



**SAMMONTANA
ITALIA**

Q1-2025 Presentation

June 2025

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This Presentation has been prepared by Sammontana Italia S.p.A. (the "Company") and together with its subsidiaries, the "Group") and contains certain financial information of the Company and its consolidated subsidiaries as of and for the years ended December 31, 2024 and 2023. Unless otherwise stated, all references to "we," "us" and "our" in this Presentation are to the Group.

The consolidated statement of financial position of the Group as of March 31, 2025 and 2024 as well as the consolidated income statement and the consolidated statement of cash flows of the Group for the three months ended March 31, 2025 and 2024 included herein, have been derived from the audited financial statements of the Group prepared in accordance with IFRS.

This Presentation also contains certain stand-alone financial information regarding the Group, Sammontana S.p.A. Società Benefit ("Sammontana"), Forno d'Asolo S.p.A. ("FdA"), and their respective subsidiaries, including certain unaudited pro forma consolidated financial information that has been prepared to represent the pro forma effects of certain transactions contemplated herein, including: (i) the acquisition of FdA by the Company (the "FdA Acquisition"), (ii) the equity contribution made by the Company's shareholder, Sammontana Holding S.p.A. to Sammontana Italia S.p.A. in connection with the FdA Acquisition, (iii) the contribution of the entire share capital of Sammontana to the Company by Sammontana Holding S.p.A., (iv) the disposal of Lizi S.r.l. (the "Lizi Disposal") by the Company, (iv) the financing of the purchase price for the FdA Acquisition, (v) the refinancing of certain existing indebtedness of FdA and Sammontana and their respective subsidiaries, (vi) the repayment and cancellation of the senior secured bridge facility entered into in connection with the FdA Acquisition, (vii) the issuance and use of proceeds of the Senior Secured Floating Rate Notes due 2031 by the Company, and (viii) the payment of the relevant fees and expenses in connection with the foregoing. Such financial information may not have been audited, reviewed or verified by any independent accounting firm.

The unaudited adjustments to our Adjusted EBITDA are based on currently available financial information and certain assumptions that we believe are reasonable and factually supportable. This financial information is presented for information purposes only, is not intended to represent or be indicative of actual financial conditions or results of operations and does not purport to project Group's results of operations or financial condition as of any future date or for any future period. Neither the pro forma financial information nor the Pro Forma Adjusted EBITDA included herein has been prepared in accordance with the requirements of Regulation S-X of the U.S. Securities Act of 1933, as amended, or any generally accepted accounting standards. Neither the assumptions underlying the pro forma financial information nor the Pro Forma Adjusted EBITDA have been audited or reviewed in accordance with any generally accepted accounting standards. Any reliance you place on this information should fully take this into consideration. The pro forma financial and other information presented in this Presentation is the mathematical sum of its components, has been prepared for illustrative purposes only and has not been calculated on the basis of IFRS or any other recognized accounting standards.

In addition, in this Presentation we present certain other financial measures that are not recognized by IFRS or any other generally accepted accounting principles and that may not be permitted to appear on the face of our financial statements or footnotes thereto (our "Non-GAAP Measures"). Such Non-GAAP Measures have been derived from management estimates and have not been audited or otherwise reviewed by outside auditors, consultants or experts. Our Non-GAAP Measures are calculated as described in this Presentation. By eliminating potential differences in results of operations between periods or companies caused by factors such as depreciation and amortization, historical cost and age of assets, financing and capital structures and taxation positions or regimes, we believe EBITDA-based measures and other Non-GAAP Measures can provide a useful additional basis for comparing the current performance of the underlying operations being evaluated. Different companies and analysts may calculate EBITDA-based measures and other Non-GAAP Measures differently, so comparisons among companies on this basis should be made carefully. EBITDA-based measures and other Non-GAAP Measures are not measures of performance under IFRS and should not be considered in isolation or construed as substitutes for operating profit or net profit as an indicator of our operations in accordance with IFRS. As such, you should be relying primarily on our audited financial statements and using these Non-GAAP Measures only as a supplement to evaluate our performance. This Presentation also includes certain financial information of the Group that has been sourced from management accounts and internal accounting systems, and was prepared based on management judgment and estimates. The internal accounting systems from which this data has been derived may not reflect certain accounting principles of IFRS or any other generally accepted accounting principles.

