




ITALIAN WINE BRANDS

Creatori di Eccellenze

1H 2025 RESULTS

September 12th, 2025



Our brands everywhere
making customers happy
and us too.





Our Team

Presenting Today



ALESSANDRO MUTINELLI

Chairman & CEO



GABRIELLA FABOTTI

CFO & IR



AGENDA

Milan March 21st , 2025

1 The business in numbers

- ◆ 1.1 IWB at a glance
- ◆ 1.2 1°H 2025 Main Financial Results
- ◆ 1.3 Value creation path - key numbers

2 How the market cap has moved

- ◆ 2.1 Shares Value
- ◆ 2.2 Share Value & Market cap
- ◆ 2.3 Consensus
- ◆ 2.4 Governance & Shareholders' structure

3 2025 Half Year Results

4 Market

5 What's Next

6 Conclusion and Q&A





01

The business in numbers

- 1.1 IWB at a glance
- 1.2 1°H 2025 Main Financial Results
- 1.3 Value creation path - key numbers



1.1 IWB at a glance

This is Italian Wine Brands in numbers

We have a light asset model,
not owning the land, but taking care
of the key points of the value chain:

- winemaking,
- ageing, bottling,
- marketing
- distribution.

WE KEEP FLEXIBLE TO
ADAPT TO MARKET
TRENDS, UNDERSTANDING
AND DELIVERING WHAT
OUR CUSTOMERS WANT.



185

**TOTAL
TURNOVER:**
185 mln euros



80

**EXPORT
IN THE WORLD:**
over 80%



70+

**BUSINESS
MODEL:**
Over 70 Owned Brands,
Private Labels



90/5

**DESTINATIONS
AROUND
THE WORLD:**
90 countries
5 continents



75

**TOTAL BOTTLES
SOLD HY: 75 mln**
+4,2%



200+

**AWARD
WINNING
PORTFOLIO:**
Over 200 wines
awarded LTM

1.2

1°H 2025 Main Financial Results

IN THE 10th YEAR SINCE THE LISTING, ITALIAN WINE BRANDS ANNOUNCES FOR 1°H 2025:

TOP BRANDS GROWTH STRATEGY SUCCESS (+2 %) WITH HIGH MARGINS

HO.RE.CA REVENUES . +8,8%

Adj EBITDA CONFIRMS HISTORICAL RECORD AT 21,9 MIL (11,7%)

EBITDA IMPROVES COMPARED TO 1°H 2024 (+ 3,3%)

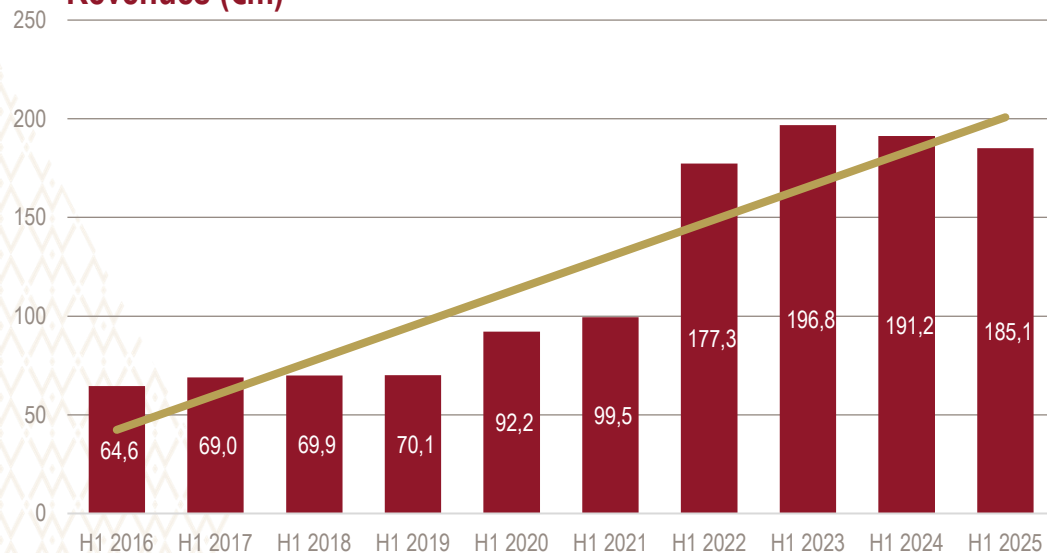
NET RESULT AT 10,3 MILLION EURO EXCEEDING EXPECTATION (+13,4%)

OUTSTANDING LTM CASH GENERATION (gross dividend and buy back)
EQUAL TO APPROX. 30 MILLION EUROS (59 % EBITDA Adj)

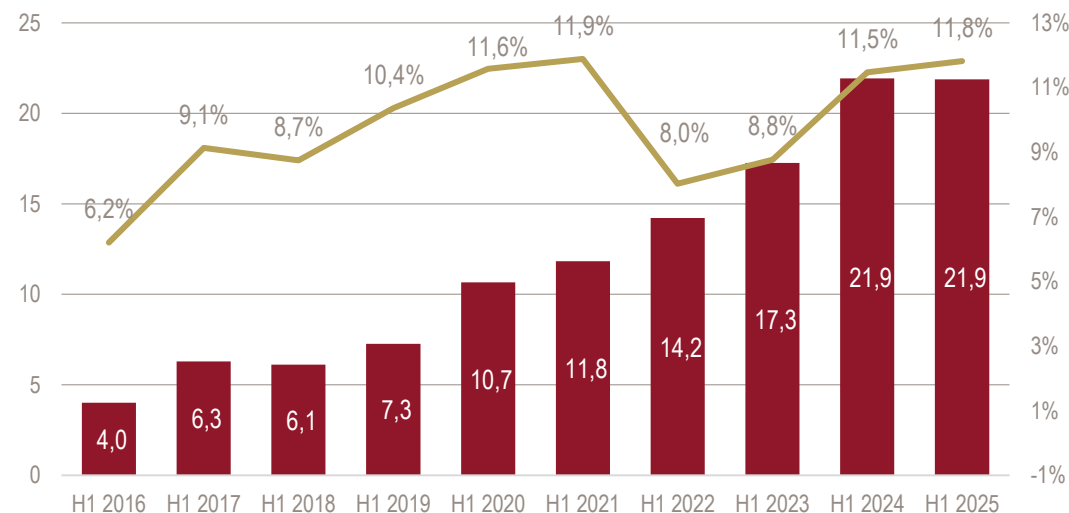


1.3 Value creation path – key numbers

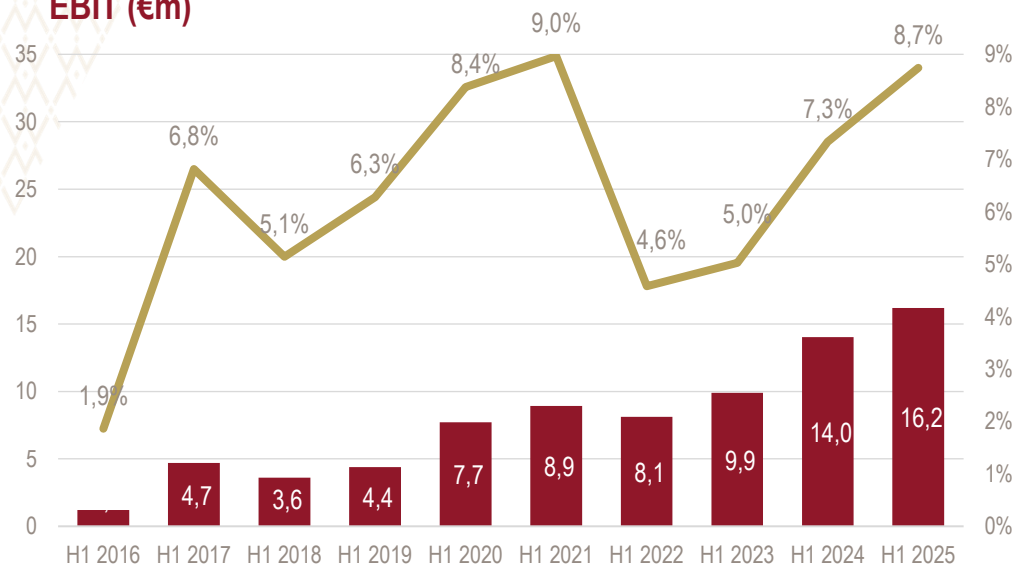
Revenues (€m)



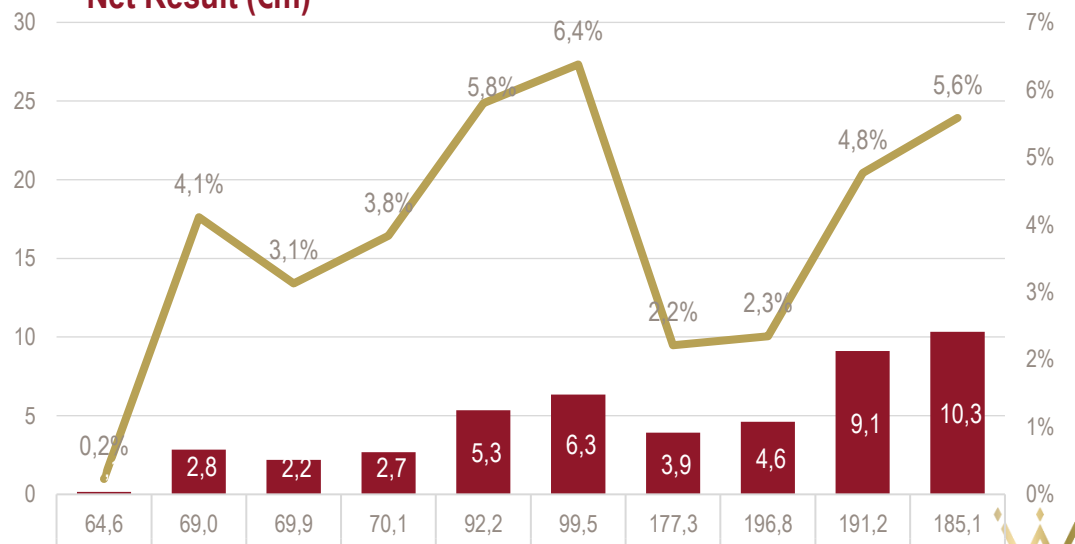
EBITDA (€m)



EBIT (€m)



Net Result (€m)





02

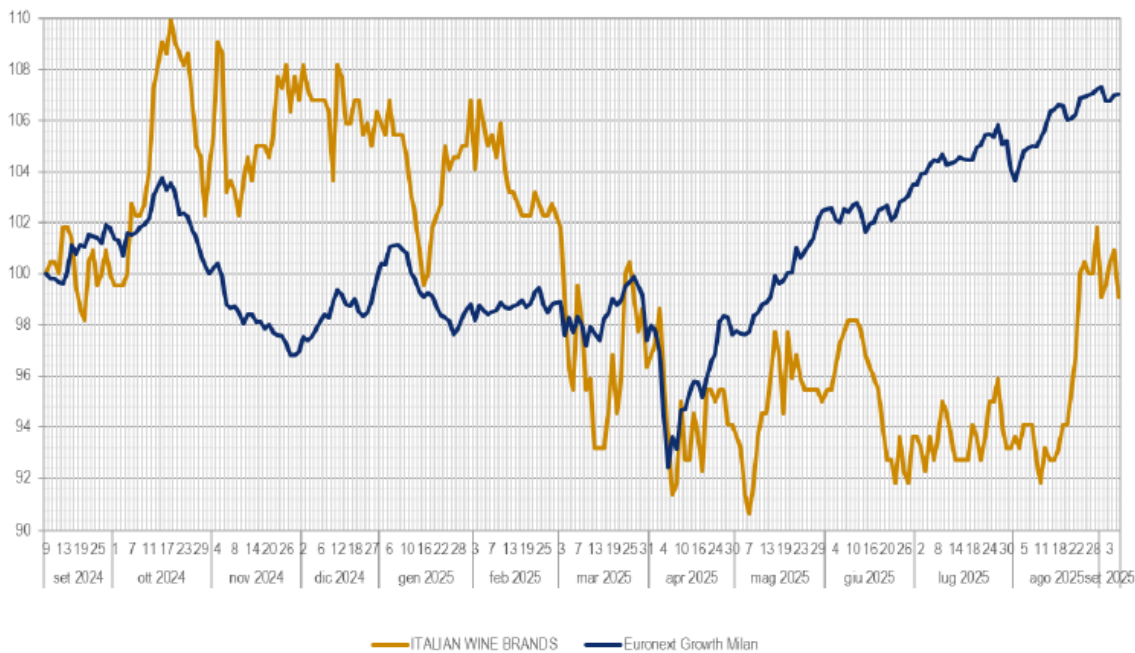
How the market cap has moved

- 2.1 Shares Value
- 2.2 Share Value & Market cap
- 2.3 Consensus
- 2.4 Governance & Shareholders' structure



