

INVESTOR INSIGHTS

THE LATEST NEWS AND OPPORTUNITIES
FROM THE IWB WORLD



April marks the debut of the **IWB Group Newsletter for 2025**. This quarterly publication provides an update on the Group's most important events and announcements.

FINANCE

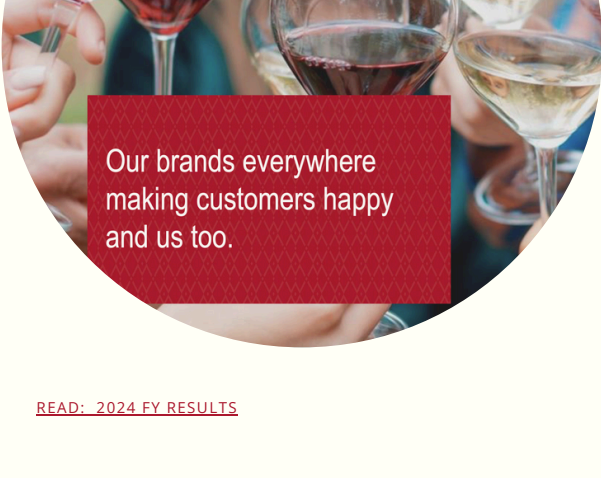
ITALIAN WINE BRANDS CLOSES 2024 WITH RECORD RESULTS AND LOOKS TO THE FUTURE WITH CONFIDENCE.

The group closes the 2024 financial year with **its best ever EBITDA, exceeding EUR 50 million (amounting to 12.5% of revenues)**, and net profit increased from EUR 16.5 million to EUR 22.6 million, with the incidence rising from 3.8% to 5.6%.

There was an excellent performance in **Italy (+9.3%) and in the key European markets**, while Eastern Europe recorded +17% and North America rose to 10% of sales. Horeca grew by 10%, with peaks of 20.5% in the UK.

Looking to the future, IWB is focusing on sparkling wines and strong growth segments such as organic (+11.3% CAGR) and no-low alcohol.

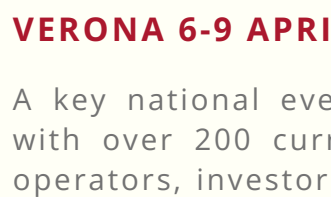
In April, the new 0% alcohol 'Rebels' line debuts at Vinitaly.



Our brands everywhere making customers happy and us too.

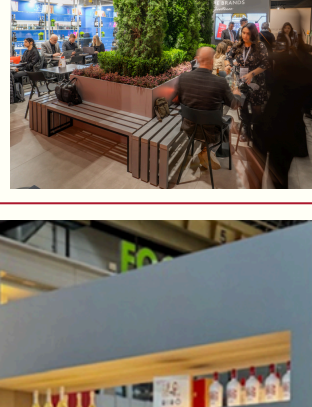
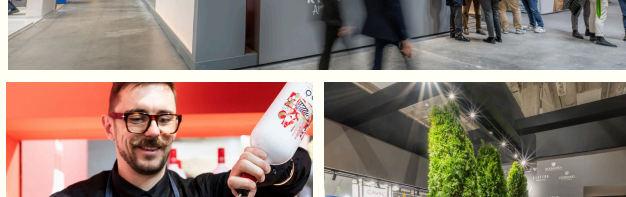
READ: 2024 FY RESULTS

EVENTS



IWB AT VINITALY 2025 VERONA 6-9 APRIL

A key national event that brings together the Group with over 200 current and prospective clients, trade operators, investors, and stakeholders from across the wine industry. It's also an opportunity to raise a toast and unveil the **Group's first major announcements of the year**.



PARIS AND DUSSELDORF, IWB STARRING AT MAJOR INTERNATIONAL EVENTS

The group pays great attention to the main international events for the wine sector. In Europe, Iwb recently played a leading role at Wine Paris 2025 in Paris (February) and ProWein 2025 (March) in Düsseldorf, two of the main European fairs together with Vinitaly.

In particular, **Paris represents one of the fastest growing international wine fairs and was confirmed as a strategic platform to strengthen international partnerships and further expand the presence of Italian Wine Brands in global markets**. The event represented a valuable opportunity to meet with established customers, **present new products, including Alcool 0%**, and expand the distribution network through discussions with potential partners.

A Strategic Presence in Düsseldorf for Italian Wine Brands: ProWein 2025 Ends with Significant Results.

Once again, ProWein proved to be a key appointment for Italian Wine Brands, which leveraged the opportunity to present the group's main innovations, with a strong focus on growth, innovation, and international development.

Picture from IWB booth at ProWein 2025



WINE TRENDS

DEALCOHOLISED WINE INCREASINGLY ON THE RISE. AD MUTINELLI SPEAKS ABOUT IT IN ANNA DI MARTINO'S REPORT FOR IL CORRIERE DELLA SERA

The production of Italian dealcoholised wines will rise by around 60% this year compared to 2023, with a majority share for zero alcohol (83%) and sparkling wines. This is the result of the survey by the new UIV-Vinitaly Dealcoholised Observatory on the panel of the main Italian producers in the segment, published on 25 March.