This Presentation also includes certain preliminary information, which is based on internal management accounts and in part estimates and has been prepared under the responsibility of our management. Such preliminary information does not take into account any circumstances or events occurring after the period to which it refers. While this preliminary information has been prepared in accordance with IFRS (subject to certain exceptions and adjustments), it has not been audited, reviewed or verified and no procedures have been completed by our external auditors with respect thereto and is not comparable with the corresponding financial information set forth elsewhere in this Presentation. Therefore, such information is subject to potential change in connection with the audit for the year ended December 31, 2025. The preliminary information set forth in this Presentation should not be regarded as an indication, forecast, capsule financial information or representation regarding our financial results for year ended December 31, 2025 or for any other period, and you should not place undue reliance thereon. This Presentation also includes unaudited pro forma financial information for the twelve months ended March 31, 2025 (the "LTM Financial Information"). The LTM Financial Information is unaudited and has been calculated by adding (i) the unaudited pro forma consolidated financial information for the year ended December 31, 2024, and (ii) the unaudited interim consolidated financial information for the three months ended March 31, 2025, and then subtracting (iii) the unaudited pro forma interim consolidated financial information for the three months ended March 31, 2024. The LTM Financial Information has not been audited or reviewed by our auditors, is not required by or presented in accordance with IFRS or any other generally accepted accounting principles and has been prepared for illustrative purposes only. This information is not necessarily representative of our results for any past or future period or our financial condition for any past or future date.

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We and our affiliates continually assess market conditions for beneficial opportunities to raise capital to refinance our debt and/or finance our business activities. To that end, we may choose to raise additional financing, depending on market conditions and other circumstances. In addition, we and our affiliates may from time to time transact in our outstanding debt through open market purchases or sales, privately negotiated transactions or otherwise. Such transactions will depend on market conditions, our liquidity requirements, contractual restrictions and other factors, and the amounts involved may be material.

Forward Looking Statements

This Presentation contains forward-looking statements, which include all statements other than statements of historical facts, including, without limitation, any statements about our intentions, beliefs or current expectations regarding our future financial conditions and performance, results of operations and liquidity, plans, prospects, growth, strategy and profitability, as well as the general economic conditions of the industry and country in which we operate. Forward-looking statements include statements concerning our plans, objectives, goals and targets, strategies, future events, future sales or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, our competitive strengths and weaknesses, our business strategy and the trends we anticipate in the industries and the economic, political and legal environment in which we operate and other information that is not historical information.

Statements preceded by, followed by or including words, such as "believe," "anticipate," "estimate," "continue," "expect," "suggest," "target," "intend," "aim," "predict," "project," "should," "would," "could," "may," "will," "forecast," "plan," and similar expressions or, in each case, their negative or other variations or comparable terminology, are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.

By their very nature, forward-looking statements involve inherent known and unknown risks, uncertainties and other important factors beyond our control because they relate to events and depend on circumstances that may or may not occur in the future. We caution you that forward-looking statements are not guarantees of future performance and that our actual financial condition, results of operations and cash flows, and the development of the industry in which we operate, may differ materially from (and be more negative than) those made in, or suggested by, the forward-looking statements contained in this Presentation. We undertake no obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward looking statements to reflect events or circumstances after the date of this Presentation. In addition, even if our financial condition, results of operations and cash flows, and the development of the industry in which we operate, are consistent with the forward-looking statements contained in this Presentation, those results or developments may not be indicative of results or developments in subsequent periods.

This Presentation constitutes a public disclosure of information that qualifies or could qualify as insider information for purposes of Article 7 of the Market Abuse Regulation (EU) No. 596/2014 (April 16, 2014).

Executive Summary



Top line

- **YTD Mar25 Revenues stood at €172.3m, flat vs PY (€172.5m)**, which implies **LTM Mar25 PF¹ Revenues of €902.4m**
 - **Foreign markets** (accounting for 25% of the Group revenues) are experiencing **double digit growth performance** (both volume and value), particularly in North America, France, DACH and other European markets. Strong contribution arising also from the ice-cream that is successfully expanding the customer base in the key international markets;
 - **Italy (HoReCa channel)** is trending slightly down in Q1-25 in line with overall Out-of-Home ("OOH") market which reported a **contraction in the consumption volumes** and #PoS visits. **Positive signals from the large key accounts** (including MT²), which however are not fully offsetting the OOH temporary softness (already being partially recovered in Q2, see more at pag. 5)



Profitability

- **YTD Mar25 Adjusted EBITDA at €9.9m**, down by €7.0m vs PY mainly due to the temporary combination of flat top-line (due slight market-driven volume softness in Italy) and higher Opex investments to support future growth. Higher costs were mainly attributable to: (i) investments in the foreign market's salesforce to further accelerate double-digit growth; (ii) promotional activities; (iii) raw material inflation, offset only in part by the price increase implemented in Feb25; (iv) contractual wage inflation
- **LTM Mar25 PF¹ Adjusted RR EBITDA stood at €161.5m**, including €19.4m pro-forma cost savings related to the ongoing realization of the cost synergies



Cash flow and financial position

- **YTD Mar25 Cash flow from operating activities stood at -€54.5m, mostly driven by the TWC absorption related to the ice-cream seasonality, as expected and in line with historical trends**
 - **In fact, the inventory build up to prepare for the seasonal ice cream demand during summer led to an increase of TWC of €46.7m.** This trend is expected to **revert from July to September**, as the inventory decreases and receivables are collected, with further releases in October and normalization by November-December (see more at pag. 14)
- **Net Financial debt stood at €832.6m with Net Leverage at 5.2x** as of March 31, 2025