2.1 Shares Value

IWB shares compared to EGM Index (LTM)



LTM performance recovering compared to EGM after uncertainty due to US tariffs BUT Market Cap at 210 mil corresponds to

- ✓ 4x compared to Ebitda Adj
- ✓ 8,8x compared to Net Result
- ✓ 7,2x compared to 2024 Cash generation



EV/Ebitda adj: 6 - - - EV/Ebitda: 6,4

2.2 Shares Value & Market Cap



MARKET
CAPITALISATION

60 mil	55 mil	72 mil	88 mil	94 mil	154 mil	365 mil	260 mil	180 mil	200 mil	210 mil
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2.3 Consensus

Recommandation

4 brokers currently cover IWB

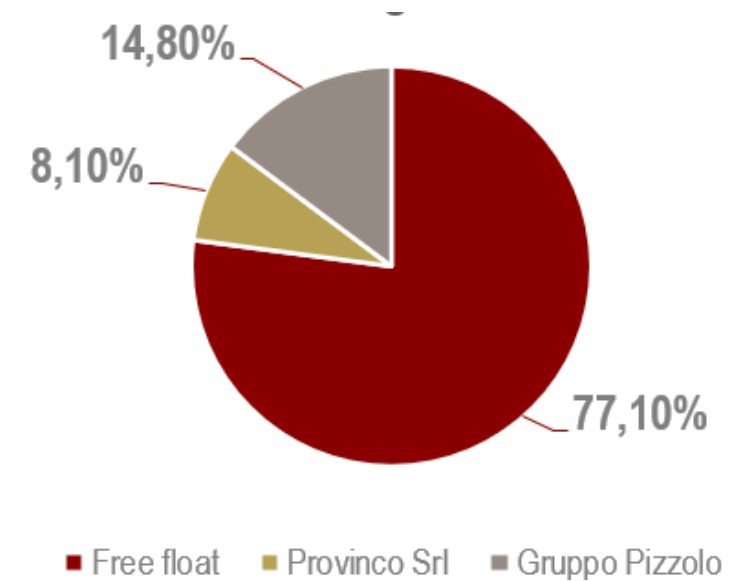
all have **BUY** recommendation
with an **average Target Price at
euro 33,28**

**IWB has significantly upgraded its
appeal to investors and analysts
since January 1st 2024**

- **Equita** + 9,1%;
- **Akros:** + 6,7%;
- **CFO SIM:** + 2,7%

Broker	Analyst	Target Price	Recommendation
Banca Akros	Andrea Bonfà andrea.bonfa@bancaakros.it	32,0 eur	BUY
CFO SIM	Gianluca Mozzali gianluca.mozzali@cfosim.com	37,5 eur	BUY
IT ICAP	Alessio Olmi Alessio.Olmi@tpicap.com	33,6 eur	BUY
Equita	Paola Carboni p.carboni@equita.eur	30 eur	BUY

2.4 Governance & Shareholders' structure





03

1H 2025 Results



0 3 1H 2025 Financial achievements

HIGHER PROFITABILITY AND OUTSTANDING CASH GENERATION

STABLE REVENUES

Eur 185,1 m
Revenues

-3,2% vs 1H 2024

OUTSTANDING CASH GENERATION

+17,6 m

Vs NFP 1H 2024

SOUND & INCREASED PROFITABILITY

Eur 21,9 mil
Ebitda Adjusted

-0,2% vs 1H 2024

IMPROVED NET RESULT

Eur 10,3 mil

+13,4% vs 1H 2024

3.1 Financial Highlights

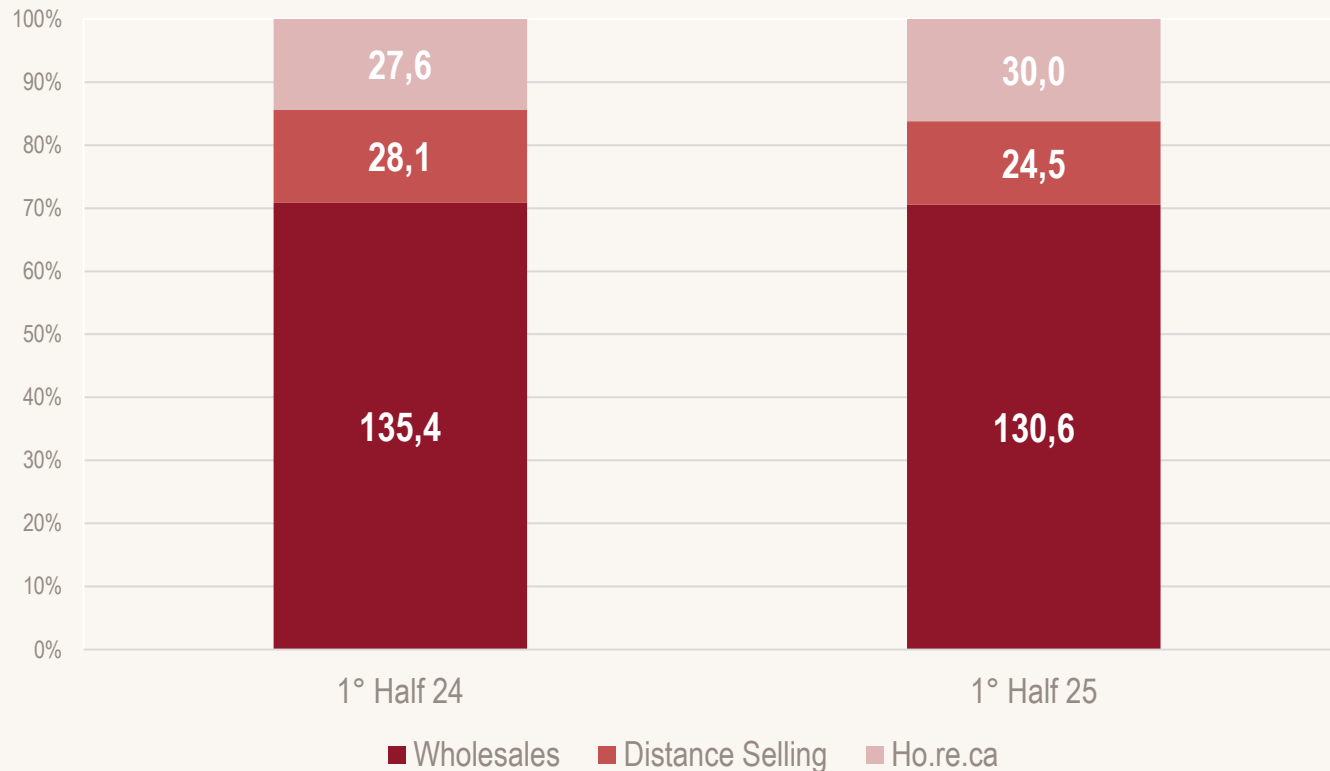
NET SALES – KEY HIGHLIGHTS

+ Better Mix: Top Brands* about +2%

191,1



185,1



IWB GROUP

- 3,6 mil euros Distance Selling
- 6,5 mil euros lower prices
- + 4 mil euro due to higher volumes**

HO.RE.CA: + 8,8%

Export revenue increase: +8,8% of which:

- UK + 14,9%
- US : + 3,8%
- Others : + 4,8%

DISTANCE SELLING

Svinando Revenues increase higher than market trends: +4,3%

WHOLESALE

- UK + 7,5%
- Germany + 5,7%
- Netherland + 32%.

But - 5% US

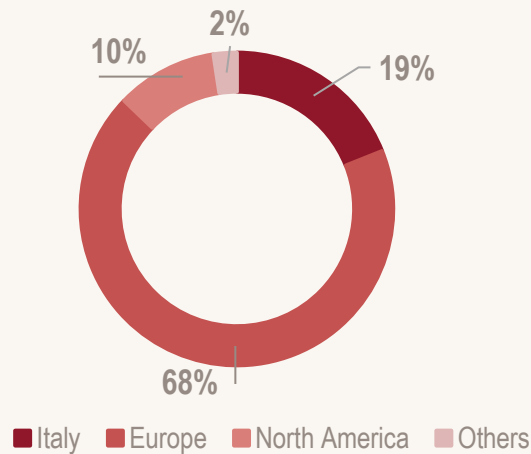
* about 17% of total B2B revenues but 27,5% of B2B Margini



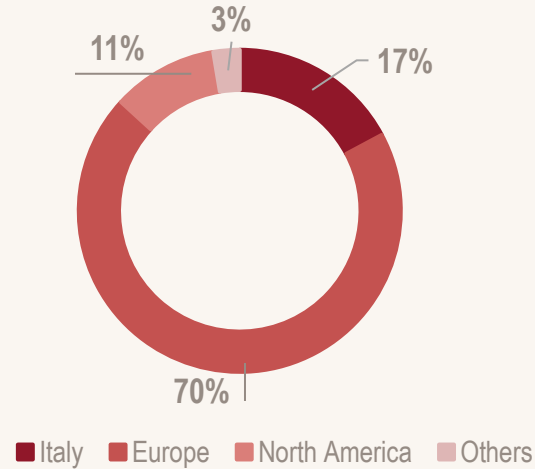
3.1 Financial Highlights

REVENUES BY AREA

1H 2024

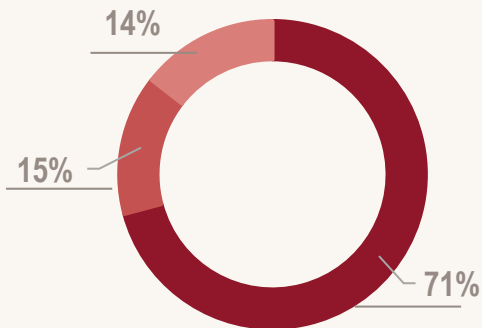


1H 2025

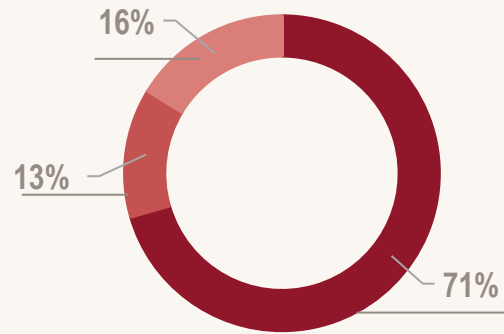


REVENUES BY CHANNEL

1H 2024



1H 2025



ITALY &

EUROPE

- High performance UK: +9.4%
- Strong presence in key markets (DE/NL).
- Increasing revenues in strategic & high potential markets: East Europe + 8,7% excluding Russia)

AMERICAS

- IWB's; **exposure remains limited (15,8 mil euros equal to 8,5%)**
- Positive Business development in Brasil

ROW

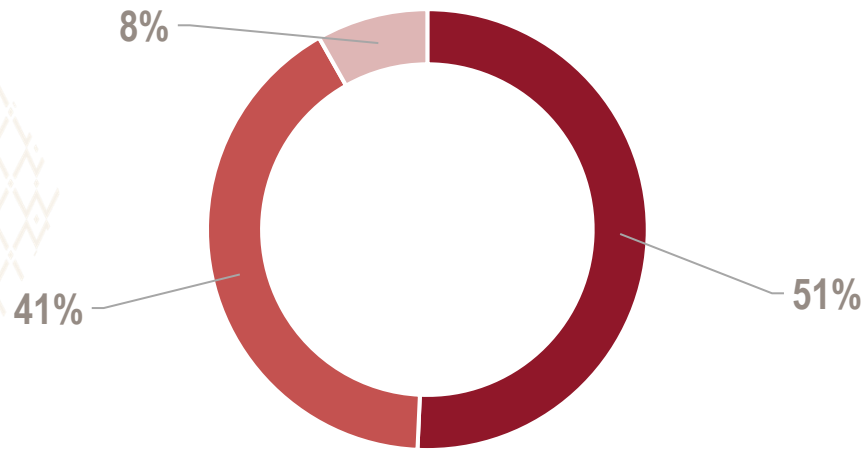
- Stable revenues
- «Branded» revenues with high profitability.
- Impressive improving position in New Zeland: +92%



