovery time) are aligned with the **average risk indicators of the global equity index**
- well diversified portfolio with a **balanced degree of correlation** of the different components

- **Italmobiliare and each of the portfolio companies** periodically **monitor and analyze specific risk factors and identify precise actions for risk mitigation and hedging**

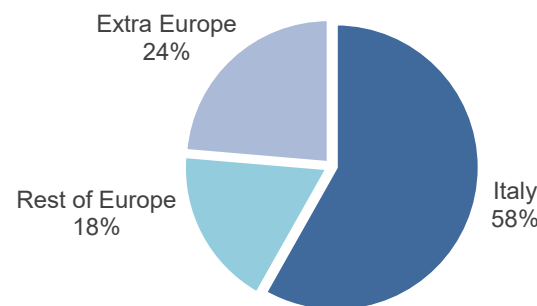
- Risk factors analyzed: capital markets, regulatory, sustainability, climate change, country and currency exposure, commodities, inflation, supply chain, technological disruption, rates, economic cycle, cybersecurity, etc.

- **Exposure to different country/area risks:** the NAV distribution proportional to the **geographic diversification of sales** shows a good level of diversification out of Italy (~40% of NAV linked to sales abroad)

NAV at December 31, 2024



NAV geographic breakdown proportional to 2024 sales



# INDEX



Italmobiliare: Overview

**ESG approach**

Investment Portfolio

Focus on portfolio companies

Exits

Closing remarks



WE SUPPORT



Italmobiliare adheres to the **United Nations Global Compact**, the world's largest strategic sustainability initiative, by sharing, supporting and applying in its sphere of influence the fundamental Ten Principles of the Global Compact and by actively contributing to the achievement of the United Nations' **Sustainable Development Goals**.

SUSTAINABLE DEVELOPMENT GOALS



Among these, **six SDGs** are set as a common strategic reference for value creation, in addition of those specific to the businesses of the portfolio companies

In support of

WOMEN'S EMPOWERMENT PRINCIPLES

Established by UN Women and the UN Global Compact Office

Italmobiliare has signed and promotes the **Women Empowerment Principles** explicitly referred to in the Codes of Ethics of the holding company and all the portfolio companies



Italmobiliare adheres to the **Science Based Targets initiative (SBTi)**. 2030 GHG reduction targets have been already validated by SBTi, and 2050 Net-Zero commitment is set.

More info on Italmobiliare group sustainable approach and performance on the annual [sustainability report](#).

## ESG strategic guidelines

	GOVERNANCE & VALUE CHAIN	CLIMATE STRATEGY	HEALTH, SAFETY AND WELLBEING	GENDER AND HUMAN CAPITAL DEVELOPMENT
<i>The foundation for Holding and Portfolio Companies</i>	Adoption of Code of Ethics and Sustainability Policies, with application extended to the entire value chain.	Validated SBTi objectives covering the 76% of NAV and 100% of carbon footprint.	Actively supporting people in addressing emerging social challenges.	Adoption of the Women Empowerment Principles (WEPs) and inclusive growth of competences.
Ongoing challenges	100% of Portfolio Companies adopting ESG prequalification models for all suppliers.	100% of Portfolio Companies with validated SBTi objectives.	100% of Portfolio Companies with a full culture of safety as an ethical and business efficiency model.	100% of Portfolio Companies adopting a people development plan aimed at growth, inclusion and gender equality.