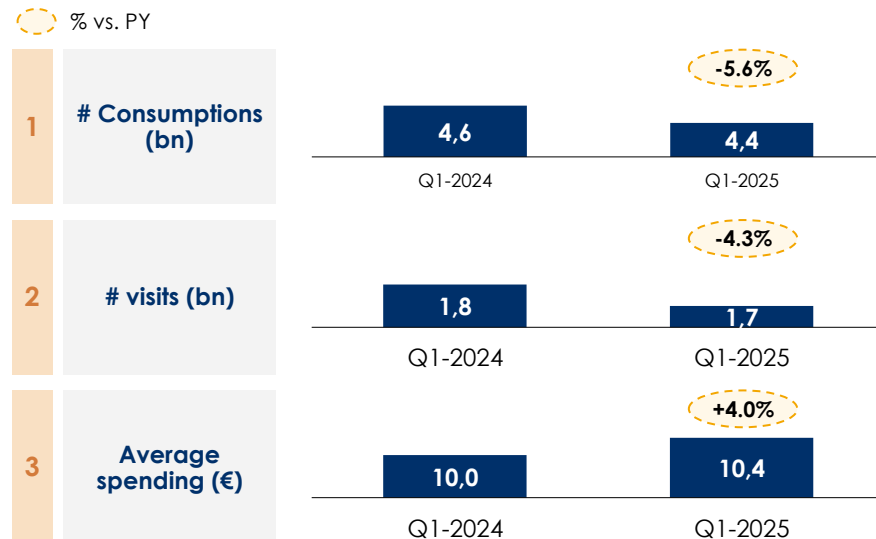
Notes: (1) Pro Forma Revenues and EBITDA represent the Revenues and EBITDA of the Group, presented on a pro forma basis after giving effect to the FdA Acquisition and (ii) the Lizzi Disposal, as if such transactions had been completed as of January 1, 2024 for the three months ended March 31, 2024 and as of April 1, 2024, for the twelve months ended March 31, 2025; (2) Modern Trade

The Italian Food & Beverage market update

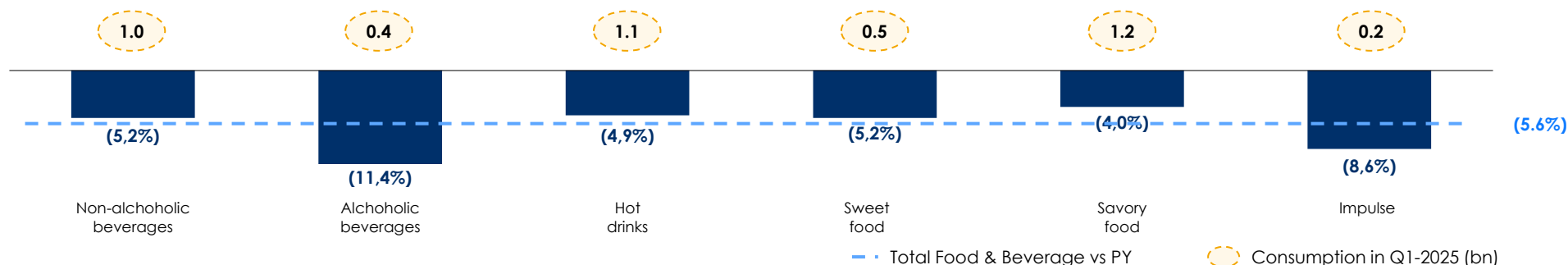
Key takeaways

- The Out-of-Home Food & Beverage (“OOH F&B”) market in Italy saw a slight decrease by -1% in value in Q1-25 compared to Q1-24
 - OOH F&B consumption is decreasing by c.-6% vs Q1-24 with number of visits reducing by c.-4% vs Q1-24
 - OOH F&B average spending is increasing for +4% vs Q1-24
- The **Modern Trade** channel has experienced a **+1% increase in Q1-25 of sales value vs Q1-24** driven by inflation, with prices increasing by c.1% and **volume sold remaining stable vs Q1-24**

Italian OOH F&B figures¹ (Q1-25 vs. Q1-24)



F&B Consumption by macro-categories (Q1-25 vs. Q1-24)



Sources: Internal sources. (1) Please note that sources for the information presented vary and may not be comparable

Latest Updates and Short Term Outlook

Current trading

- **Last months** (specifically April and May) **are confirming the positive trend of the international markets, but also showing a partial recovery of** the Q1-25 “soft” performance **of the HoReCa Italy**, thanks to a set of dedicated initiatives to reinforce the commercial stronghold and supported by the **full-effect of price increase held in Q1-25**
- **We do expect also an improvement in our profitability profile**, as a combination of (i) operating leverage, (ii) further realization of commercial and cost synergies and (iii) the abovementioned positive impact of pricing actions, which offset higher raw material costs