3.1 Financial Highlights

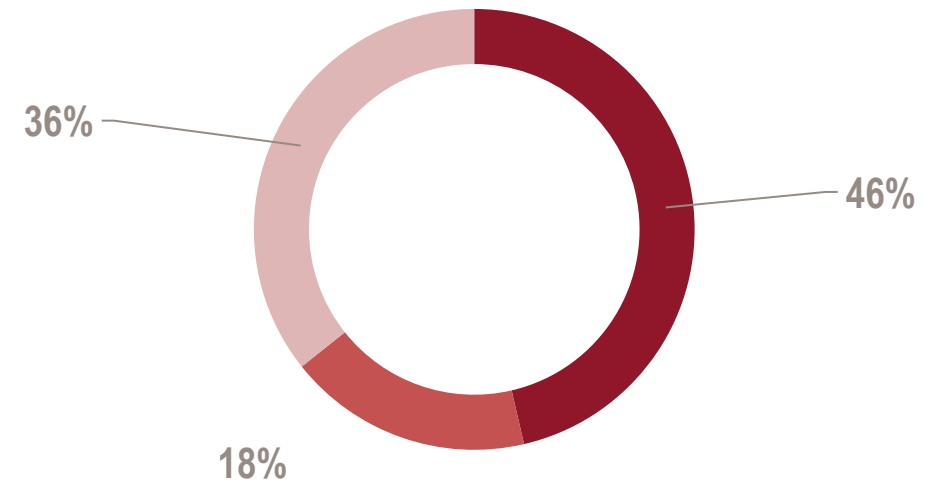
Distance Selling channel mix trend

1H 2017



■ Direct Mailing ■ Teleselling ■ Digital/Web

1H 2025



■ Direct Mailing ■ Teleselling ■ Digital/Web

**The share of digital sales is constantly growing.
Positive Ebitda Margin in a high competitive market.**



3.2 Financial Highlights

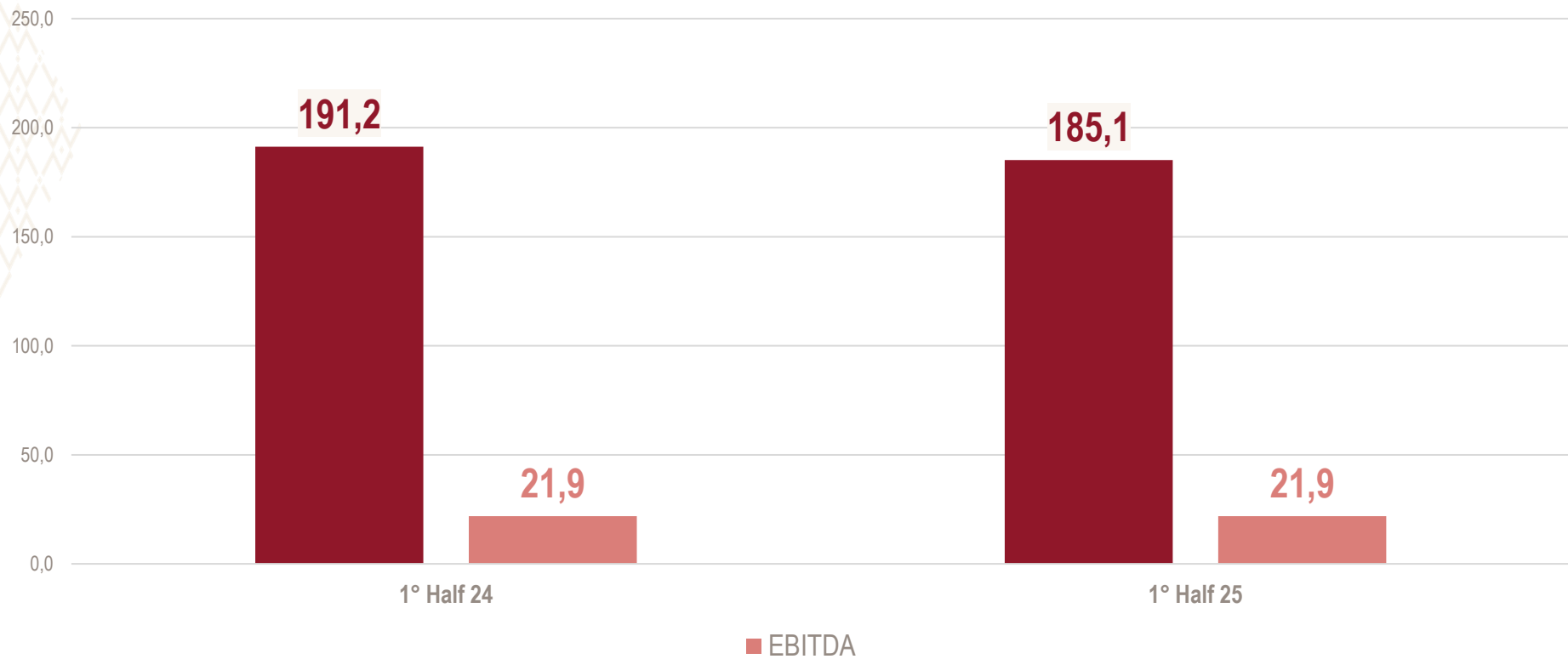
NET REVENUE – EBITDA MARGIN

11,5% EBITDA margin

11,8% EBITDA margin

1H 2024

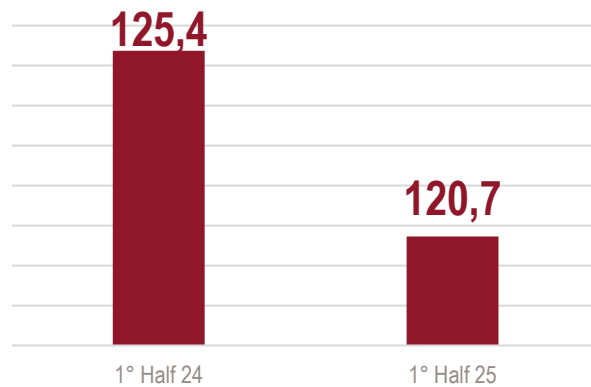
1H 2025



3.2 Financial Highlights

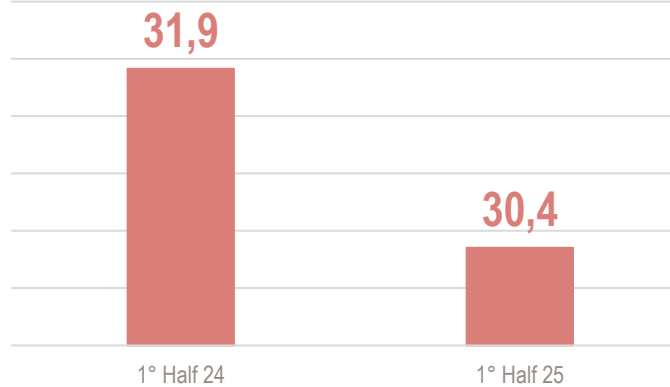
COST STRUCTURE

RAW MATERIAL



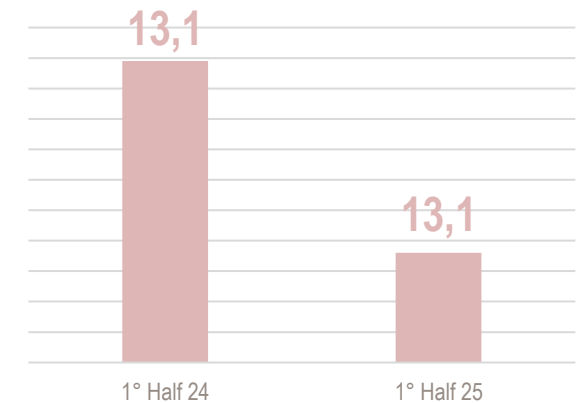
- Mix improvements
- **Glasses cost reduction mid single digit.**
- **Wine** stable for the combined impact of harvest and bulk wine available on the market.

SERVICES



- 0,7 mil outsourcing.
- 0,9 mil transport.