## ESG ratings

**S&P Global**

**ESG Rating**  
90° percentile

**MORNINGSTAR SUSTAINALYTICS**

**ESG Risk Rating**  
“Negligible risk”

**CDP**

**CDP Climate**  
A-

**REFINITIV**

**ESG Score**  
74/100

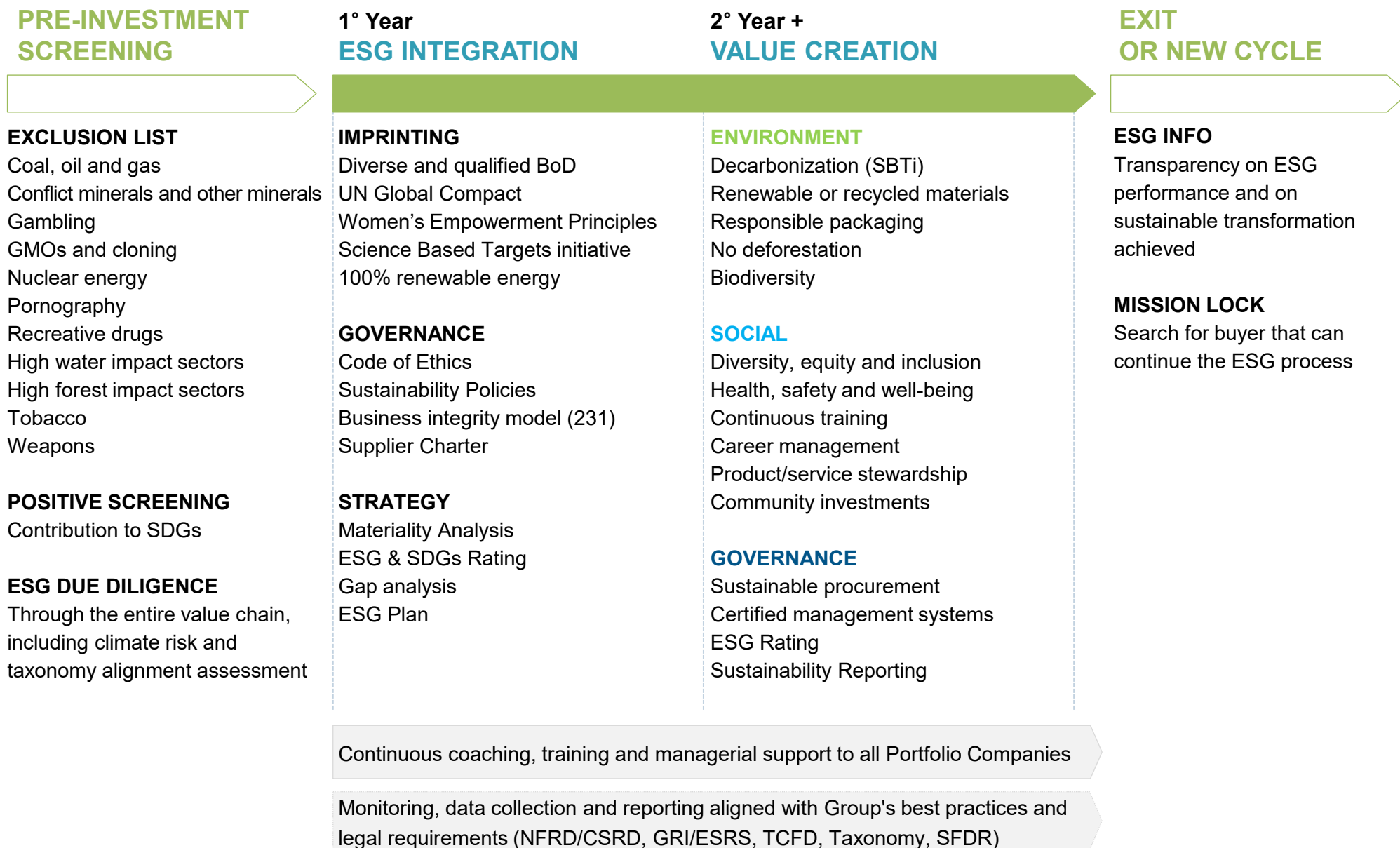
**CSRHUB®**


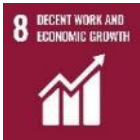




**ESG Ranking**  
84%

# ESG-driven approach to portfolio value creation

18

**Active ownership of Portfolio Companies through dialogue, transparency and continuous support towards the integration of environmental, social and governance success levers into the business strategy**



		2019	2020	2021	2022	2023	2024	Target 2025
	<b>GENDER EQUALITY</b> <b>Women in managerial positions</b> <i>% of women in middle and top management positions</i>	19%	22%	33%	31%	35%	38%	>40%
	<b>DECENT WORK</b> <b>Injury frequency rate</b> <i>Work injuries that caused &gt;24h absence from work per million worked hours</i>	6.0	4.8	6.8	3.3	4.8	5.4	0
	<b>RESPONSIBLE PRODUCTION</b> <b>Responsible resources: raw materials</b> <i>% of renewable or recycled materials out of the total materials used</i>	30%	46%	90%	90%	91%	96%	>80%
	<b>FIGHTING CLIMATE CHANGE</b> <b>Carbon intensity</b> <i>CO<sub>2</sub> emissions direct (Scope 1) and indirect (Scope 2) per million euro of revenues</i>	88	79	23	13	13	12	SBTi *
	<b>BUSINESS INTEGRITY</b> <b>Companies with formalized instruments to combat offenses</b> <i>% of Portfolio Companies that adopted 231 Organization and Control Model</i>	100%	83%	88%	100%	100%	100%	100%
	<b>PARTNERSHIP FOR SUSTAINABILITY</b> <b>Companies with reference identity documents for ESG engagement</b> <i>% of Portfolio Companies with Code of Ethics explicitly oriented towards sustainability and advanced Sustainability Policies</i>	60%	67%	100%	100%	100%	100%	100%

Consolidated ESG performance refers to Italmobiliare and majority-controlled Portfolio Companies; variation of metrics is influenced also by change in consolidation perimeter.

\* Target 2025 has been embedded in the wider set of decarbonization targets under the commitment taken with the Science Based Targets initiative.

# INDEX

Italmobiliare: Overview

ESG approach

► **Investment Portfolio**

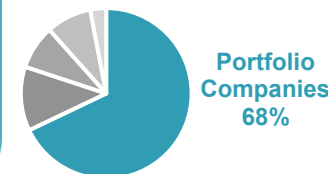
Focus on portfolio companies










Exits

Closing remarks

# Portfolio companies

Strategy: Ebitda growth, organic and M&A business expansion, low leverage



	Date of entry	Sector	Strategy and drivers	Financials 2024 (€m): Revenues (YoY % var.) EBITDA (% margin) Leverage NFP/EBITDA	Revenues breakdown by geography <sup>(1)</sup>
<b>Caffè Borbone (60%)</b> 	May-2018	▪ Coffee	<ul style="list-style-type: none"> <li>Organic growth in an expanding market</li> <li>Development of international markets</li> </ul>	335 (+11%) 68 (20%) 1.0x	89% ITA
<b>Tecnica (40%)</b> 	Nov-2017	▪ Sport equipment	<ul style="list-style-type: none"> <li>Support to organic growth, product/brand portfolio enhancement, group structure optimization, margins and cash flows improvement</li> </ul>	517 (-4%) 79 (15%) 1.9x	93% Abroad
<b>Santa Maria Novella (95%)</b> 	Jan-2020	▪ Perfumes and cosmetics	<ul style="list-style-type: none"> <li>Accelerating international expansion of an iconic brand</li> <li>Product portfolio development and consolidation of brand awareness</li> </ul>	70 (+25%) 21 (30%) 0.3x	68% Abroad
<b>CDS - Casa della Salute (88%)</b> 	Dec-2020	▪ Outpatient healthcare clinics	<ul style="list-style-type: none"> <li>Accelerating network expansion through new openings and bolt-on acquisitions</li> </ul>	63 (+48%) 13 (21%) n.m.	100% ITA
<b>Italgen (100%)</b> 	Jun-2016	▪ Hydro and renewable energy	<ul style="list-style-type: none"> <li>Resilient yield play, efficiency, market consolidation, green/brown field projects</li> <li>Portfolio hedge on energy costs</li> </ul>	67 (+18%) 32 (48%) 1.0x	100% ITA
<b>ISEO (39%)</b> 	Oct-2018	▪ Access control and locking solutions	<ul style="list-style-type: none"> <li>Partnership with entrepreneurs to support organic and M&amp;A growth</li> <li>Acceleration in the digital and electronic space</li> </ul>	154 (-4%) 17 (11%) 2.7x	75% Abroad
<b>Bene Assicurazioni (24.99%)</b> 	Apr-2022	▪ Insurance	<ul style="list-style-type: none"> <li>Support organic growth also through agency network expansion</li> </ul>	290 (+31%) <sup>(2)</sup>	100% ITA
<b>Capitelli (80%)</b> 	Dec-2019	▪ Food (ham)	<ul style="list-style-type: none"> <li>Support organic growth</li> <li>Market consolidation</li> </ul>	23 (+4%) 4 (17%) Net cash	100% ITA
<b>SIDI Sport (100%)</b> 	Oct-2022	▪ Sport equipment	<ul style="list-style-type: none"> <li>Support organic growth and international expansion</li> <li>Enhancement of managerial team</li> <li>Product portfolio development and brand consolidation</li> </ul>	32 (+33%) 0.8 (3%) n.m.	90% Abroad