Transformation plan and synergies

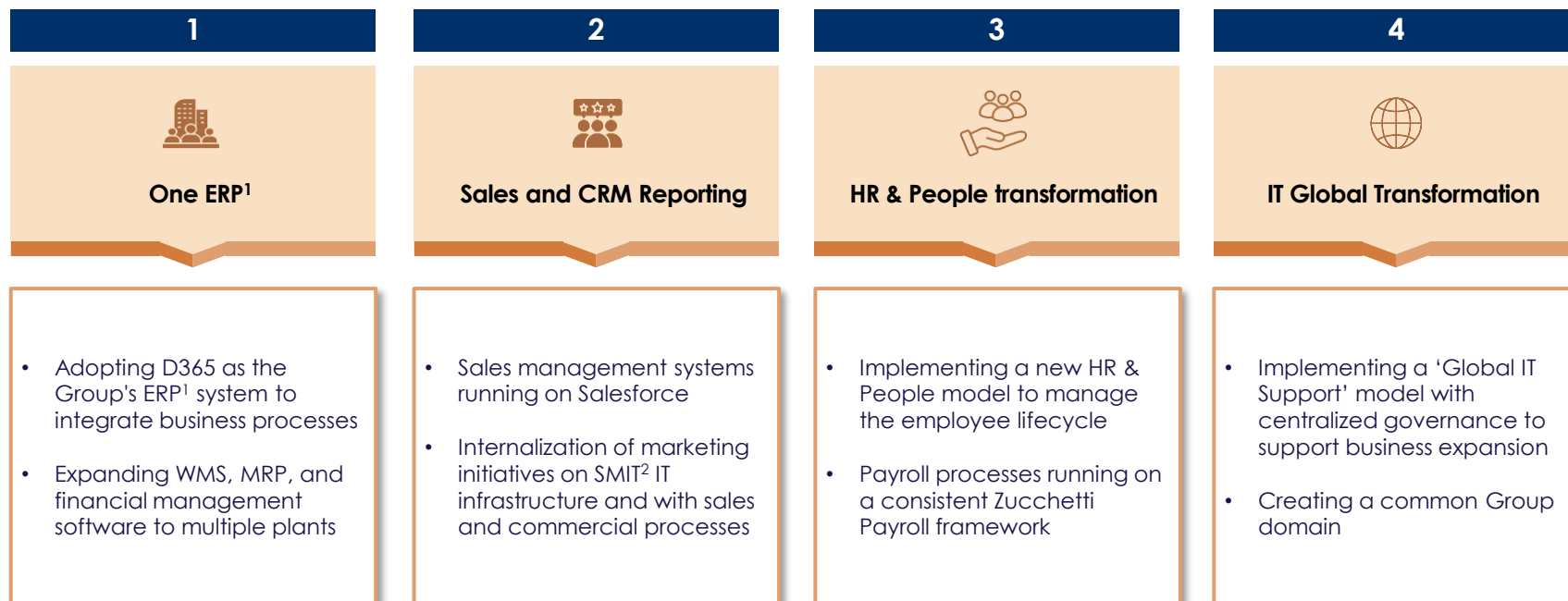
- **The integration of the Group is progressing according to plan, with acceleration registered in some areas**
 - The **C-level team has been enriched with a new HR & Organization Officer** starting in May-25: Antonio Bogi is coming from Ferrero with a long-standing international experience (including North America)
 - **Cost savings unlocked by the synergies' plan are confirmed higher than initial expectations.** ~€19m are projected for the 12 next months rolling, in addition to those already achieved in Q1-25
 - The **IT system harmonization** through the '1Company' program is moving forward with its 4 workstream and plan to be finalized **by January 2026**
 - In the last months **we have started to present in North America the Sammontana ice-cream**, also by attending **international trade fairs such as NRA in Chicago and IDDBA in New Orleans**. In the last week of June we will **officially launch the Sammontana “pint format”** dedicated to the US retailers

Inorganic growth

- **An integration plan for ‘La Rocca creatives cakes’** has been designed and is moving forward across Toronto (Canada), Kearney (New Jersey-USA) and Milan (Italy). Key areas of focus concern the creation of a unique commercial / brand strategy, the realization of cross-selling commercial synergies, the sharing of best-practice in operations and R&D department and harmonization of finance / administrative procedures
- In parallel we will continue to evaluate selectively add-on opportunities that fits with the overall Group strategy in terms of geographical, RTM and product complementarity

“IT System” integration is progressing well, with key workstreams ongoing...