PERSONNEL

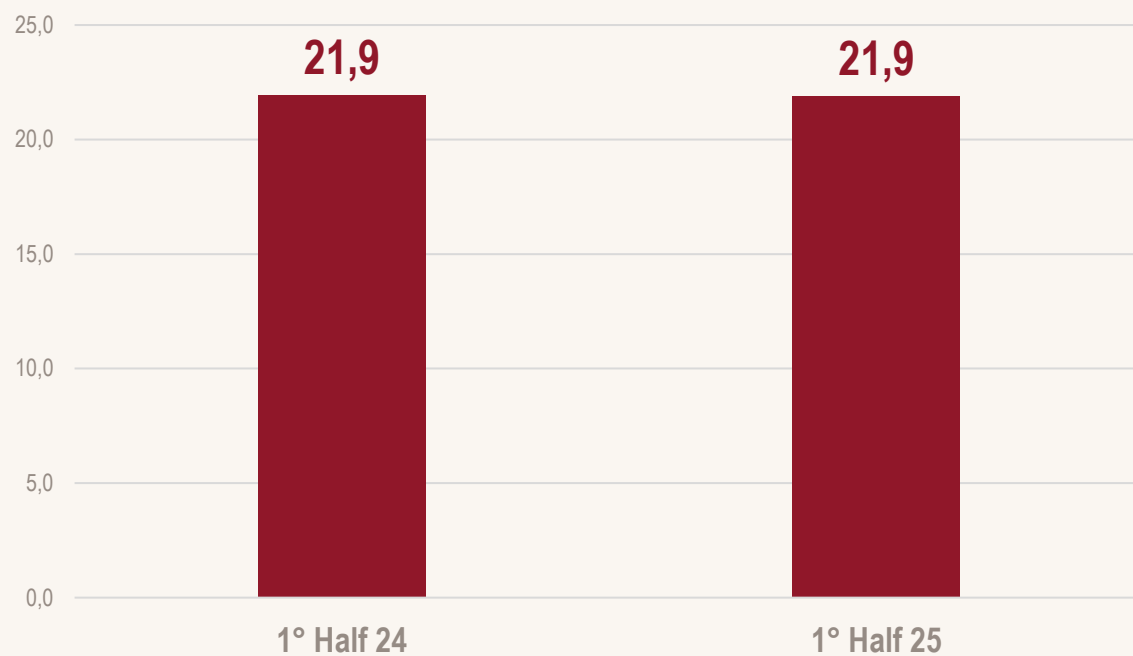


New contract + temporary employee impact



3.2 Financial Highlights

EBITDA EQUAL TO A HISTORICAL
RECORD



Better mix and
Synergies impact

Revenues

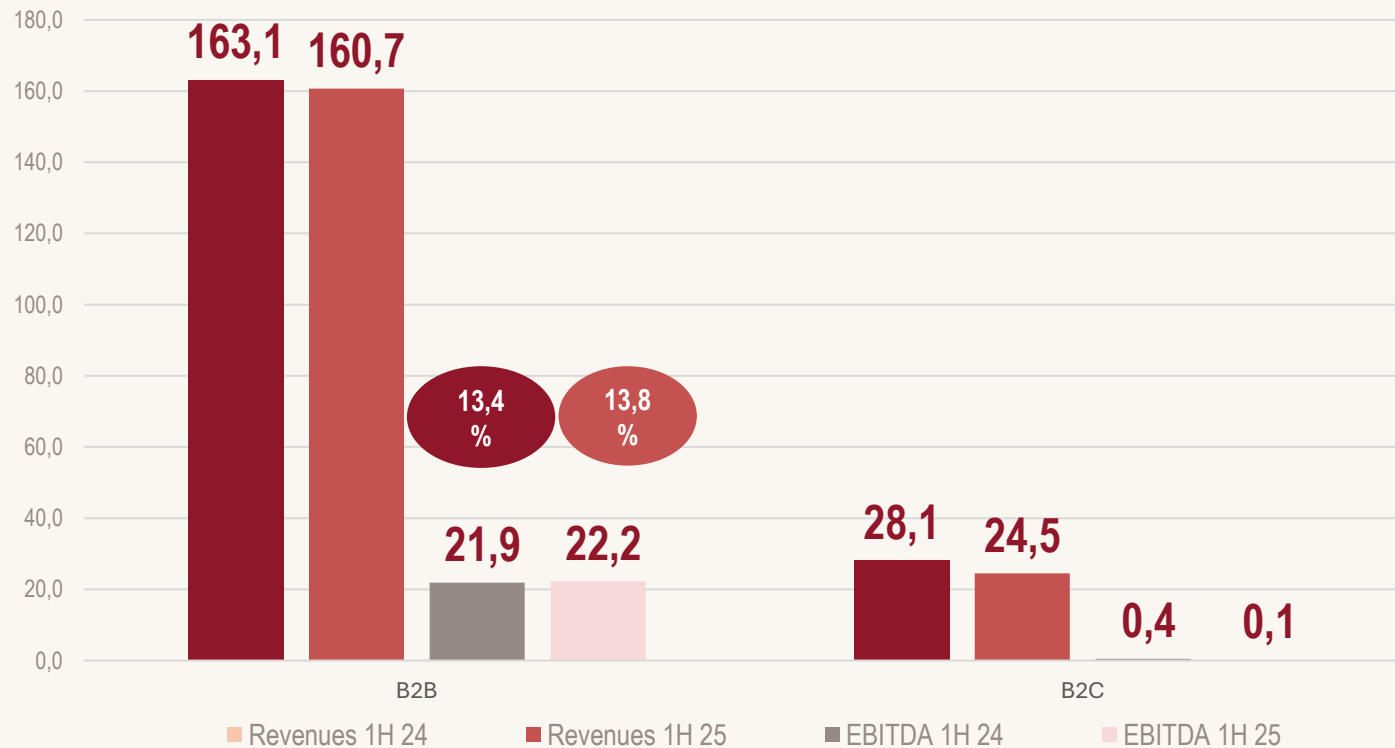
191,2

185,1



3.3 Financial Highlights

SEGMENT REPORTING



EBITDA 1H 24 HOLDING -0,4 mil
EBITDA 1H 25 HOLDING -0,5 mil

2015

B2B: 41% Revenues

B2C: 59% Revenues

2020

B2B: 59 % Revenues

B2C: 41% Revenues

1° H 2025

B2B: 86,9 % Revenues

B2C: 13,1% Revenues

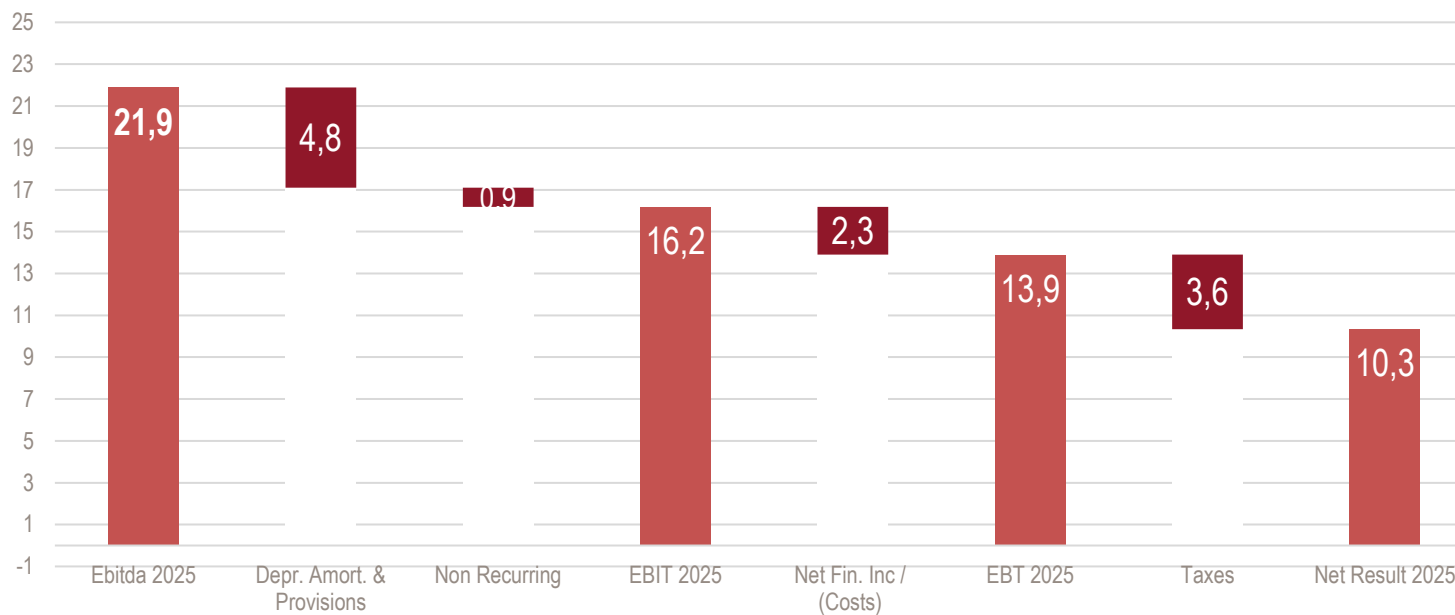


Increasing revenues with
increasing profitability



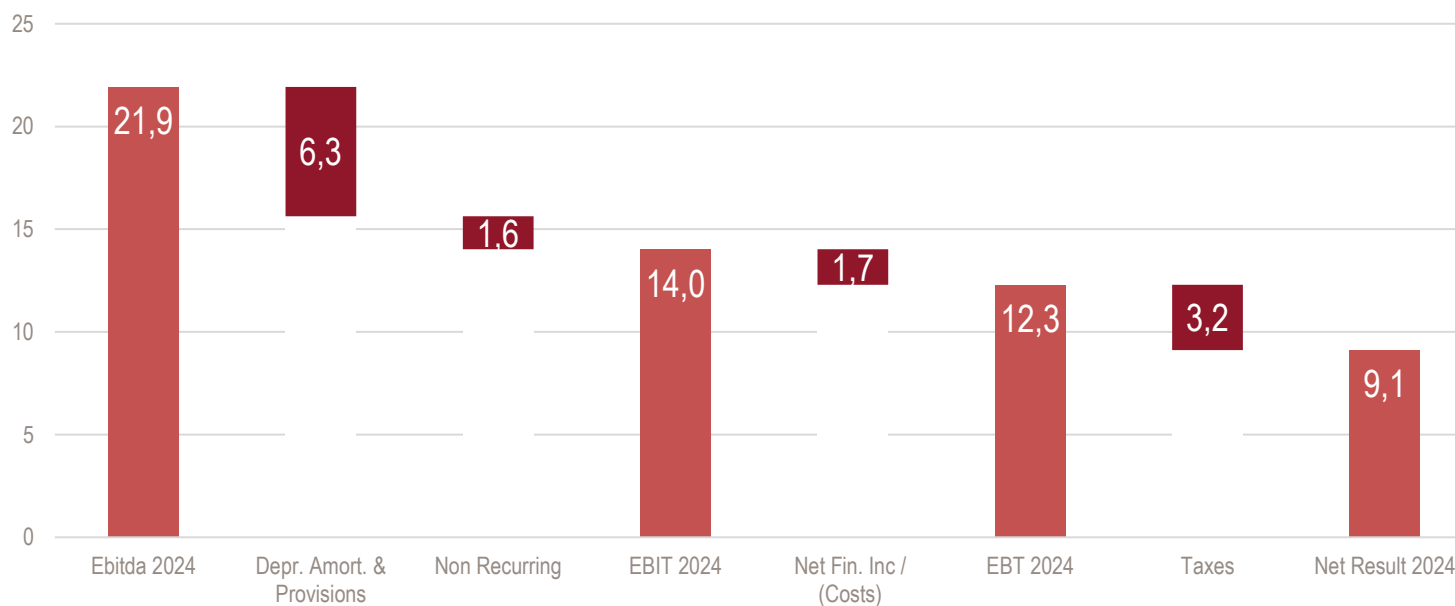
3.4 Financial Highlights

1H 2025



+13% vs
1H 24

1H 2024

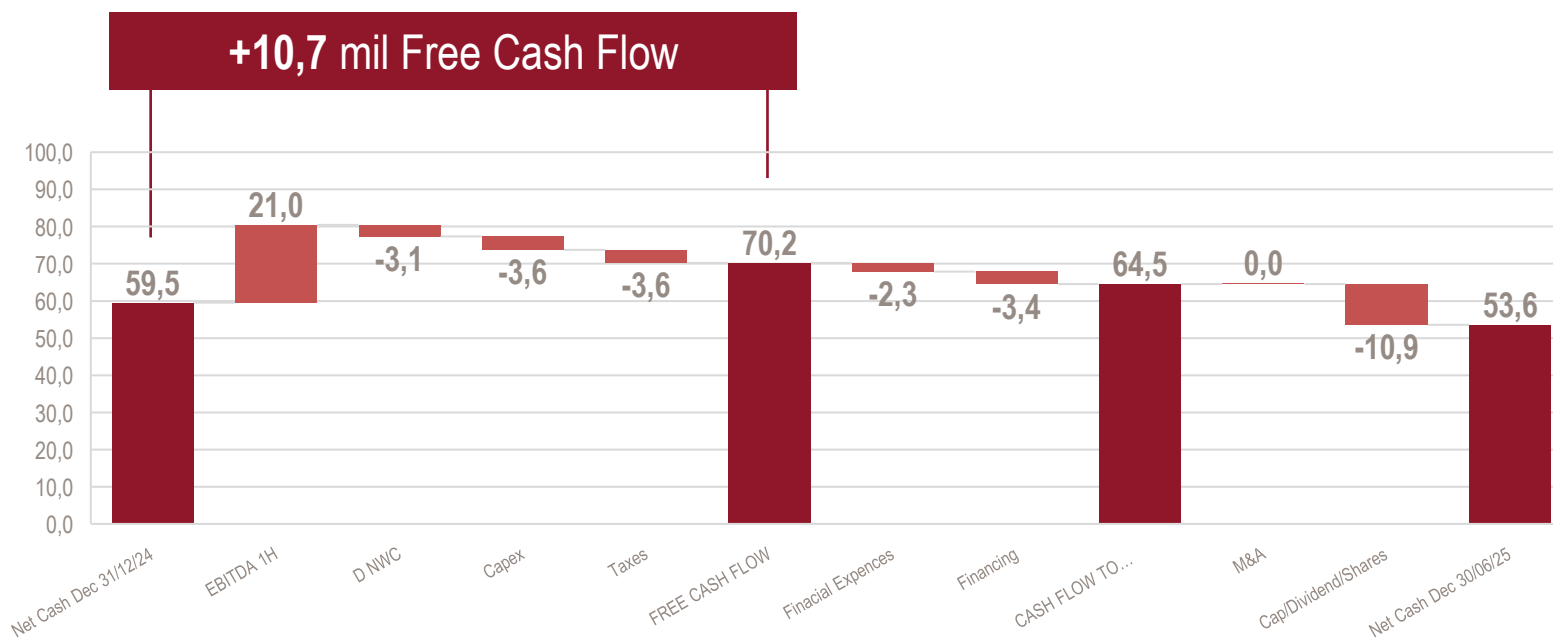


Source:

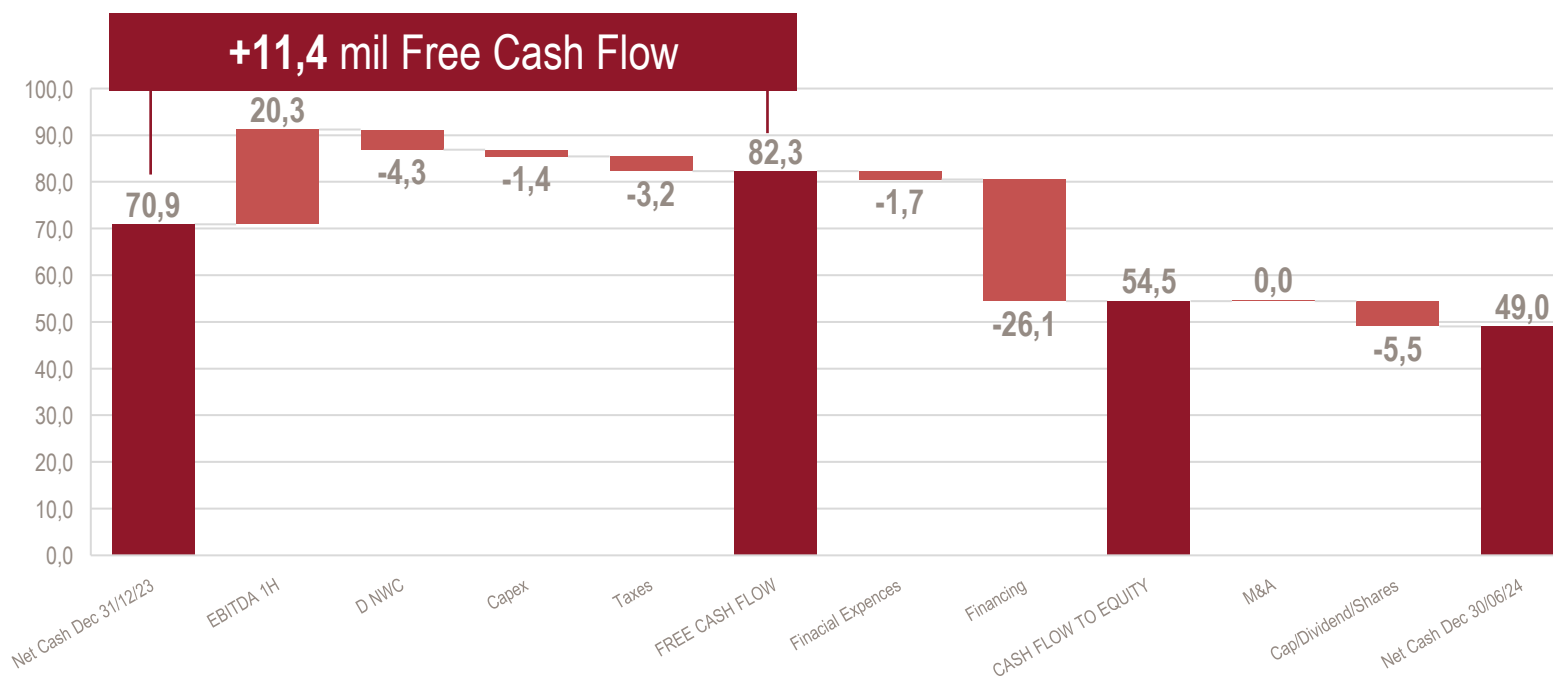


3.4 NPF & Free cash flows yield

1H 2025

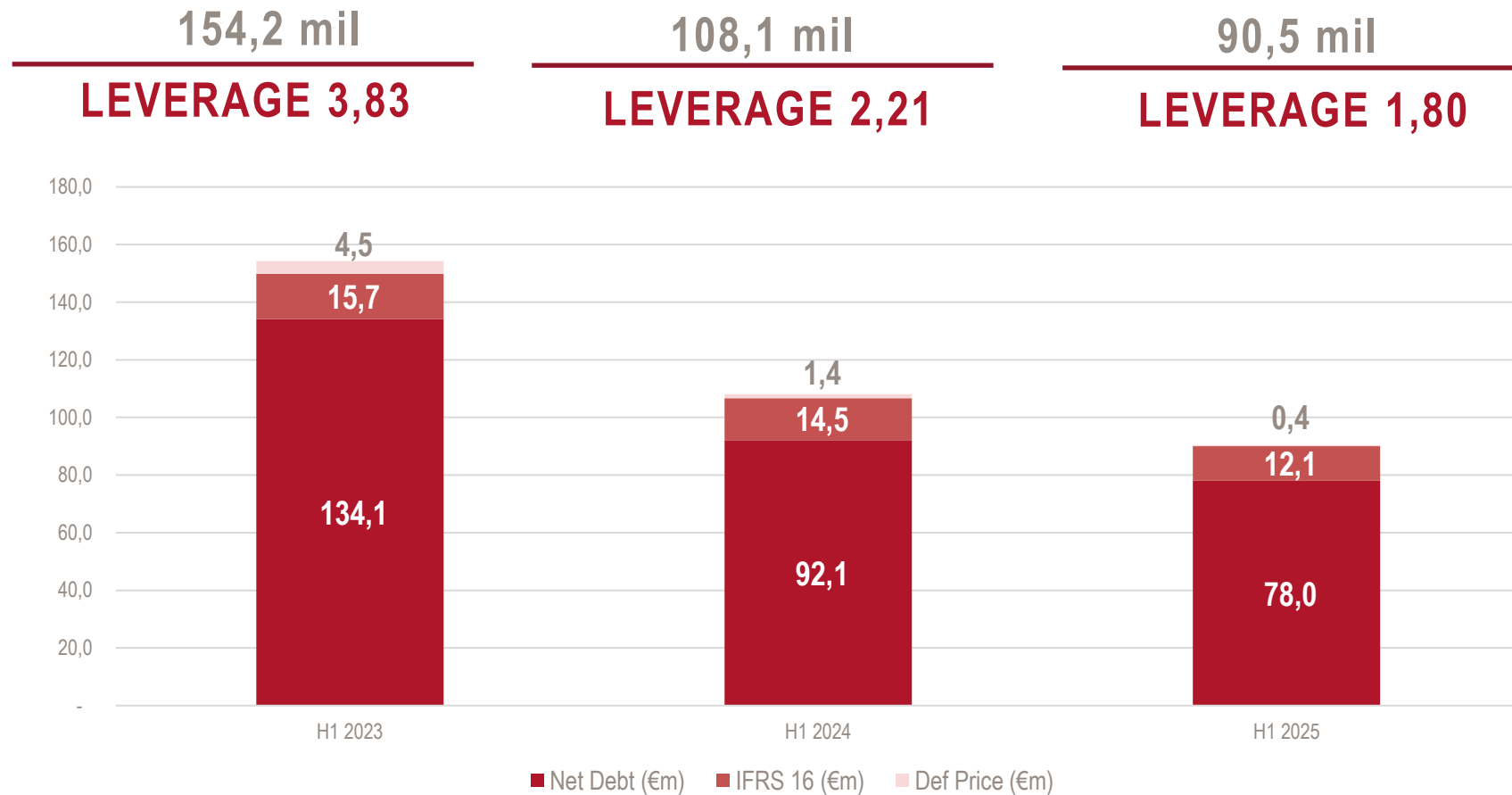


1H 2024



3.4 Financial Highlights

NET FINANCIAL POSITION TREND



17,6 mil Cash Generation since June 30, 2024 /
30 mil gross dividends & buy back





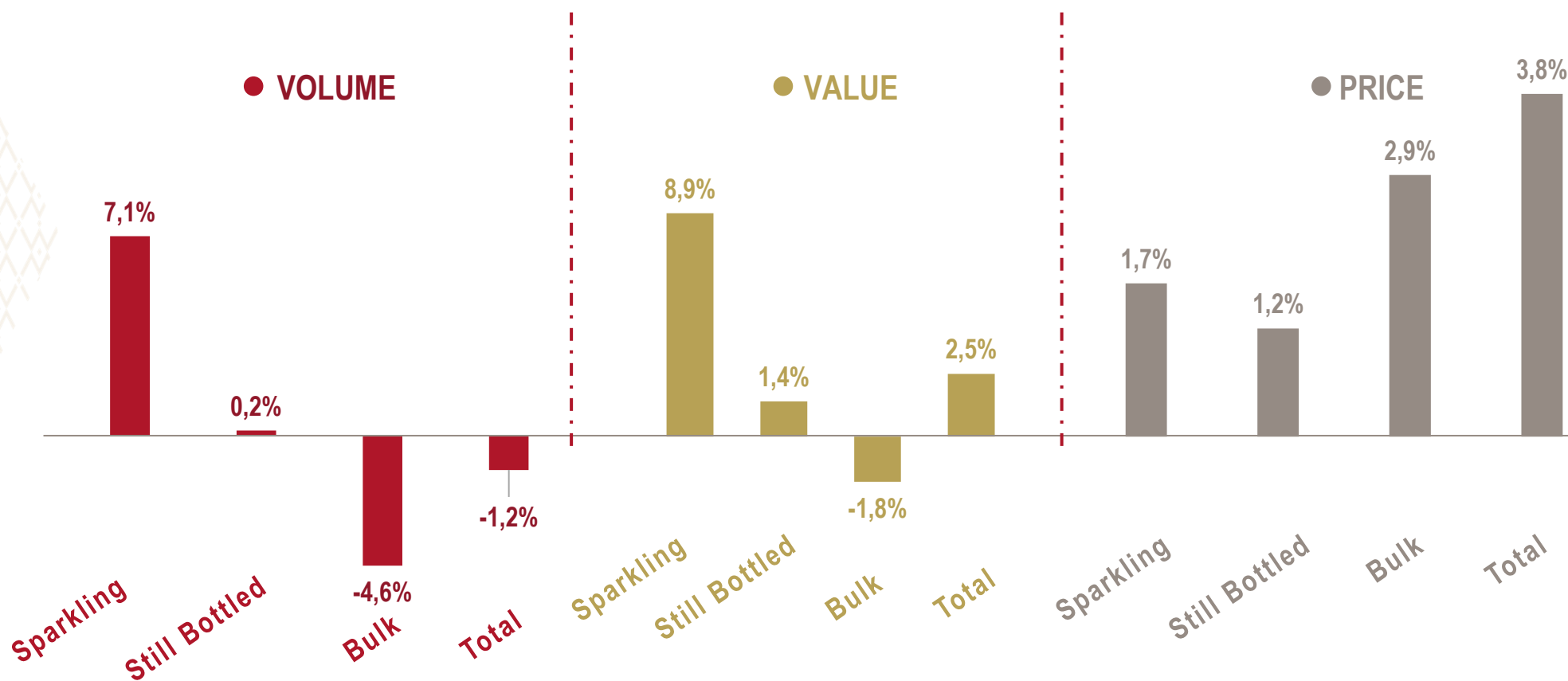
04

Market



Market: import update 1° Half 2025

A) 1° H 2025 Variance

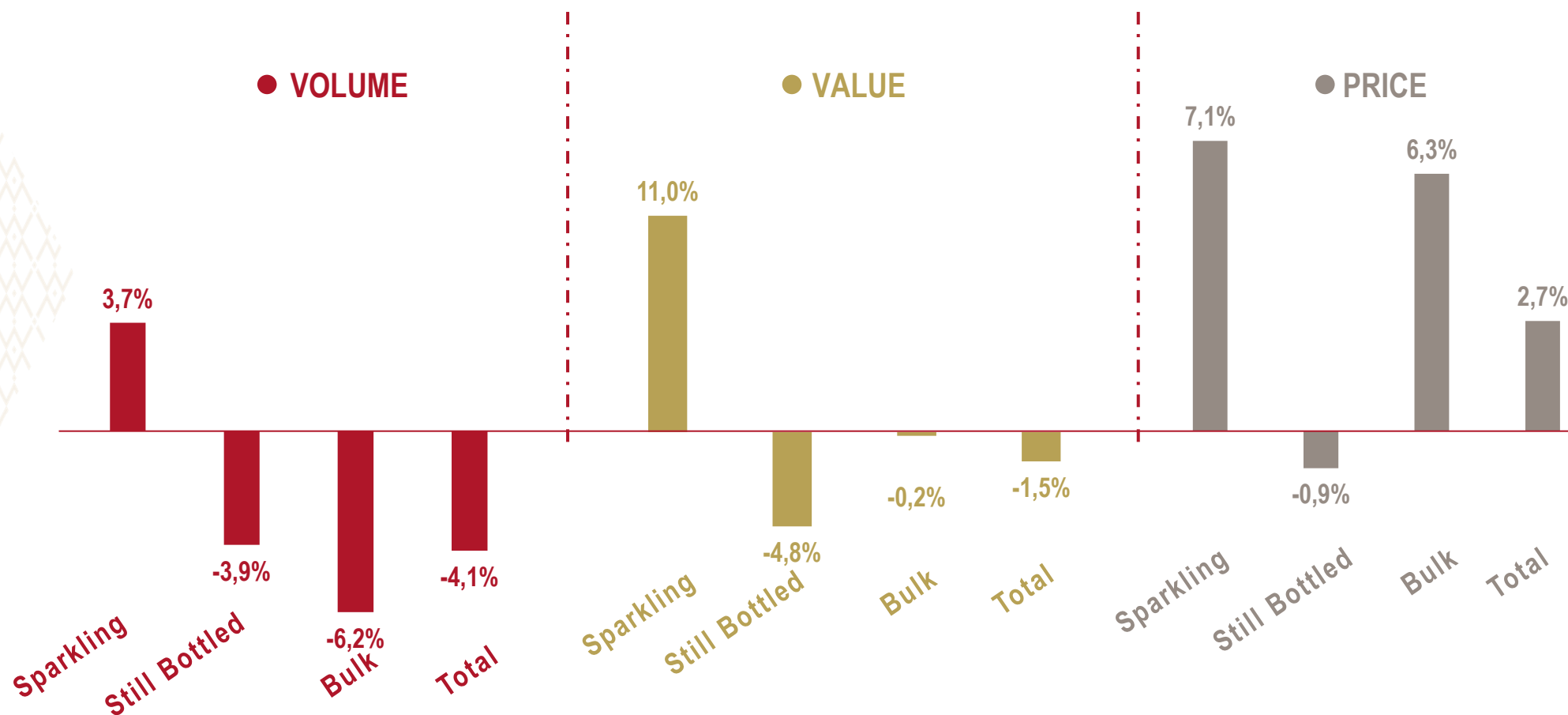


* Source: UIV Customs observatory



Market: import update 2° QTR 2025

2° QTR Variance



How do we intend to increase value creation?