Note: table not including Clessidra Holding; data refer to EBITDA adjusted for Santa Maria Novella, CDS - Casa della Salute, SIDI Sport and Tecnica

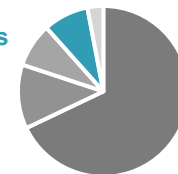
(1) For reference, share of revenues in USA are: 1% for Caffè Borbone; 21% for Tecnica; 15% for Santa Maria Novella and 18% for SIDI Sport

(2) Data refer to gross written premiums

# Other investments

Selected other investments: co-investments with return opportunities

Other  
investments  
9%



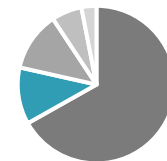
Main investments	Sector	Investment partner	Profile	Date of investment
ARGEA	Wine	Clessidra Private Equity	<ul style="list-style-type: none"> <li>▪ Largest Italian wine producer and exporter with €450m of revenues (90% abroad) and an asset-light business model focused on brand and distribution</li> <li>▪ In 2021 add-on of Mondodelvino and in 2023 add-on of Zaccagnini</li> </ul>	▪ 2021
impresoft » group	IT services & software	Clessidra Private Equity	<ul style="list-style-type: none"> <li>▪ Provider of IT &amp; software services and digital solutions to SMEs</li> </ul>	▪ 2022
FARMAGORÀ	Pharmacy	Management team	<ul style="list-style-type: none"> <li>▪ Aggregator in the retail pharmacy industry</li> </ul>	▪ 2021
MiCROTEC	Industrial technology	Clessidra Private Equity	<ul style="list-style-type: none"> <li>▪ Provider of scanning &amp; optimization solutions for the wood processing industry</li> </ul>	▪ 2025



# Private Equity

Strategy: global multi-industry reach and complementarity with investment portfolio

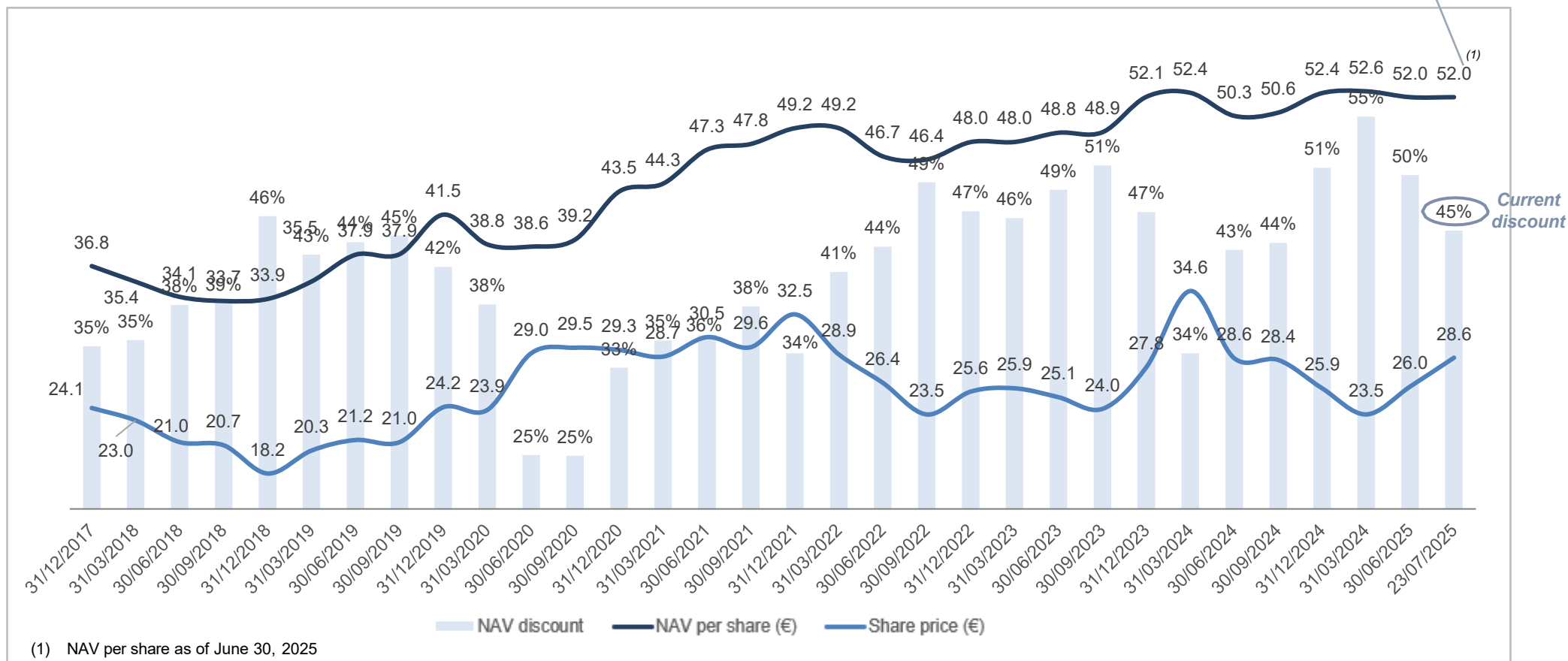
Private Equity  
12%



Category	Strategy	Funds	Share of total NAV
Clessidra funds	Italy mid-cap LBO Italy Small-cap	 Fund III Fund IV Green Harvest <sup>(1)</sup>	~50%
	Italy Unlikely-to-pay Italy Private Debt	 Restructuring Private Debt	
Third-parties funds	Mid-large cap LBO US and Europe	  	~35%
	Venture capital and early stage US and Europe	    	~15%
	Growth capital US and Europe	  	