The transformation, driven by 140+ people, aims to standardize operations, unify technology, and promote a culture of standardization across the company



IT System integration is progressing in line with the plan, with the aim to have a “one-company” at the beginning of 2026

Overall status as of today



No Red flags

Notes: (1) Enterprise Resource Planning; (2) System Management Interface Tool

... as well as materialization of cost synergies

Stream	Status update
Procurement	▪ Activities for achieving the 2025 objectives are completed ▪ Additionally, as a separate workstream, we are working in the refinement of the portfolio / brand strategy which will support and enable further rationalization of suppliers and less-profitable SKUs
R&D	▪ Activities for achieving the 2025 objectives are all in the execution phase
Manufacturing	▪ Re-allocation strategy of sweet pastry productions across the Vinci, Verona and Maser plant, has been completed. This activity will be implemented from 2H-25 and will bring substantial benefit in terms of cost savings and reduced complexity ▪ Further progress on insourcing initiatives and deployment of new production lines. Most of these activities will be finalized in the 2H-25 and therefore are not included in the estimated RR 2025 synergies. This gives further upside for 2026 results
Logistics	▪ Execution is underway, with more than 10 opportunity of platform consolidation



~80% of initiatives to achieve 2025 targets already rolling-out

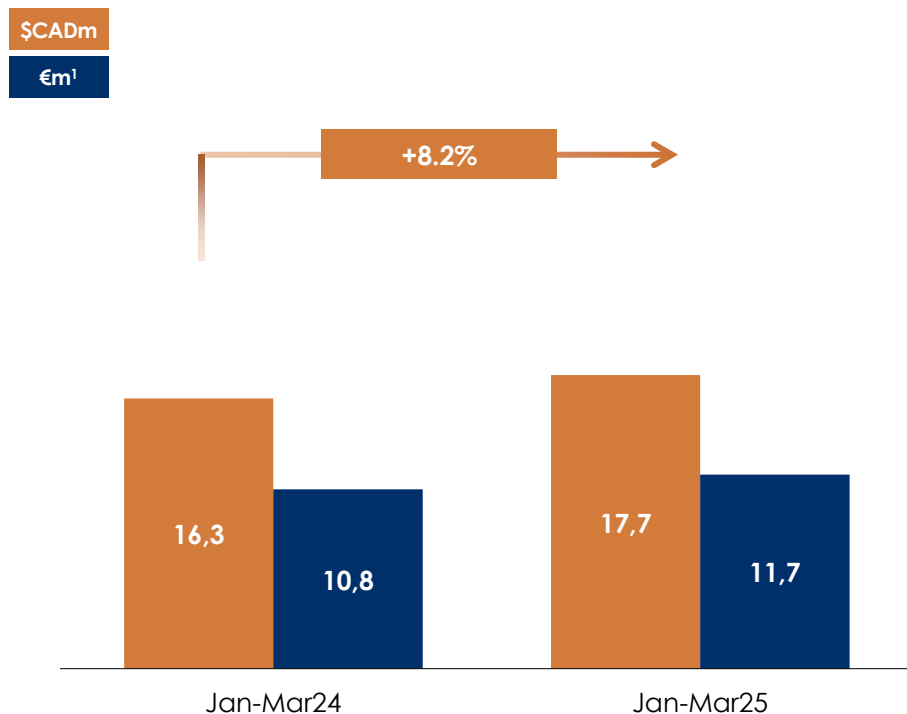


Substantial potential for synergies to be unlocked in the future

Cost saving initiatives re-confirmed original estimates, unlocking ~€19m of run-rate synergies by the next 12 months, additional to €3m savings already realized in Q1-25

La Rocca financial update

Revenues Jan-Mar25 vs Jan-Mar24



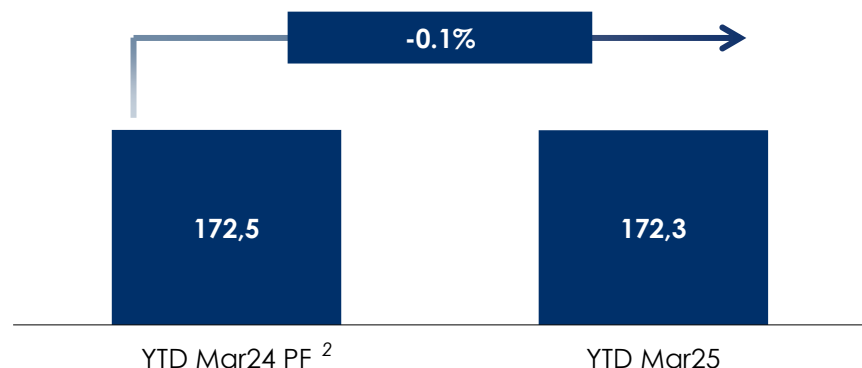
Commentary

- **Sales for the period Jan-Mar25 at €11.7m, increasing by +8.2% vs. Jan-Mar24. Continued strong momentum** in Apr-Jun25, with sequential acceleration of the performance
- **The integration plan for 'La Rocca creative cakes' is progressing smoothly between Toronto, Kearney, and Milan locations.** Key initiatives include three departments:
 - **Sales:** commercial synergies and brand strategies are being defined and implemented, including a joint presence at trade fairs and an intercompany pricing policy
 - **Operations:** share of R&D know-how and Operational best practice well underway across all local teams of Sammontana Italia (e.g. Canada, US, Italy, France)
 - **Finance:** harmonization of the financial calendar (i.e. fiscal year to calendar year²) and managerial reporting to the Sammontana Group standards

