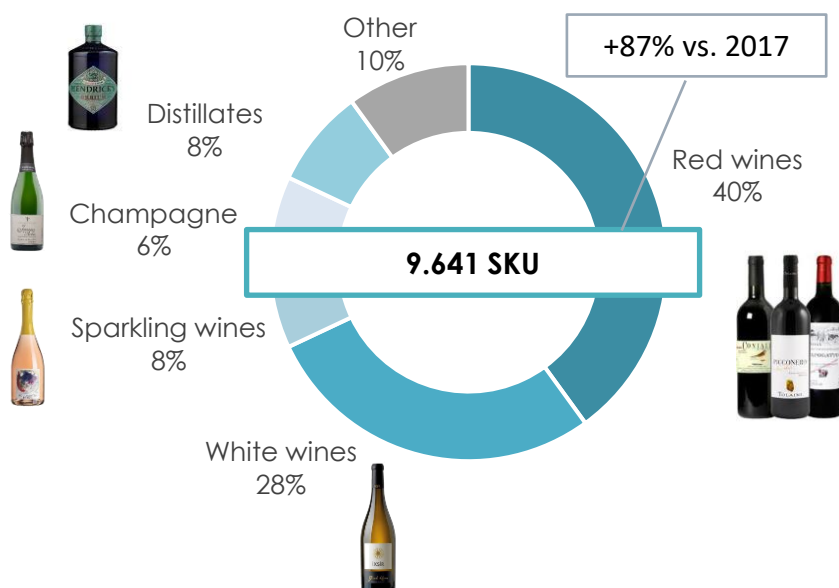


PROFILE

- Callmewine.com is of the leading Italian e-commerce website for wine & other alcoholic products, it offers an extensive catalogue of around 10,000 labels, ranging from famous, global wine brands to small, niche producers
- The company, founded in 2010 by Paolo Zanetti (current CEO), has been able to leverage on the greater consumers' propensity to buy products online thanks to the combination of digital competence and extensive knowledge of Italian excellence in the wine sector
- Callmewine has managed to reach a growing public thanks to its wide selection of wines and to the ease of use & contents of the website, that help and guide consumer's choice
- It is the only company in the Italian market that sustained important growth rates while maintaining a positive profitability. At the end of 2020 it has launched the French and German versions of the website, first steps towards international expansion

PRODUCTS



KEY FINANCIALS

| (€ m) | 2016 | 2017 | 2018 | 2019 | 2020F |
|-------------------|------------|------------|------------|--------------|-------------|
| Revenues | 3.5 | 4.0 | 5.2 | 6.4 | 12.5 |
| Var. % | +38% | 15% | +29% | +25% | +95% |
| EBITDA | 0.0 | 0.2 | 0.2 | 0.4 | |
| % margin | 0.1% | 6.1% | 3.9% | 5.9% | |
| Net income | 0.0 | 0.2 | 0.1 | 0.3 | |
| NFP (cash) | 0.4 | 0.4 | 0.3 | (0.1) | |