Corriere della Sera journalist Anna Di Martino interviews the big names in the sector on dealcoholated wines after the go-ahead, also in Italy, for production. IWB will also be among the protagonists in this new market challenge together with other Italian producers: what these products are like, who drinks them and what is the procedure to obtain them, in the report published on 23 January on [Corriere.it](https://www.corriere.it).

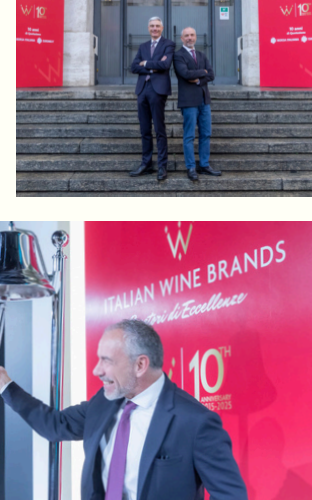
CELEBRATIONS

IWB CELEBRATES TEN YEARS AT PIAZZA AFFARI

On 28 January, IWB celebrated at Palazzo Mezzanotte the 10th anniversary of its listing on the Stock Exchange with an important event dedicated to the company's shareholders, investors and long-standing advisors, at which the Group's main development milestones and the new challenges on which the Management is working were recalled.

Since 2015, IWB has grown significantly, with turnover rising from EUR 140 million to EUR 400 million, an increase in share value of +130% and several strategic acquisitions, which have led the IWB Group, today, to be among the top private wine groups in Italy.

A path that the President and CEO, Alessandro Mutinelli, recounted in an interview with Giorgio Dell'Orefice of Il Sole 24Ore.



MARKETING - BUSINESS

IWB: SVINANDO.COM PLATFORM DEBUTS 'NANDO', THE VIRTUAL 'AI BASED' WINE EXPERT FOR WINE SELECTION

It is called 'Nando' and represents a real novelty in the world of e-commerce platforms dedicated to wine. It is an artificial intelligence-based virtual assistant on the Svinando.com platform, owned by the IWB group, to guide customers in their choice of wines, pairings and consumption occasions. Svinando thus becomes the first e-commerce platform for wine sales to use AI as an enologist.

With a catalogue of more than 4,000 products and a presence in 8 countries, Svinando now responds even more and better to requests for personalised advice, simplifying the buying experience: a true expert guide, able to understand and anticipate the customer's needs, with personalised, precise and reliable advice.

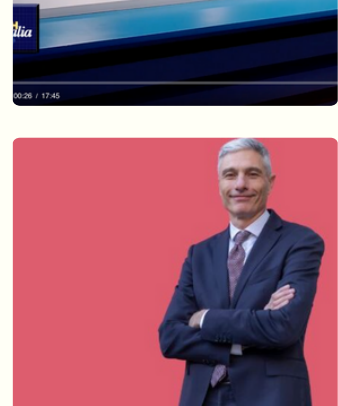
[BROWSE THE VIRTUAL ASSISTANT 'NANDO'](#)

MEDIA: IWB STARS IN MEDIA

COLLECTION OF INTERVIEWS WITH CEO ALESSANDRO MUTINELLI DURING THE FIRST QUARTER OF 2025

The IWB Group's representation in the market is also demonstrated by the attention it received from the media during the first quarter of 2025.

From company news to comments on the outlook for the wine industry, Alessandro Mutinelli gave a series of interviews with national and trade newspapers. Below is a selection of the most representative journalistic insights.



CLASS CNBC - interview in the programme 'Growth Italia': Ten years of success for Italian Wine Brands.

17 February 2025

On 17 February 2025, Alessandro Mutinelli, interviewed by Emerik De Narda, celebrates ten years of Italian Wine Brands on the Stock Exchange, highlighting significant growth and the importance of innovation in the wine market. In the in-depth programme dedicated to the EGM segment, a portrait emerges of a Group that aims to diversify and face global challenges with proactivity and a focus on innovation.

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IWB - Food Community Italian Wine Brands: ten years of aggregations

17 March 2025

The Food Community article recounts the exponential growth of IWB, from its foundation to the numerous strategic acquisitions that have enabled it to expand its presence in international markets. In the interview, Alessandro Mutinelli emphasises the importance of finance and industrial vision for the consolidation of the wine sector. Finally, he adds that IWB is aiming for further expansion, keeping future market challenges and European policies on alcohol consumption in mind.

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Corriere Vinicolo (enclosed) 10 years for IWB. Stock exchange? OK, but not for everyone.

17 Febbraio 2025

The Corriere Vinicolo article celebrates IWB's ten years on the stock exchange, highlighting the Group's exponential growth. Despite initial scepticism, the strategy of targeted acquisitions enabled IWB to become a leader in the sector, for which the listing on the stock exchange ensured transparency and stability. Alessandro Mutinelli emphasises in this insight the importance of long-term planning and market diversification and products quality as key elements for the future of the wine industry.

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