Notes: (1) Financials converted to EUR 0.66 CAD/EUR 3-months average FX rate; (2) La Rocca full year ending on September 30

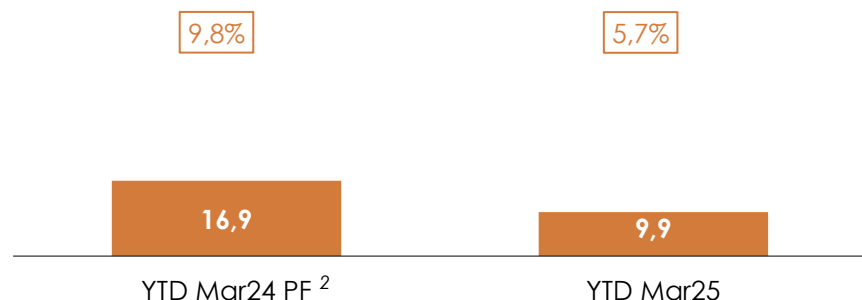
Financial highlights

Revenues (€m)



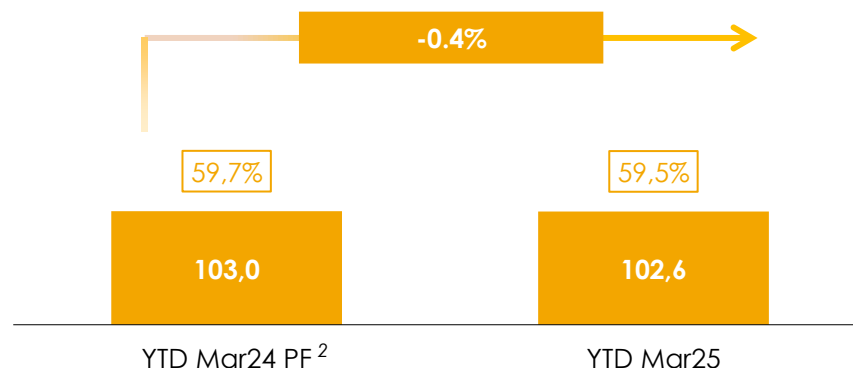
Adjusted EBITDA³ (€m)

% Revenues



Gross Margin¹ (€m)

% Revenues

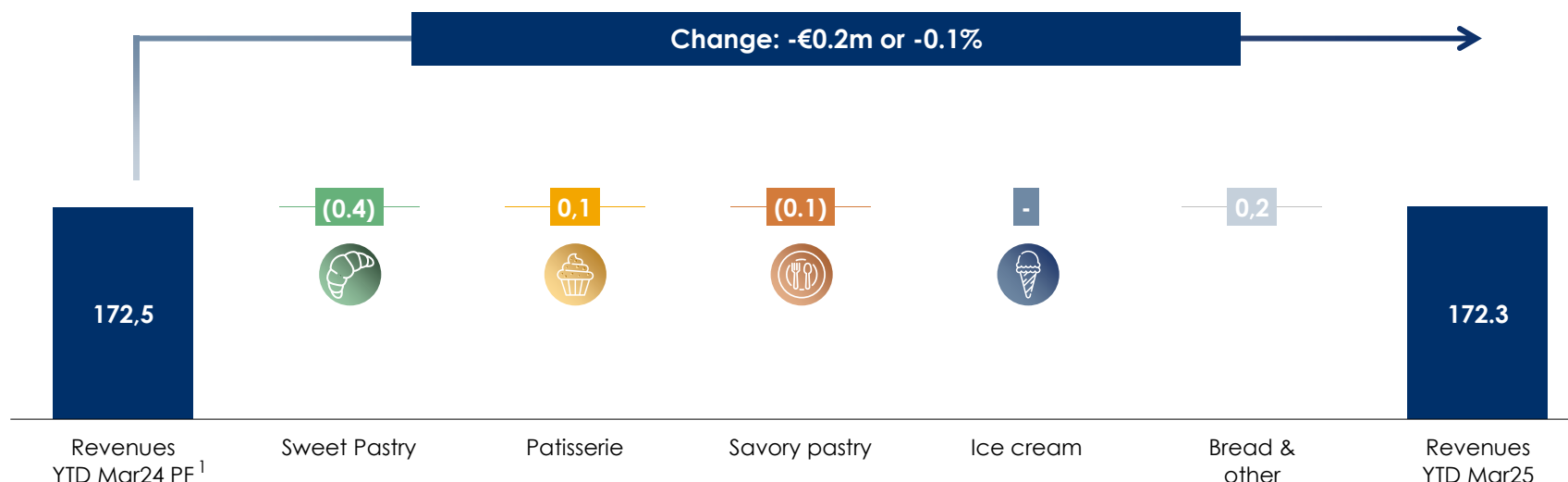


Commentary

- **Revenues are substantially in line YoY with stable volumes sold in sweet pastry and patisserie, while maintaining a strong market position in the ice cream segment. YoY comparability also affected by high-base of Q1-24 that included the Easter period, which in 2025 took place in Q2**
- **Gross Margin slightly decreased by -0.4% vs PY** due to slight increase in certain categories of raw materials in Q4-24 (cocoa, butter and eggs), partially offset by price increase that were implemented from February 2025 onwards
- **Adjusted EBITDA stood at €9.9m**, mostly due to temporary under-absorption of higher Opex investments to support growth, driven by a flattish top-line YoY