B) Import % change 1° H 2025 vs 1° H 2024 on sparkling wines



4

The most interesting niches

C) IWB is in the right product categories, which are expected to grow the most

Organic Wines – Key drivers

- Millennials
- Quality, Health, Sustainability
- Packaging innovation
- European leadership

Market

25 Bn US\$

9Bn US\$

CAGR
11,3%*

NO- LOW Alcohol – Key drivers

- Health attitude
- Cultural or religious
- Diet
- Drivers

4 Bn US\$

2 Bn US\$

CAGR
10%**

■ 2030
■ 2021





05

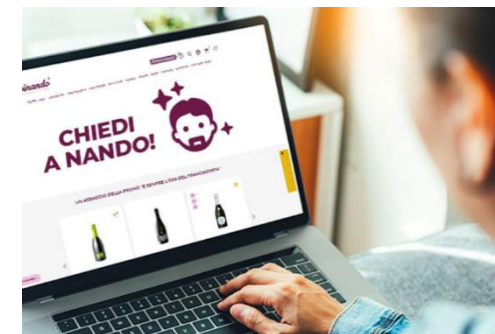
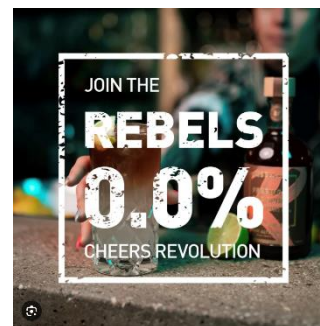
What's next



5 Value Growth Actions

33

TOP LINE



TOP BRANDS
Revenues Increase

NO ALCOHOL
LAUNCH

AI
(Artificial Intelligence)

COSTS

Additional saving on «dry products»

M&A

Scouting on going

Sustainability

2024 CSRD Report to be published by the end of September





06

Conclusion and Q&A

Appendix

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Appendix 1

Financials



ITALIAN WINE BRANDS

Creatori di Eccellenze

Italianwinebrands.it

7.1.1 Financials

NET SALES – WHOLESALE

Eur Millions	1H2016	1H2017	1H2018	1H2019	1H2020	1H2021	1H2022	1H2023	1H2024	1H2025		Δ % 24/25	Cagr 16/25
Wholesale - Italy	0,0	0,0	0,7	1,5	2,6	3,2	19,5	18,6	24,2	21,3		(12,0%)	N/A
Wholesale - International	25,3	30,4	34,5	35,8	48,0	53,3	106,3	121,5	111,2	109,3		(1,7%)	17,6%
UK	1,4	2,6	3,3	5,4	4,7	4,1	28,8	28,3	23,3	25,1		7,5%	37,3%
Switzerland	8,6	9,2	10,9	11,2	19,2	21,4	17,3	17,4	18,6	16,6		(10,8%)	7,6%
Germany	2,2	2,8	3,1	4,5	6,8	7,3	14,7	19,2	15,5	16,4		5,7%	24,8%
Belgium	0,3	0,4	0,4	0,3	1,3	3,1	2,9	2,5	2,0	2,1		3,0%	26,2%
USA	1,8	2,0	0,7	1,3	0,8	2,1	8,7	10,9	12,3	11,7		(4,9%)	23,1%
Austria	4,7	4,9	5,7	6,0	7,2	7,0	5,9	6,5	5,7	4,3		(24,3%)	(0,9%)
France	0,0	0,0	0,1	0,0	0,1	0,1	5,2	6,5	3,4	2,1		(39,9%)	N/A
Denmark	2,0	2,7	3,2	2,7	2,9	2,6	3,5	3,2	2,7	2,8		2,4%	3,7%
Poland	0,0	0,0	0,0	0,0	0,0	0,0	3,0	5,5	5,6	5,5		(1,4%)	N/A
Ireland	0,0	0,0	0,0	0,0	0,0	0,0	2,2	2,3	2,0	2,1		2,5%	N/A
Netherlands	0,0	0,0	0,2	0,2	0,6	0,3	2,0	2,9	2,7	3,5		31,9%	N/A
Canada	0,0	0,0	0,5	0,3	0,5	0,3	1,7	2,5	2,3	2,4		3,1%	N/A
Sweden	0,3	0,4	0,8	0,8	0,8	0,5	1,0	1,1	1,2	0,9		(23,9%)	13,5%
Hungary	0,0	0,0	0,0	0,0	0,0	0,0	0,9	0,8	0,6	0,5		(6,2%)	N/A
China	0,3	0,4	0,7	0,8	0,3	0,5	0,5	0,4	0,4	0,3		(19,5%)	2,8%
Other	3,7	4,9	4,9	2,3	2,8	3,8	8,0	11,4	12,6	12,9		2,2%	14,9%
Total	25,3	30,4	35,2	37,3	50,6	56,5	125,8	140,1	135,4	130,6		(3,5%)	20,0%



7.1.2 Financials

NET SALES – HO.RE.CA

Eur Millions	1H2016	1H2017	1H2018	1H2019	1H2020	1H2021	1H2022	1H2023	1H2024	1H2025	Δ % 24/25	Cagr 16/25
Ho.re.ca - Italy	0,0	0,0	0,0	0,0	0,0	0,0	0,2	1,5	1,0	1,2	20,6%	N/A
Ho.re.ca - International	0,0	0,0	0,0	0,0	0,0	0,0	17,7	25,4	26,6	28,8	8,3%	N/A
UK	0,0	0,0	0,0	0,0	0,0	0,0	12,0	12,4	15,1	17,3	14,9%	N/A
Switzerland	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,2	0,3	0,2	(27,4%)	N/A
Germany	0,0	0,0	0,0	0,0	0,0	0,0	0,6	1,6	1,4	1,0	(31,7%)	N/A
Belgium	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,2	0,3	22,5%	N/A
USA	0,0	0,0	0,0	0,0	0,0	0,0	2,8	4,2	3,9	4,0	3,8%	N/A
Austria	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,0	0,0	1,3%	N/A
France	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,2	0,1	0,2	63,5%	N/A
Denmark	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,5	0,1	0,0	(18,8%)	N/A
Poland	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,4	0,3	0,2	(22,6%)	N/A
Ireland	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,5	0,4	0,2	(32,4%)	N/A
Netherlands	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,5	0,3	0,6	83,8%	N/A
Canada	0,0	0,0	0,0	0,0	0,0	0,0	0,9	1,7	1,4	1,4	1,4%	N/A
Sweden	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,4	0,0	0,0	(100,0%)	N/A
Hungary	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	158,4%	N/A
China	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,5	0,3	0,3	(6,6%)	N/A
Other	0,0	0,0	0,0	0,0	0,0	0,0	0,9	2,3	2,8	2,9	3,8%	N/A
Total	0,0	0,0	0,0	0,0	0,0	0,0	17,9	27,0	27,6	30,0	8,8%	N/A



7.1.3 Financials

NET SALES – DISTANCE SELLING

	30.06.2017	30.06.2017	30.06.2019	30.06.2020	30.06.2021	30.06.2022	30.06.2023	30.06.2024	30.06.2025	Δ % 24/25	Cagr 17/25
Distance Selling - Italy	17.952	17.952	13.916	16.772	16.379	12.991	11.174	11.025	9.300	(15,65%)	(7,89%)
Direct Mailing	7.313	7.313	6.536	7.572	7.569	5.822	4.407	4.251	3.518	(17,25%)	(8,74%)
Teleselling	9.547	9.547	5.602	4.894	5.283	4.106	3.731	3.529	2.669	(24,36%)	(14,73%)
Digital / WEB	1.092	1.092	1.778	4.306	3.528	3.062	3.036	3.245	3.113	(4,08%)	13,99%
% Direct Mailing	40,74%	40,74%	46,97%	45,15%	46,21%	44,82%	39,44%	38,56%	37,83%		
% Teleselling	53,18%	53,18%	40,26%	29,18%	32,25%	31,61%	33,39%	32,01%	28,70%		
% Digital / WEB	6,08%	6,08%	12,78%	25,67%	21,54%	23,57%	27,17%	29,43%	33,47%		
Distance Selling - non domestic	20.234	20.234	18.565	24.592	26.152	19.138	18.048	17.099	15.170	(11,28%)	(3,54%)
Direct Mailing	12.054	12.054	11.187	13.288	14.908	10.440	9.872	8.973	7.857	(12,44%)	(5,21%)
Teleselling	6.147	6.147	3.594	3.728	3.640	2.897	2.512	2.102	1.675	(20,32%)	(15,00%)
Digital / WEB	2.033	2.033	3.784	7.576	7.604	5.801	5.664	6.025	5.639	(6,41%)	13,60%
% Direct Mailing	59,57%	59,57%	60,26%	54,03%	57,00%	54,55%	54,70%	52,48%	51,79%		
% Teleselling	30,38%	30,38%	19,36%	15,16%	13,92%	15,14%	13,92%	12,29%	11,04%		
% Digital / WEB	10,05%	10,05%	20,38%	30,81%	29,08%	30,31%	31,38%	35,23%	37,17%		
Distance Selling	38.186	38.186	32.481	41.364	42.532	32.129	29.222	28.125	24.470	(13,00%)	(5,41%)



7.2 Financials

EXTENDED PL 1H 2016 - 1H 2025

(migliaia di Euro)

Eur/000	Adjusted 30.06.2016	Adjusted 30.06.2017	Adjusted 30.06.2018	Adjusted 30.06.2019	Adjusted 30.06.2020	Adjusted 30.06.2021	Adjusted 30.06.2021PF	Adjusted 30.06.2022	Adjusted 30.06.2022PF	Adjusted 30.06.2023	Adjusted 30.06.2024	Adjusted 30.06.2025
Net Sales	64.586	68.989	69.940	70.073	92.158	99.501	196.308	177.266	179.619	196.778	191.202	185.133
Change in inventory	1.837	1.045	(315)	3.239	4.255	8.219	14.410	7.707	7.716	2.269	(2.809)	9.244
Other income	532	492	728	643	490	1.147	1.444	3.115	3.072	1.628	1.715	1.505
Total Revenues	66.955	70.526	70.353	73.955	96.903	108.867	212.162	188.088	190.407	200.675	190.108	195.882
Raw Material	(35.597)	(36.997)	(40.162)	(42.954)	(56.571)	(65.202)	(143.090)	(128.824)	(128.944)	(135.732)	(122.558)	(129.969)
Services	(20.016)	(22.542)	(19.816)	(19.686)	(25.338)	(27.196)	(37.924)	(33.835)	(35.262)	(34.613)	(31.914)	(30.352)
Personnel	(7.173)	(4.524)	(4.132)	(3.706)	(4.029)	(4.330)	(10.445)	(10.691)	(11.349)	(12.537)	(13.149)	(13.086)
Other expenses	(163)	(162)	(126)	(350)	(297)	(314)	(1.639)	(524)	(566)	(539)	(564)	(590)
Total operating costs	(62.949)	(64.225)	(64.236)	(66.696)	(86.235)	(97.042)	(193.098)	(173.874)	(176.121)	(183.421)	(168.185)	(173.997)
EBITDA Adjusted	4.006	6.301	6.117	7.259	10.668	11.825	19.064	14.214	14.286	17.254	21.923	21.885
Depreciation, Amortization and write-downs	(1.670)	(1.548)	(1.733)	(2.271)	(2.431)	(2.719)	(4.716)	(5.729)	(5.764)	(6.334)	(6.290)	(4.787)
Non-recurring expenses (A)	(1.062)	-	(789)	(589)	(517)	(185)	(185)	(365)	(365)	(1.030)	(1.614)	(910)
Provision for risks and charges	(72)	(54)	-	-	-	-	-	-	-	-	-	-
EBIT	1.202	4.699	3.595	4.399	7.720	8.921	14.163	8.120	8.157	9.889	14.019	16.188
Financial Expenses	(900)	(758)	(594)	(671)	(619)	(1.269)	(1.547)	(2.521)	(2.548)	(3.642)	(1.732)	(2.283)
Non-recurring financial expenses (B)	-	-	-	-	(13)	-	-	-	-	-	-	-
EBT	302	3.941	3.001	3.728	7.088	7.652	12.616	5.599	5.610	6.248	12.288	13.905
Taxes	(155)	(1.105)	(813)	(1.040)	(1.741)	(1.308)	(1.308)	(1.681)	(1.681)	(1.635)	(3.172)	(3.569)
Net Income (C)	147	2.836	2.188	2.688	5.347	6.344	11.308	3.918	3.929	4.612	9.116	10.336
Tax effects of non-recurring charges (D)	333	-	220	164	64	44	44	98	98	287	451	254
Net Income Adjusted (E) = (C)-(A)-(B)-(D)	876	2.836	2.757	3.113	5.813	6.485	11.449	4.185	4.196	5.355	10.279	10.992