(1) First closing in July 2025

## NAV per share and NAV discount evolution



- NAV is calculated according to the following methodologies for each of the main asset class:
  - Private participations (portfolio companies): at financial year-end valuation by an independent expert based on market multiples or other methodologies; valuation is also updated on the basis of June interim report
  - Private equity investments: valued at NAV of each fund updated every quarter
  - Listed participations: value at market price at each reference date

Italmobiliare: Overview

ESG approach

Investment Portfolio

► **Focus on portfolio companies**

Exits

Closing remarks

PROFILE

Caffè Borbone, based in Naples, is the main producer of single-serve coffee in Italy in volumes as well as the market leader for capsules compatible with Lavazza® and Nestlé Nespresso® and Nescafé Dolce Gusto® systems\*

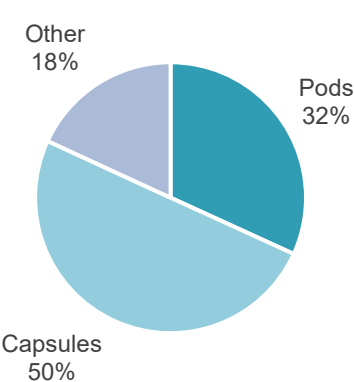
Caffè Borbone has achieved an impressive growth thanks to the excellent price / quality ratio and to its focus on coffee capsules and pods, a fast-growing market that has changed consumer habits

Caffè Borbone has developed a strong brand awareness at a national level with further growth potential in the North of Italy, in the modern trade channel, and abroad, where the company has still a limited presence

*\*All registered trademarks, product designations or brand names used in this document are not owned by Caffè Borbone nor by any company associated with it*

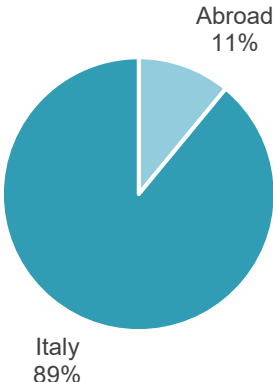
REVENUES BREAKDOWN

BY PRODUCT



Note: 2024 data; unaudited management account

BY COUNTRY



PRODUCTS

Paper Pods



Coffee beans



Capsules compatible with Lavazza and Nestlé (Nespresso and Dolce Gusto) systems



Moka coffee



KEY FINANCIALS

(€ m)	2017	2018	2019	2020	2021	2022	2023	2024	1H25
Revenues	93.6	135.2	172.6	219.3	252.9	262.7	300.4	334.5	184.5
YoY % var.	+30%	+44%	+28%	+27%	+15%	+4%	+14%	+11%	+11%
EBITDA	20.3	33.7	52.0	75.1	83.1	68.5 <sup>(1)</sup>	79.7	67.5	23.3
% margin	22%	25%	30%	34%	33%	26%	27%	20%	13%
Net income	13.7	16.5	34.2	90.5	63.5	38.8	48.0	36.9	12.6
Dividends			8	20	30	50	30	50	
Net debt (cash)	(27.3)	51.2	31.6	11.8	(8.0)	20.6	(17.1)	68.9	59.6

Note: FY 2017 drawn up in accordance with Italian accounting standards and from 2018 in accordance with IFRS

(1) Adjusted for non recurring costs for €2.7m

Increase due to inclusion of acquisition financing

Margins reduction due to raw materials inflation

Increase also due to inventory absorption for high coffee prices

# Officina Profumo-Farmaceutica di Santa Maria Novella (95%)

Entry: January 2020



**PROFILE**

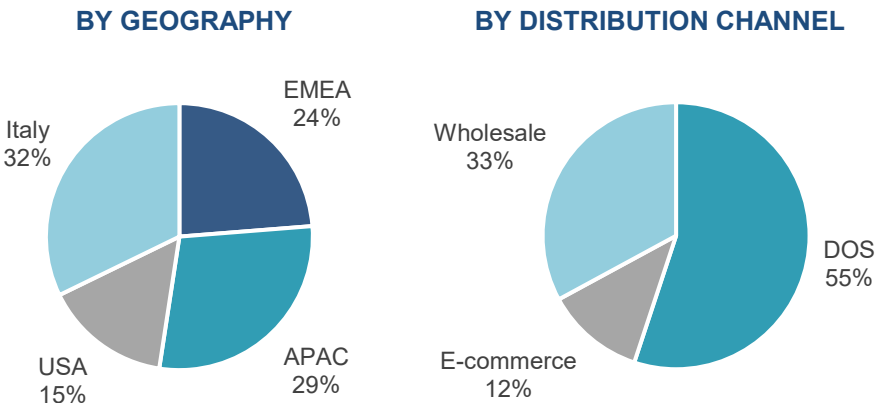
Officina Profumo-Farmaceutica di Santa Maria Novella produces and distributes luxury fragrances and cosmetic products under its own brand

The company is headquartered in Florence with roots in the oldest pharmaceutical laboratory in Europe founded by Dominican friars with a history dating back to the 13th century

A rich tradition and strong heritage contributed to the creation of an iconic and unique brand with a wide portfolio of products distributed through a network of mono-brand and wholesale stores in Europe, USA and Asia and own e-commerce website

The company is increasing its focus on DOS and distribution partnerships, in 2023 it has bought back the distributor in Venice and the distribution business in Japan with 16 POS (effective in 2024) and has signed a distribution agreement for the UAE. In 2024 has opened new DOS in Paris, London, Japan and USA

REVENUES BREAKDOWN



Note: 2024 data; unaudited management account

STORES AND PRODUCTS



KEY FINANCIALS

(€ m)	2019	2020	2021	2022	2023	2024	1H25
Revenues	31.1	22.6	30.0	46.6	56.2	70.0	32.5
YoY % var.	+4%	-27%	+33%	+55%	+21%	+25%	+14%
EBITDA	12.4	5.2 <sup>(1)</sup>	8.2	11.3	15.7	20.7 <sup>(2)</sup>	7.2 <sup>(3)</sup>
% margin	40%	23%	27%	24%	28%	30%	22%
Net income	10.3	(0.1)	2.5	4.7	6.5	7.5	0.9
Dividends					8.0		5.0
Net debt (cash)	(19.2)	(10.1)	(14.8)	(5.8)	1.9	5.9	14.0