Notes: (1) Gross Margin defined as Revenues – Raw Materials; (2) Pro Forma Revenue and Pro Forma Raw Materials represent the Revenues and costs for Raw Materials of the Group, presented on a pro forma basis after giving effect to (i) the FdA Acquisition and (ii) the Lizzi Disposal, as if such transactions had been completed as of January 1, 2024 for the three months ended March 31, 2024; (3) Adjusted EBITDA is defined as EBITDA, adjusted for one-off items which are significant in nature, but which management believes do not accurately reflect ongoing operational activities, and calculated on a pro forma basis after giving effect to (i) the FdA Acquisition and (ii) the Lizzi Disposal, as if such transactions had been completed as of January 1, 2024, for the year ended December 31, 2024. Adjustments included in PF Adjusted EBITDA include: (i) consultancy and legal costs €24.4m, primarily related to acquisition due diligence, transactional costs for significant acquisitions and process efficiency projects, (ii) purchase price fair value reversal adjustment on inventory for €25.7m made to the FdA Group's inventory as of the acquisition date, (iii) third party deposit inventory impairment for €1.6m and (iv) other adjustments for €14.5m including one-off employee termination costs and other one-off cost

Revenue evolution

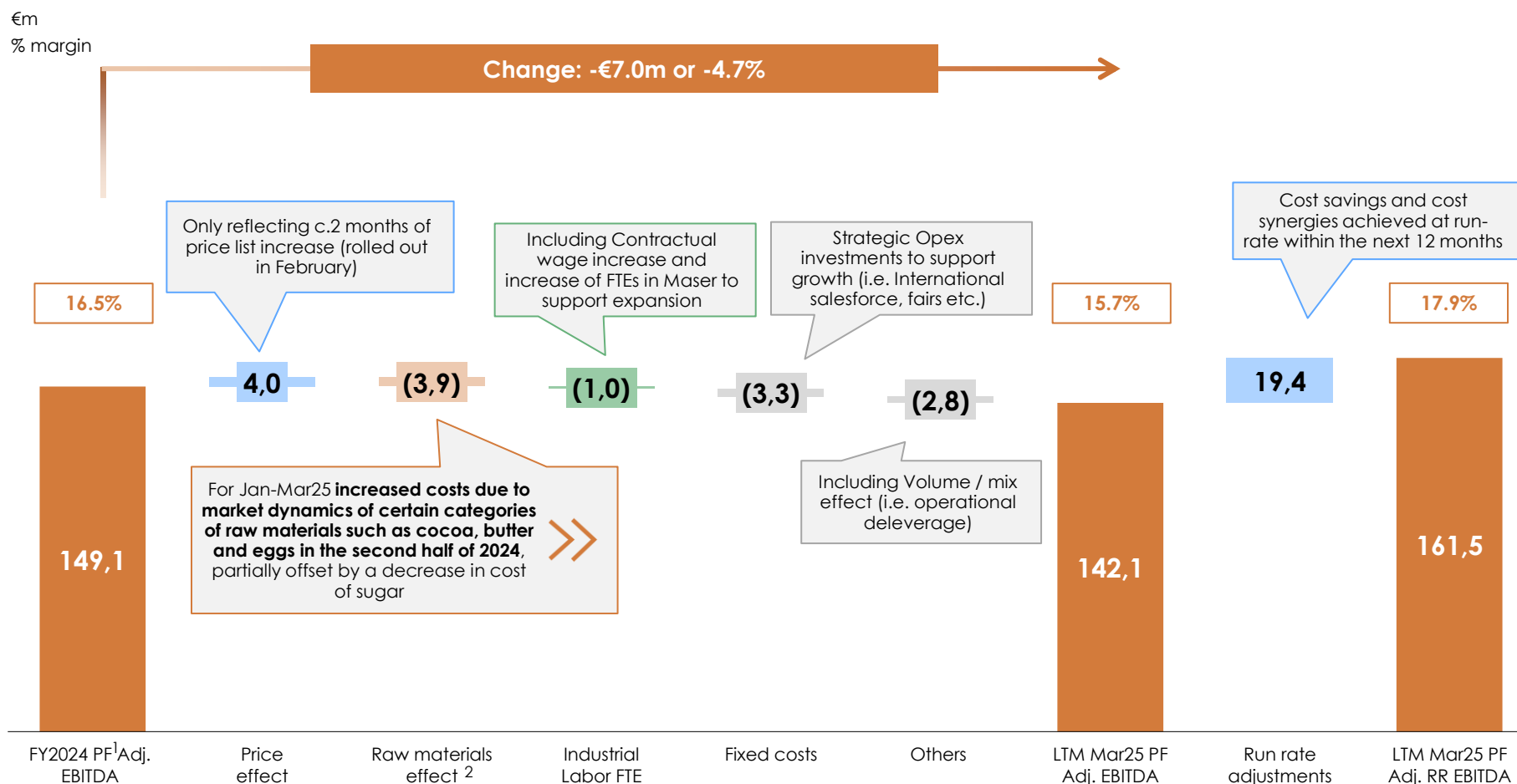


Commentary

- Sweet Pastry** at **€83.4m YTD Mar25** slightly decreasing by -1% vs PY on the back of management focus on the sales mix across key channels. From a regional perspective, the Italian market experienced a modest contraction, while **international markets showed resilience with increases in both prices and volumes**, partially offsetting the domestic decline