7.3 Financials

EXTENDED BS 1H 2016 - 1H 2025

<i>(migliaia di Euro)</i>											
Eur/000	30.06.2016	30.06.2017	30.06.2018	30.06.2019	30.06.2020	30.06.2021	30.06.2022	30.06.2022	30.06.2023	30.06.2024	30.06.2025
Intangibles & Goodwill net of tax reserves	75.081	76.074	78.039	78.765	93.687	95.135	227.058	227.058	248.013	246.494	246.411
Tangibles	16.076	14.777	15.238	14.331	14.000	15.125	48.008	48.008	52.221	39.272	41.605
Rights of use (Ex IFRS 16)	-	-	-	11.472	10.248	9.644	12.868	12.868	16.159	13.904	12.047
Fixed Assets	91.157	90.851	93.277	104.568	117.935	119.904	287.934	287.934	316.393	299.670	300.063
Inventory	18.591	18.621	20.069	22.236	24.968	33.697	89.011	89.011	104.786	76.655	76.652
Trade Receivables	17.275	18.034	16.359	19.770	25.725	21.355	51.901	51.901	47.824	48.842	31.698
Trade Payables	(29.905)	(33.665)	(33.630)	(38.929)	(44.916)	(54.877)	(113.988)	(113.988)	(110.696)	(101.929)	(86.063)
Other	1.561	249	(2.588)	(681)	(6.338)	222	3.569	3.569	(4.545)	(10.447)	(14.133)
Net Working Capital	7.522	3.239	210	2.396	(561)	397	30.493	30.493	37.369	13.121	8.153
Severance indemnity	(1.098)	(999)	(851)	(680)	(603)	(605)	(1.101)	(1.101)	(1.650)	(1.648)	(1.433)
Other long term funds	(1.976)	(1.982)	(1.061)	(1.067)	(991)	(240)	(227)	(227)	(278)	(154)	(100)
Non-current assets (liabilities) held for sale	-	-	-	-	-	-	-	-	-	10.259	9.740
Total Uses	95.605	91.109	91.575	105.217	115.780	119.456	317.099	317.099	351.834	321.248	316.423
Net Worth	72.353	77.556	80.284	83.661	95.611	105.637	160.703	160.703	197.606	213.151	225.968
Net Financial Position / (Cash)	23.252	13.553	11.291	9.856	9.444	3.797	136.796	136.796	134.114	92.136	78.010
Deferred price acquisitions	-	-	-	-	-	-	7.351	7.351	4.462	1.432	394
Liabilities for Rights of use (Ex IFRS 16)	-	-	-	11.700	10.725	10.022	12.249	12.249	15.652	14.529	12.051
Total sources	95.605	91.109	91.575	105.217	115.780	119.456	317.099	317.099	351.834	321.248	316.423



7.4 Financials

EXTENDED CASH FLOW 1H 2016 - 1H 2025

Eur/000	30.06.2016	30.06.2017	30.06.2018	30.06.2019	30.06.2020	30.06.2021	30.06.2022	30.06.2023	30.06.2024	30.06.2025
Ebitda reported	3.150	6.301	5.328	6.670	10.151	11.640	13.849	16.224	20.309	20.975
+(-) changes in NWC	(4.406)	(5.686)	(5.471)	(7.162)	(5.292)	(4.779)	(17.933)	(18.496)	(5.228)	(3.137)
+ (-) Funds	(526)	(122)	(561)	(55)	(78)	64	(125)	(298)	895	27
(-) taxes	(155)	(1.105)	(813)	(1.040)	(1.741)	(1.308)	(1.681)	(1.635)	(3.172)	(3.569)
Operating Cash Flow	(1.937)	(612)	(1.517)	(1.587)	3.040	5.617	(5.890)	(4.206)	12.804	14.296
(-) capex	(591)	(273)	(2.884)	(917)	(1.844)	(2.492)	(2.339)	(4.067)	(1.439)	(3.614)
Free Cash Flow	(2.528)	(885)	(4.401)	(2.504)	1.196	3.125	(8.229)	(8.273)	11.365	10.682
(-) interest expenses	(900)	(758)	(594)	(671)	(619)	(1.269)	(2.521)	(3.642)	(1.732)	(2.283)
(-) Dividends and treasury stocks	233	(1.443)	(3.528)	(3.309)	1.056	(5.228)	(3.013)	(321)	(5.456)	(10.902)
(-) M&A	-	-	(462)	-	(11.642)	-	(15.056)	-	-	-
Change in cash	(3.195)	(3.086)	(8.985)	(6.484)	(10.009)	(3.372)	(28.819)	(12.236)	4.177	(2.504)
Previous Year cash / (debt)	(20.057)	(10.467)	(2.306)	(3.372)	565	(425)	(107.977)	(121.877)	(96.313)	(75.506)
Cash / (Debt) at the end of the period	(23.252)	(13.553)	(11.291)	(9.856)	(9.444)	(3.797)	(136.796)	(134.113)	(92.136)	(78.010)



7.5 Assets held for sale

ASSET	Book Value Euro th
Land and building	7.381
Plants	1.928
Equipments	367
Others	64
TOTAL	9.740

The asset represents the previous Valle Talloria plant & building located in Piedmont in the prestigious Langhe area.

Potential Value is represented on both

- productive and industrial activity: 14.700 s.m, (plus 52.000 s.m land)
- residential area & building: 3.400 sm.



- Appendix 2
M&A Journey &
Business Model



ITALIAN WINE BRANDS

Creatori di Eccellenze

- Italianwinebrands.it

M&A Journey and Value Creation path



- **1° ever Italian company to be listed** with the aim of creating the Italian Champion in the wine industry



- **Exploiting value, volumes and margins** from the existing platform
- **Continuous improvement of mix** towards branded products



- **Strong market and resilience** to Covid pandemic



- Aim to create a **unique pure Italian worldwide player** in the industry
- **Opening of new Ho.Re.Ca distribution channel**



- **Integration of acquisitions** to maximize synergies and simplify the business
- Focus on **higher value-added red wines and sparkling wines**, aligning this with the market demand
- Focus on **cash conversion**

2015 Rev. 144,8 mil

2018 Rev 149,8 mil

2020 Rev 204,3 mil

2021 Rev 408,9 mil

2022 Rev 430,3 mil

GIORDANO
BUON VINO, BUONA VITA.

- **Giordano Vini**, one of the world's leading companies in direct-to-consumer wine sales ~ € 100 m in revenue

PROVINCO ITALIA
GROUP ♦ ITALIAN WINE BRANDS

- **Provinco Italia**, leader in the production and export of wine ~ € 40 m in revenue

Svinando[®]
BERE BENE CONVIENE.

- **Svinando**, Italian online shop with a wide range of wines ~ € 1 m in revenue

 **RAPHAEL DAL BO**
PROSECCO E SPUMANTE

- **Raphael dal Bo**, leading producer of Prosecco with a strong positioning within the organic segment ~ € 10 m in revenue

ENOITALIA

- **Enoitalia**, largest private wine company in Italy for volume ~ € 200 m in revenue


BARBANERA
WINES SINCE 1938

- **Barbanera**, wine producer boasting 3 lines of wine
- ~ € 38 m in revenue

EB

ENOVATIONBRANDS
Innovative Wine & Spirits Importer

- **Enovation Brands**, group of 17 wine brands mostly active in North America
- ~ € 30 m in revenue



IWB M&A journey

Provinco Italia, founded in 1970, had become leader in the production and export of wine to international wholesalers, and now part of Italian Wine Brands.

PRÖVINCO ITALIA

Italian online shop with a selection of quality wines from small wineries.

Svinando

Enoitalia founded in 1986, had grown significantly over the years to become the largest private wine company in Italy for volume, and now is part of Italian Wine Brands.

ENOITALIA

Barbanera is based in Tuscany and was founded in 1938. It had been producing wines with passion and evolved its business over the years, and now is part of Italian Wine Brands.

BARBANERA

ONE
COMPANY



2015

2018

2020

2021

2022

2023

GIORDANO
BUON VINO, BUONA VITA.

Giordano Vini, founded in 1900, is one of the world's leading companies in direct-to-consumer wine sales.



RAPHAEL DAL BO
PROSECCO E SPUMANTE

Raphael Dal Bo has been producing Prosecco with great passion since 1999 and is now one of the major producers within the organic Prosecco segment.

EB:

ENOVATIONBRANDS

Enovation Brands is headquartered in Miami, FL. The Enovation Brands team is a group of innovative brand builders.

In 7 years we have acquired wineries in the most renowned winemaking regions of Italy, to cover the needs of our International clients.

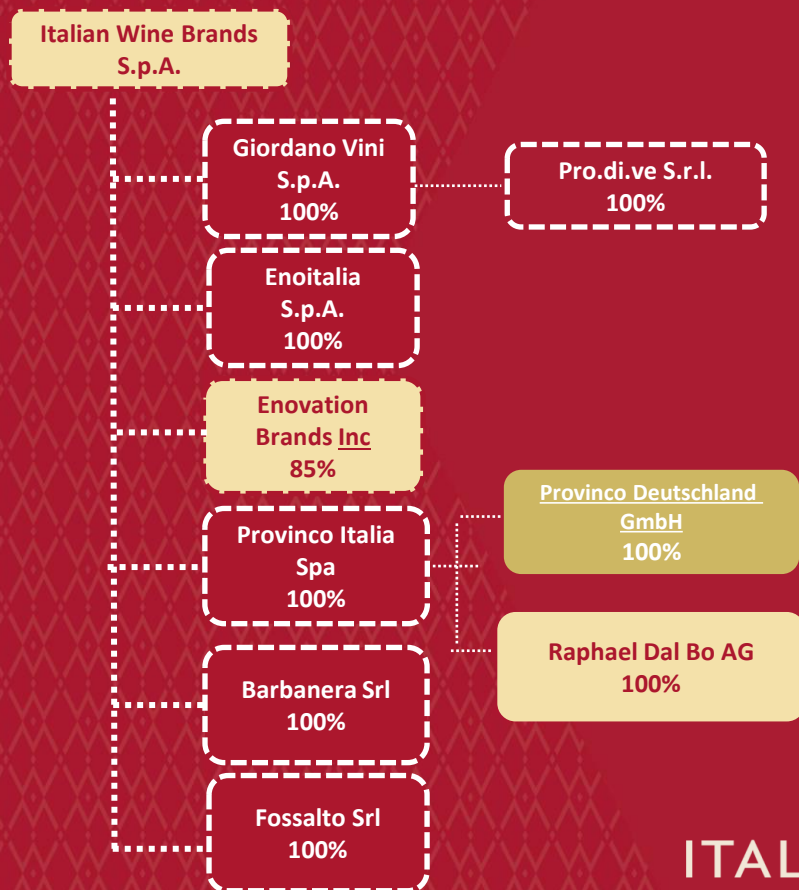
We go from the Prosecco area, to the super premium regions of Tuscany and Piedmont, going South to the well known region of Apulia.

One Company



IWB till december 2023

IWB as is since jan2024



ITALIAN WINE BRANDS

Creatori di Eccellenze



Companies
in 2024



Companies
to be merged



Company
to be liquidated



08

IWB reshaped the wine Industry in Italy



0 IWB RESHAPED THE WINE INDUSTRY 8 IN ITALY

In an extremely fragmented market characterized by thousands of small businesses, IWB was the **first winery to be listed on the stock exchange in Italy in 2015**, with the aim of consolidating the sector and expanding competitively across all markets.

We achieved the target to become **the largest private winery of Italy in 2021**, keeping the promise we made at the beginning to our investors.

“

OUR VISION:

one of our bottles, with our brand, everywhere, to make customers happy, which in turn will make us happy too.