Note: 2018 consolidated management accounts including San Carlo S.r.l.; 2019 accounts drawn up in accordance with Italian accounting standards and reclassified according to ITM policies; from 2020 accounts in accordance with IFRS

(1) Adjusted for non recurring items for €2.2m

(2) Adjusted for non recurring items for €1.5m

(3) Adjusted for non recurring costs for €0.6m

Includes €25m of IFRS16 lease debt

Variation also due to application of IFRS16

# Tecnica Group (40%)

Entry: November 2017



## PROFILE

Tecnica Group is the main Italian group active in the sport sector being the leading manufacturer of outdoor footwear and ski equipment

The group has collected a portfolio of brands that includes some of the industry's historic names: Tecnica (ski boots and footwear), Nordica (skis and boots), Moon Boot (footwear), LOWA (trekking shoes), Blizzard (skis) and Rollerblade (inline skates)

Tecnica is a multinational group that generates over 90% of its sales abroad and its production plants are located in Germany, Austria, Hungary, Slovakia and Ukraine

## BRANDS AND PRODUCTS



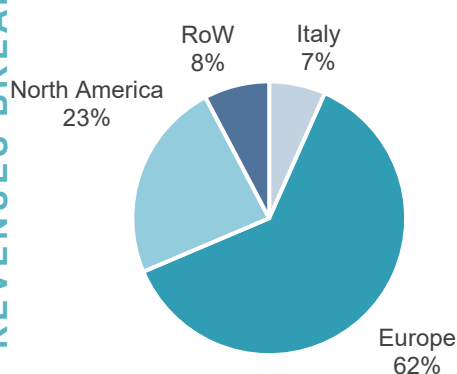
All-season



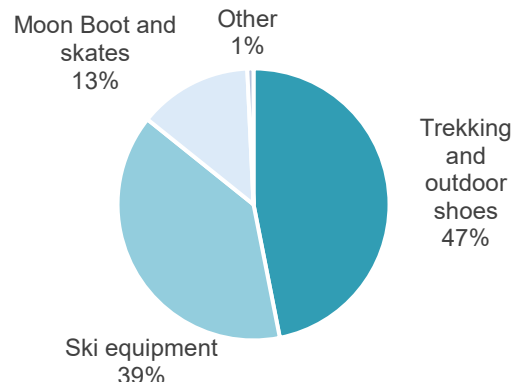
Ski equipment

## REVENUES BREAKDOWN

### BY GEOGRAPHY



### BY PRODUCT



Note: 2024 data; unaudited management account

## KEY FINANCIALS

(€ m)	2017	2018	2019	2020	2021	2022	2023	2024	1H25
<b>Revenues</b>	368.0	398.5	424.0	382.5	463.8	561.0	540.3	516.9	171.5
YoY % var.	+8%	+8%	+6%	-10%	+21%	+21%	-4%	-4%	+3%
<b>EBITDA</b>	31.4	37.7	59.6	59.4	82.9	94.5	91.2 <sup>(2)</sup>	79.0 <sup>(3)</sup>	(12.2)
% margin	9%	10%	14%	16%	18%	17%	17%	15%	n.m.
<b>Net income<sup>(1)</sup></b>	0.9	5.4	11.3	8.4	41.2	44.8	25.9	25.2	(30.9)
<b>Dividends</b>						8.0	10.0	6.0	6.0
<b>Net debt (cash)</b>	125.6	113.4	221.1	171.1	127.5	139.3	156.0	147.1	168.8

(1) Excluding minorities until 2020

(2) Adjusted for non recurring costs for €7.1m

(3) Adjusted for non recurring costs for €4.4m

Increase due to:

- adoption of IFRS16 (€37m)
- Riko-Lowa minorities acquisition (€86m)

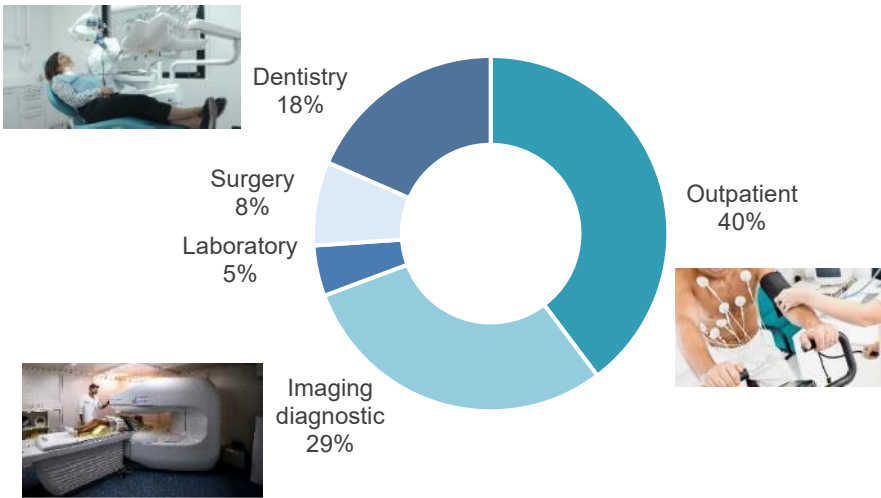
EBITDA adjusted: €59.6m  
+ IFRS16 adoption €5.2m  
• Non recurring items €3.9m  
• Riko full year pro-forma adj €9.4m  
EBITDA reported: €51.5m

**PROFILE** CDS - Casa della Salute is an integrated operator of health centers, built around the concept that a wide array of high-quality private health services such as imaging diagnostics and physiotherapy can be provided at accessible prices and with short waiting lists

Company' s growth is driven by a disruptive business model, based on advanced IT systems and state-of-the-art equipment, that allows high operational efficiency, and prices close to national healthcare ticket

