

PROFILE

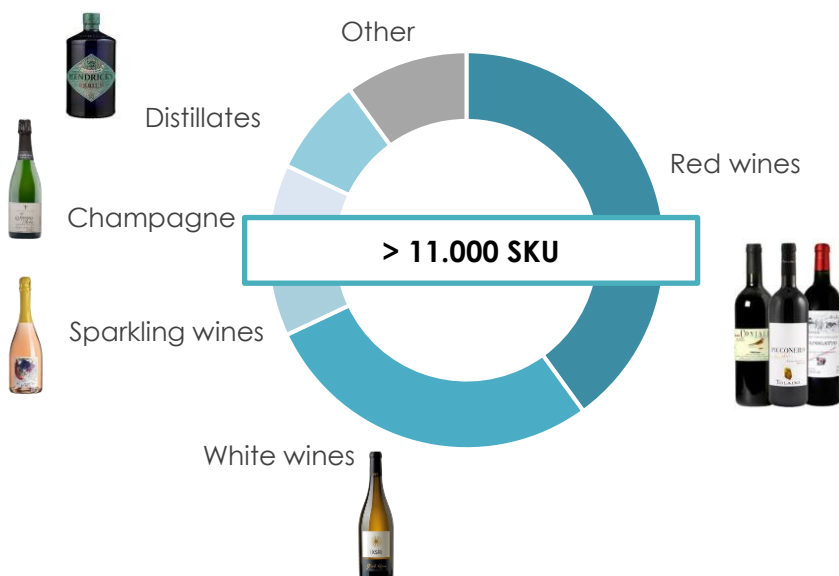
Callmewine.com is of the leading Italian e-commerce website for wine & other alcoholic products, it offers an extensive catalogue of around 10,000 labels, ranging from famous, global wine brands to small, niche producers

The company, founded in 2010, 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

At the end of 2020 it has launched the French and German versions of the website, first steps towards international expansion, and in 2023 is planned the entry into the UK market with dedicated website, warehouse and product range

PRODUCTS



KEY FINANCIALS

(€ m)	2018	2019	2020	2021	2022
Revenues	5.2	6.4	12.4	17.2	16.2
YoY % var.	+29%	+25%	+92%	+39%	-6%
EBITDA	0.2	0.4	0.5	(0.6)⁽¹⁾	(1.6)
% margin	4%	3%	4%	n.m.	n.m.
Net income	0.1	0.2	0.3	(0.8)	(1.5)
Net debt (cash)	0.3	(0.1)	(4.8)	(3.5)	(1.1)

Decrease due to high consumption in the previous period induced by the lockdown

Decrease mainly for higher inventory

Note: accounts drawn up in accordance with Italian accounting standards, 2020 accounts reclassified according to ITM policies

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

Effect of ITM capital increase

Negative impact from increase in marketing and personnel costs