”

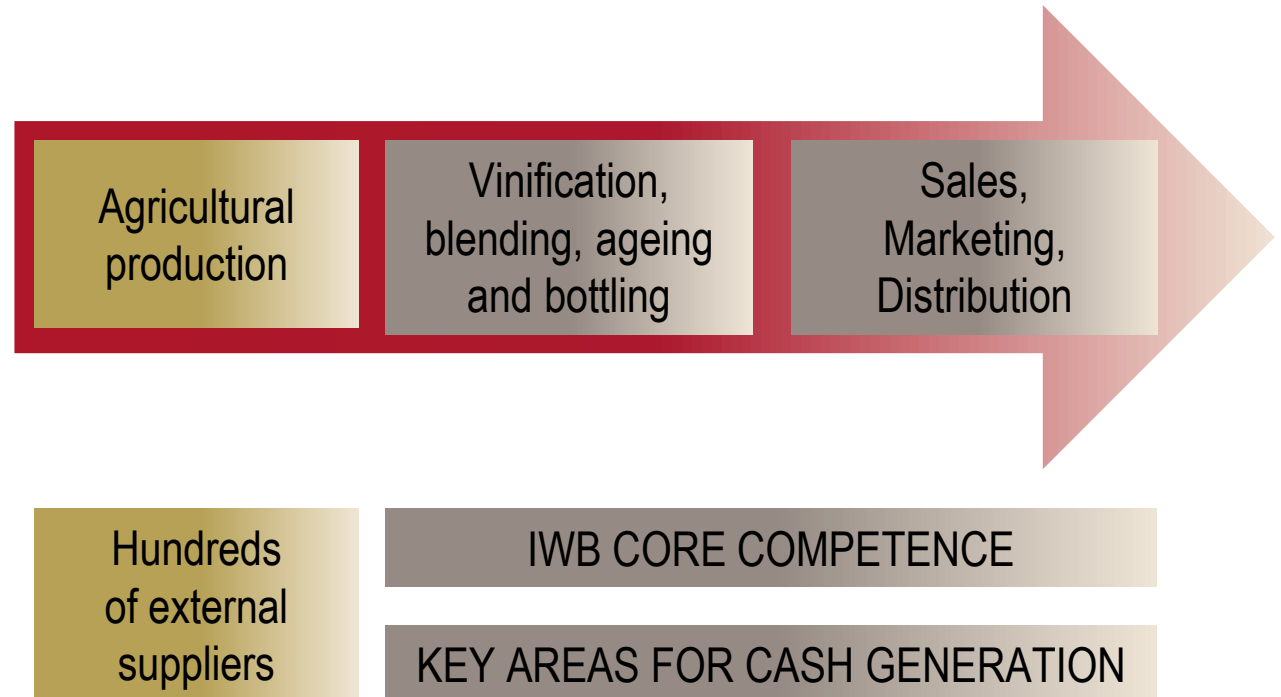
WHAT MAKES US DIFFERENT?



0 WE ARE ASSET LIGHT AND WE FOCUS ON CASH 8 GENERATION

IWB has no agricultural investments, which are capital intensive, have too low profitability, are subject to climate change, and do not allow flexibility in terms of production based on market demands.

THE VALUE CHAIN:



0 8 WE ARE MARKET DRIVEN

We don't produce anything that isn't already sold!
It's a reversed approach compared to agricultural producers, who first produce and then seek customers.

We can do that, because **we have no investments in vineyards**, and **we offer to our customers what they love to buy**, keeping low inventories, having the largest assortment from Italy!

THE IWB ROUTE TO MARKET



We are the largest private producer of Italy,
we run three state of the art and **highly efficient,**
conveniently located facilities.

THE IWB COMPETITIVE FACTORS



IWB CORE COMPETENCE

After several acquisitions, in 2024 we were able to close 2 plants out of 5, keeping a consistent quantity in terms of production and enhancing therefore efficiency.

This will bring about 2 M € in costs reduction annually.



0
SCALE,
EFFICIENCY,
COMPETITIVENESS
8

The strength of IWB lies in a highly qualified team. 350 motivated employees are committed to delivering 700,000 bottles worldwide every single day.

IWB KEY PEOPLE



IWB CORE COMPETENCE

Growing its people is a core value of IWB. For this reason, group and individual training plans have been in place for years. Additionally, key people have been included in an incentive plan with stock grants.



0 OUR TEAM:
ITALIAN
WINE
8 PEOPLE



09

How do we intend to increase value creation?

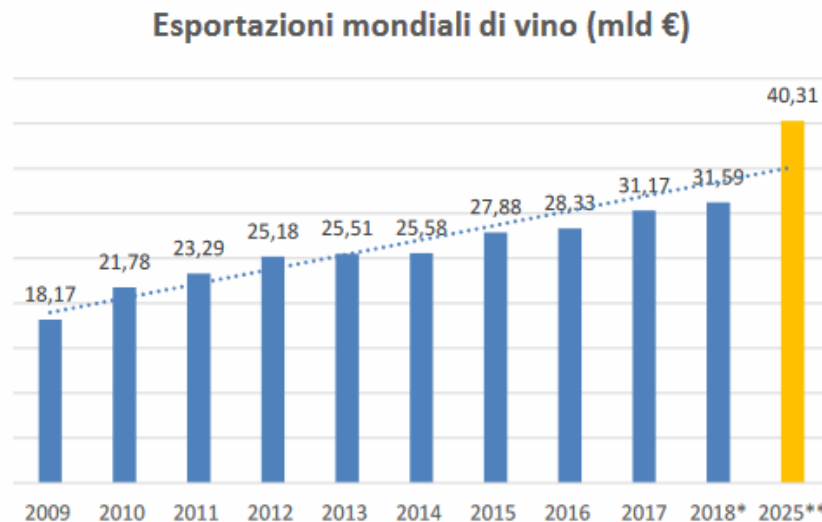


9 How do we intend to increase value creation?

A) The global export wine market is expected to grow and Italy and IWB are leading exporters

EXPORT WINE MARKET VALUE (€ Billions)

Source Ismea – mod. Andersc



The value of the International wine trade is 37 B € (of which France 12 B €, and Italy 7,7 B €)

source www.oemv.es

Period Sept 2021-Sept 2022 – customs declared value

The value of the International wine trade is expected to reach 40,31 B € by the end of 2025, with **France and Italy** jointly **dominating** the core of this business.



9

How do we intend to increase value creation?

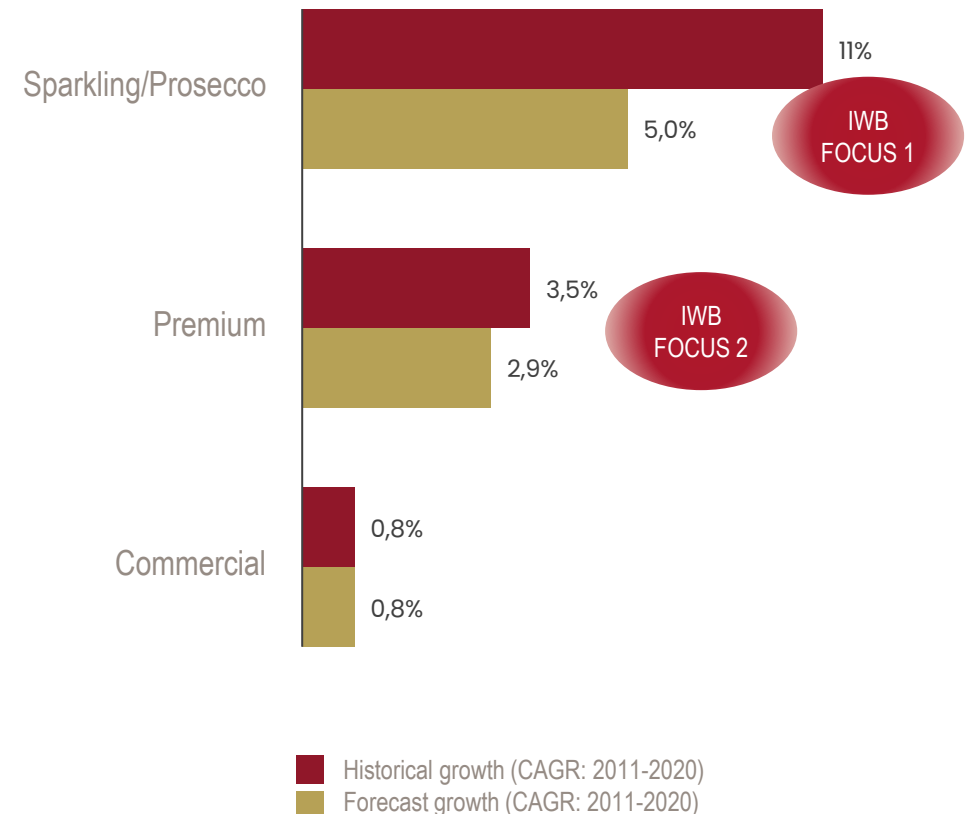
B) IWB is in the right product categories, which are expected to grow the most

Sparkling and Premium wine is forecasted to become a >\$100bn market by 2025, and we intend to be leaders globally

- **Sparkling/Prosecco has been growing consistently in the last ten years** (from 142m bts. in 2011 to 627m bts. In 2021) and **consumption is expected to grow further in the coming years.**

IWB production: 60m bts. per year and growing.

- Consumers are trading up, driven by younger age groups and **constant growth of the “buy better” trend: we will focus on this segment, leveraging our Super Tuscans and wines from Piemonte.**



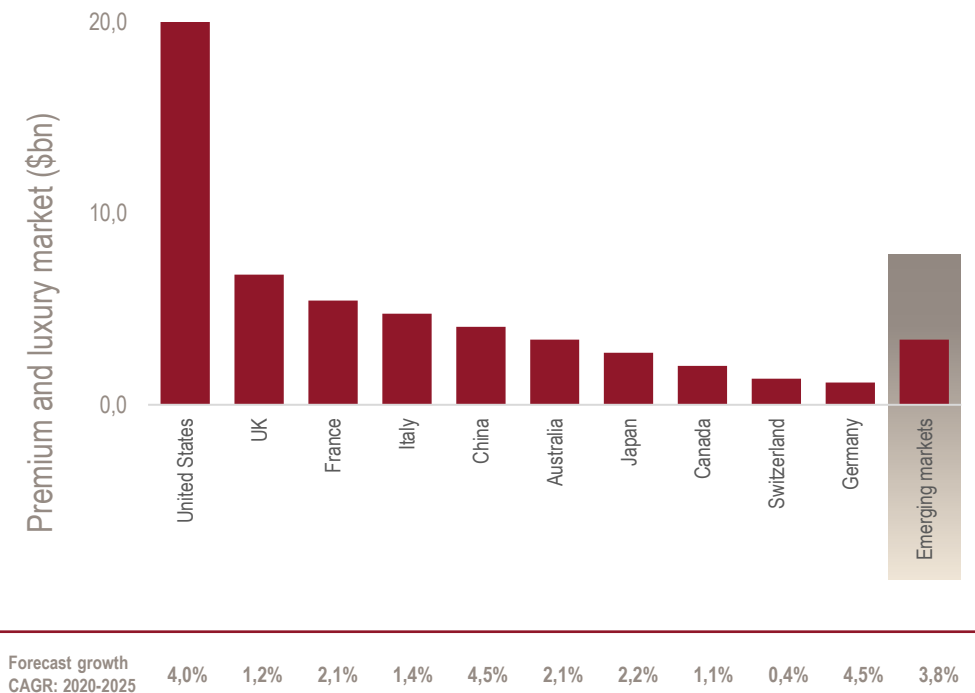
9 How do we intend to increase value creation?

C) We will focus on USA and Emerging Markets

A selected number of markets matter most in the premium and luxury segment

- Global premium and luxury wine segment sales totaled \$60bn in 2020, with US being the predominant market
- The top 10 markets represent ~ 80% of global premium and luxury consumption
- The United States is the clear leader, with ~ 30% share of global consumption and strong forecast growth. **IWB is very well positioned thanks to a new agreement with the largest National distributor**
- A number of emerging markets have strong growth potential, particularly those throughout Asia (Vietnam, Malaysia)
- As the Italian leader in sparkling and premium wines, with a 5% share, we have an excellent foundation from which to grow

Largest premium and luxury wine markets



9

How do we intend to increase value creation?

D) We will improve our Net Financial Position and exploit new selected M&A activities

We have a historic high cash generation, which allows us to improve consistently our net financial position. For example, as of 31.12.23, this reduction in NFP has implicitly resulted in an increase in the stock's value of over 10%, without changing the stock's valuation multiple.

IWB has built a reputation as a consolidator and we receive several dossiers for new acquisitions every week, which we carefully review to uncover new growth opportunities.

With an improving NFP and in the absence of M&A activities, we can continue to buy back our own shares and increasing dividends.



Conclusion

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Thank You



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