The company operates 33 healthcare centers and 5 analysis collection centers

REVENUES BREAKDOWN



Note: 2024 data; unaudited management accounts

GEOGRAPHICAL PRESENCE

38 centers located in Liguria, Piedmont and Sardinia



KEY FINANCIALS

(€ m)	2019	2020	2021	2022	2023	2024	1H25
Centers n.	8	8	11	12	26	35	38
Revenues	11.7	16.5	25.8	32.5	42.8	63.2	38.0
YoY % var.	+105%	+41%	+56%	+26%	+32%	+48%	+20%
Adj. for non recurring costs		1.3	1.4	1.7	3.5	5.7	2.2
EBITDA adj.	1.2	2.3	3.9	6.5	8.6	13.2	6.5
% margin	10%	14%	15%	20%	20%	21%	17%
Net income	(0.2)	(0.6)	(0.8)	(1.7)	(3.7)	(7.9)	(4.6)
Capex		2.6	15.4	20.0	25.1	37.3	17
Net debt (cash)	6.2	16.5	34.3	44.5	66.3	78.2	78.9

Note: 2019 accounts drawn up in accordance with Italian accounting standards, 2020 accounts reclassified according to ITM policies; from 2021 in accordance with IFRS

Increase mainly due to application of IFRS16

Of which:  
Bank net debt: €34 m  
IFRS 16 lease debt: €34 m  
Shareholders' loan: €11 m

Includes capital increase of €9.3 m



PROFILE

Italgen is a producer and distributor of electricity from renewable energy sources, it manages 30 hydropower plants and 6 photovoltaic plants, over 300 km transmission lines in northern Italy

A pipeline of solar projects for 77+ MW is currently under development

In July 2025 acquired two hydropower plants with a total capacity of 4 MW and 10 GWh/year of production

Italgen is strongly committed to sustainability, it operates in full compliance with the environment and has obtained the most relevant certifications: ISO 9001, 14001 and EMAS (Eco Management Audit Scheme)

Hydro



Solar



KPIs

- Installed capacity: 83 MW (100% renewable)
- Energy production potential: 325 GWh/year
- Equivalent households potentially supplied by Italgen: 143,000
- Avoided CO2 emissions: 161,000 Tons/year

GEOGRAPHICAL PRESENCE

Hydro plants locations



2022 and 2023 results mainly influenced by low level of production due to extraordinary low rainfall in the period 1H23 impacted also by temporary regulatory measures

KEY FINANCIALS

(€ m)	2019	2020	2021	2022	2023	2024	1H25
Revenues	34.4	30.2	45.3	50.0	56.8	66.8	32.3
YoY % var.	-5%	-12%	+50%	+10%	+14%	+18%	+0%
EBITDA	14.6 <sup>(1)</sup>	13.9 <sup>(2)</sup>	24.3 <sup>(3)</sup>	9.8	12.6	31.9	14.1
% margin	42%	46%	54%	20%	22%	48%	44%
Net income	7.4	11.1	12.6	4.9	3.1	19.4	6.8
Dividends	6.0	7.2	4.8	8.0	4.0	8.0	7.5
Net debt (cash)	20.1	10.2	18.7	29.6	34.4	30.5	39.4

(1) Adjusted for non recurring costs (€0.4m)  
(2) Adjusted for non recurring revenues and costs (-€9.7m)  
(3) Adjusted for non recurring costs (€1.3m)

# Iseo Ultimate Access Technologies (39%)

Entry: October 2018



**PROFILE** ISEO Ultimate Access Technologies, headquartered in Pisogne (Brescia, Northern Italy), is one of the main European producers of mechanical, mechatronic and digital solutions for access control and security

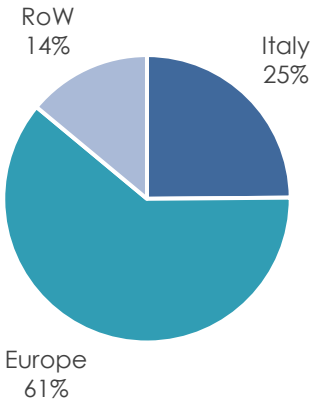
Since 2010, ISEO has developed digital solutions and innovative security systems for access control thanks to proprietary software and firmware and a dedicated research center

ISEO is the second player in the Italian market (13% market share) and has developed a significant presence abroad – also through acquisitions – in Europe, Asia, China, Middle East, South Africa and South America

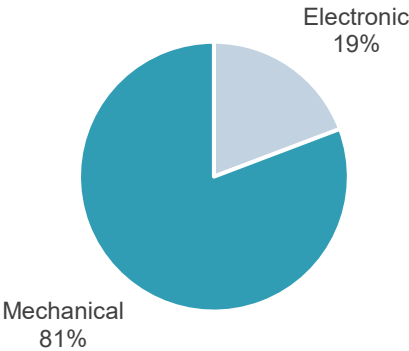
In 2021 ISEO has acquired a majority stake in Sofia Locks a PropTech company specialized in cloud native access control solutions

REVENUES BREAKDOWN

BY GEOGRAPHY



BY PRODUCT TYPE



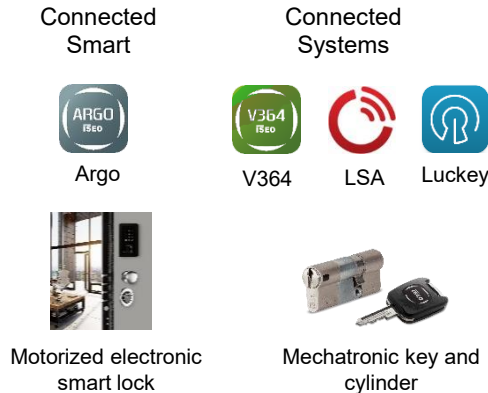
Note: 2024 data; unaudited management accounts

PRODUCTS

## Mechanical products



## Electronic and digital connected solutions



KEY FINANCIALS

(€ m)	2018	2019	2020	2021	2022	2023	2024	1H25
Revenues	136.7	142.7	128.4	152.5	163.3	159.7	153.9	78.4
YoY % var.	-4%	+4%	-10%	+19%	+7%	-2%	-4%	+7%
EBITDA	15.0	18.7 <sup>(1)</sup>	16.7 <sup>(2)</sup>	22.4	21.8 <sup>(3)</sup>	16.9	16.6	5.2
% margin	11%	13%	13%	15%	13%	11%	11%	7%
Net income	5.3	6.1	4.1	12.0	10.1	4.2	2.4	-1.0
Dividends		1.2	1.2	3.5	10.0	5.0	0.0	0.0
Net debt (cash)	43.7	34.6	19.7	16.9	38.8	43.4	45.5	53.2

(1) Adjusted for non recurring costs of €3.4m  
(2) Adjusted for non recurring costs of €3.0m  
(3) Adjusted for non recurring costs of €1.3m

2024 results impacted by sales delays and non recurring costs due to new ERP implementation

PROFILE

SIDI Sport is an Italian Company recognized globally as leader in the production of cycling shoes and motorcycling boots, becoming co-protagonist of extraordinary victories that inscribed the legend of these sports

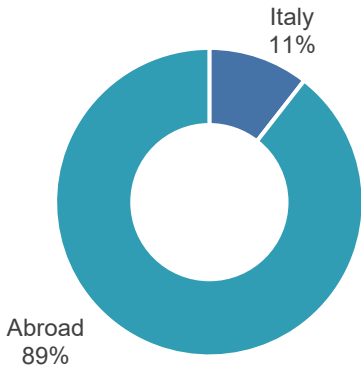
SIDI is an iconic and international brand, famous for the high quality of its products which are used by the most important professional and amateur athletes all over the world

Almost 90% of the sales are generated abroad thanks to a global distribution network

In 2025 announced the partnership with Brad Binder, rider of the Red Bull KTM Factory Racing MotoGP team, who will use SIDI's technical footwear throughout the 2025 season

REVENUES BREAKDOWN

BY GEOGRAPHY



Note: 2024 data

PRODUCTS

Cycling



Motorcycling



KEY FINANCIALS

(€ m)	2020	2021	2022	2023	2024	1H25
Revenues	28.6	37.9	33.2	23.8	31.7	15.6
YoY % var.	+2%	+33%	-12%	-28%	+33%	+11%
EBITDA	5.0	7.4	4.0 <sup>(1)</sup>	(0.5) <sup>(3)</sup>	0.8 <sup>(4)</sup>	(0.4)
% margin	17%	20%	12%	n.m.	3%	n.m.
Net income	3.4	4.7	1.5	(6.5)	(1.8)	(1.6)
Net debt (cash)	(16.4)	(18.9)	19.7 <sup>(2)</sup>	10.6	15.1	18.3

Note: accounts drawn up in accordance with Italian accounting standards until 2022, from 2023 in accordance with IFRS

(1) Adjusted for non recurring costs for €0.3m

(2) Includes net debt of holding company FT4

(3) Adjusted for non recurring costs of €2.2m

(4) Adjusted for non recurring costs of €0.4m

Increase due to inclusion of acquisition financing

Includes capital increase of €15m

Includes €5.5m of IFRS 16 lease debt

From 2023 margins impacted also by higher HQ costs and sales & marketing expenses

PROFILE

Bene Assicurazioni is an insurance technology company founded in 2016 and specialized in the non-life insurance retail market with a focus on the motor segment

The company is characterized by the high level of automation and digitization of all business processes and the flexibility of the application architecture that allows a lean, efficient and scalable business model, not comparable to incumbents' operations

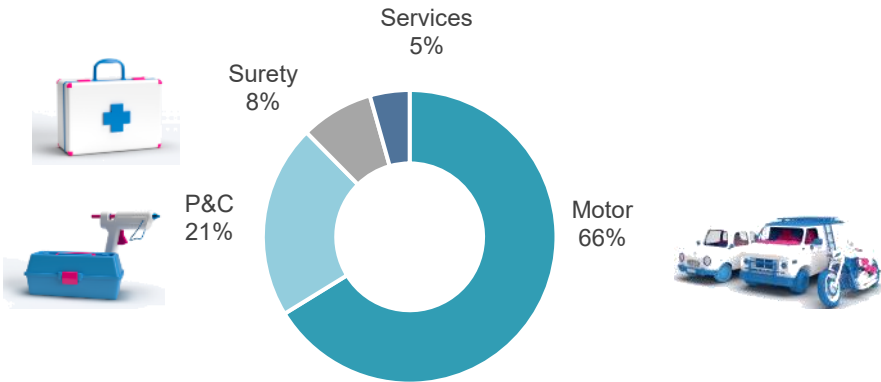
Bene Assicurazioni pursues an omnichannel distribution model which combines a network of agents with online direct sales on both the proprietary website bene.it, aggregators and B2B partnerships

Italmobiliare invested alongside the founder and entrepreneur Andrea Sabia to support a growth story during its phase of expansion, that has seen the company exceed in just four years of operation the threshold of Euro 100 million of gross premiums and more than doubled in the subsequent three years

Since 2022 Bene Assicurazioni is a Benefit Corporation with the aim of creating value in a responsible, sustainable and transparent way towards people, communities, territories and the environment

INSURANCE BRANCHES

GROSS WRITTEN PREMIUMS BREAKDOWN



Note: 2024 data; unaudited management accounts

KEY FINANCIALS

(€ m)	2017	2018	2019	2020	2021	2022	2023	2024	1H25
Premiums <sup>(1)</sup>	9.4	44.3	73.1	100.1	136.3	170.7	222.1	290.2	174.1
YoY % var.	n.a.	+371%	+65%	+37%	+36%	+25%	+30%	+31%	+30%
Underwriting result	(2.7)	(1.5)	0.9	3.4	5.6	4.6	6.8	15.1	
% margin	-28.7%	-3.4%	1.2%	3.4%	4.1%	2.7%	3.1%	5.2%	
Net income	(2.4)	(1.7)	0.1	2.2	3.0	0.2	5.2	10.7	

(1) Bene Assicurazioni excluding FIT

The company, founded in 2016, issued its first policy in 2017





PROFILE

Capitelli, based in the province of Piacenza, is active in the production and sale of cooked ham and other cured meat products characterized by high quality and product excellence that are distributed under the brand "Capitelli"

The company reinvented the cooked ham launching its flagship product "San Giovanni", made with selected meats and with a unique craft production process, that has recently received a prestigious quality award from the Espresso's "Guida Salumi d'Italia"

The main customers of the Company are modern trade retailers, and the growth experienced by Capitelli in last years has been reinforced by consumer trends towards artisanal and high-quality food products



PRODUCTS

Cooked ham "San Giovanni"



Other cured meat products



KEY FINANCIALS

(€ m)	2019	2020	2021	2022	2023	2024	1H25
Revenues	14.0	14.8	17.5	19.2	22.4	23.2	12.4
YoY % var.	+21%	+6%	+18%	+10%	+17%	+4%	+7%
EBITDA	3.8	4.0 <sup>(1)</sup>	3.9	2.8	3.5	4.0	2.5
% margin	28%	27%	22%	15%	16%	17%	20%
Net income	3.1	2.2	3.1	1.3	1.7	2.0	1.4
Dividends		8.6	2.0	5.0	1.5	2.5	4.5
Net debt (cash)	(10.3)	(3.7)	(2.1)	1.4	0.0	(0.4)	3.6

(1) Adjusted for non recurring costs (€0.2m)

2022, 2023 and 2024 margin impacted by high raw materials prices

## PROFILE

Clessidra is the leading manager of Private Equity funds exclusively dedicated to the Italian market, since inception in 2003 has invested over € 2.3 bn and provided over € 1.2 bn in financing

In 2019, Clessidra promoted a diversification strategy expanding the company's activities into alternative investments and today operates through three companies, Clessidra Private Equity SGR, Clessidra Capital Credit SGR and Clessidra Factoring, respectively specialized in private equity activities, in the private debt and Unlikely-to-Pay ("UTP") and factoring sectors

Italmobiliare is the anchor investor of the funds Clessidra Capital Partners 3, Clessidra Capital Partners 4, Clessidra Greem Harvest, Clessidra Private Debt and Clessidra CRF

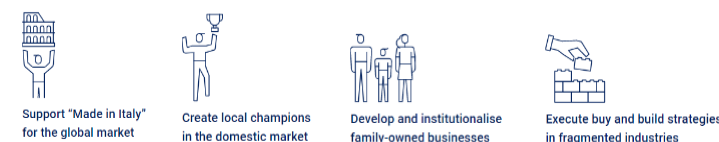
## PRIVATE EQUITY INVESTMENT STRATEGY

- Enterprise Value: €100 - 500 million

- Five core industries:



- Value creation themes:



## INVESTMENT PLATFORMS



### CCP 3

Vintage: 2015

Expiry: 2025

Companies in the portfolio: 2

Fund size: € 607 m

Investments completed: 6



### CCP 4

Vintage: 2021

Expiry: 2031

Companies in the portfolio: 7

Fund size: € 581 m

Investments completed: 7



### Green Harvest

Article 9 fund with focus on Italian agrifood SMIDs

Fundraising phase

Fund size: target € 150 m  
(first closing Jul-25 at € 87 m)



- Clessidra Restructuring Fund (CRF) invests in financial credits of Italian companies in temporary financial tension but with solid industrial fundamentals and has €350m of asset under management
- Clessidra Private Debt Fund finances industrial growth projects of performing companies, it has raised €180m of commitments
- In 2023 acquired Value Italy (now Clessidra Credit Recovery Fund) active in the management of private funds that invest in secured and unsecured distressed loans



- Clessidra Factoring offers its customers a series of specialized services in the financing and management of business receivables
- 2024 results:
  - Turnover: € 952 m
  - Net income: € 4 m
  - Lending portfolio: € 246 m

Italmobiliare: Overview

ESG approach

Investment Portfolio

Focus on portfolio companies

► **Exits**

Closing remarks



# Strategic divestments

Since 2017 Italmobiliare divested approx- Euro 1 bln of assets out of its direct holdings

37

## Major divestments since 2017

### Portfolio companies

#### 2017 - 2019



- In 2017 sale of Bravosolution (e-procurement company 83% owned by Italmobiliare) to Jaggaer (backed by Accel-KKR) for a total EV of € 184 m
- Italmobiliare **proceeds of Euro 114 m** (o/w Euro 35 m reinvested in Jaggaer)
- In 2017 sale of 9.5% stake in Jaggaer alongside Accel-KKR to Cinven for **Euro 91 m**
- **Total IRR of 48% and 2.4x MoM**

#### 2020 - 2021



- Sale of Sirap Group (100% owned food plastic packaging company) through four transactions with industrial players for a total EV of Euro 200 m (implied multiple of 10x EV/EBITDA)
- **Total exit NAV of Euro 85 m**

#### 2024



- In February sale of 32% stake in AGN Energia (distributor of LPG and energy services), acquired in January 2019 for Euro 60 m, to the majority shareholder
- **Italmobiliare proceeds of Euro 100 m (MoM 1.8x in 5 years)**

### Listed participations

#### 2017-2019



- Sold entire stake directly held in Mediobanca (1.3% shareholding)
- **Total cash-in: approx. Euro 105 m**

#### 2017-2024



- Sold the majority of shares held in Heidelberg Materials (from 2.9% to 0.05% shareholding)
- **Total cash-in: approx. Euro 400 m**

### Co-investments

#### 2023



- Sale of Florence Group (co-investment in Italian luxury textile manufacturing subcontractors) to Permira private equity fund
- **Italmobiliare proceeds of Euro 78 m (IRR of 51% and MoM 2.5x in less than 3 years)**

#### 2024

- Sale of stake in CRM Casa della Piada (food company co-investment) with **MoM ~2,5x return**
- Sale of stake Fibercop (telecom fiber network co-investment) with **MoM ~2x return**
- **Italmobiliare proceeds of Euro 30 m in total**



### Private Equity Funds

#### 2019



- Sold stake in Aksia IV fund at NAV **value for Euro 22 m**

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**Closing remarks**

# Closing remarks

A unique opportunity to invest in the leading investment house in Italy

39

- 1 Largest investment holding focused on Italian mid-sized companies
- 2 Outstanding business network, thanks to over 160 years of activity on the business community
- 3 Attractive market fundamentals: Italian companies are undercovered by institutional investors and capital markets
- 4 Long-term investor approach and focus on growth and operational improvement as value creation drivers with an ESG-driven approach
- 5 Reputable brand within the Italian entrepreneurs community
- 6 Significant cash flow generation of Italmobiliare asset base and growth potential
- 7 Proven and experienced management team, with long-term incentives scheme based on NAV, share price performance, asset rotation and ESG positioning improvement



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