- Patisserie** at **€42.9m YTD Mar25** in line vs PY, driven by stable volumes. Notably, continued strong momentum in France with top-line growth well above market, as well as in European markets and US
- Savory Pastry** at **€8.8m YTD Mar25** slightly declining by -1% vs PY, which is generally in line market
- Ice cream** at **€30.1m YTD Mar25** Ice cream at €30.1m YTD Mar25, flat vs PY. Of note, the new launches have achieved positive results in foreign markets for expanding the customer base

Notes: (1) Pro Forma Revenues represent the Revenues of the Group, presented on a pro forma basis after giving effect to: (i) the FdA Acquisition and (ii) the Lizzi Disposal, as if such transactions had been completed as of January 1, 2024 for three months ended March 31, 2024

LTM PF Adjusted EBITDA bridge

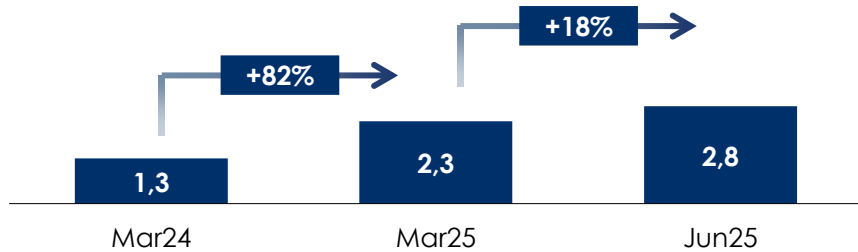


Notes: Figures presented are sourced from our management accounts and internal accounting systems, which were, in each case, prepared based on management judgment and estimates. See the Disclaimer at the beginning of this Presentation; (1) On a pro forma basis after giving effect to (i) the FdA Acquisition and (ii) the Lizzi Disposal, as if such transactions had been completed as of April 1, 2024 for the twelve months ended March 31, 2025; (2) Impact considering only the Average purchase price, keeping volumes constant

Raw Materials prices evolution

Coconut Oil (\$/kton)

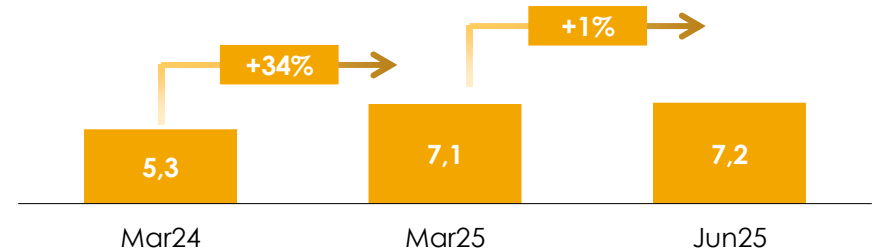
% growth



- Coconut oil prices in Europe are rising due to a predicted **production deficit in 2025/26**, potentially leading to a replacement with other oils and a slowdown in price increases as demand decreases, **with hopes of stock recovery in 2026**

Egg yolk (€/kton)

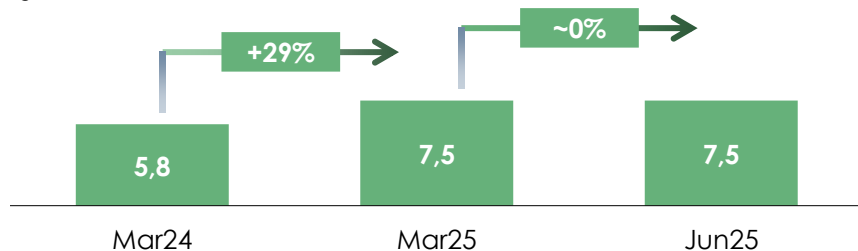
% growth



- Egg **prices have fallen by 13% after a 60% increase until Apr25** (remaining 34% higher than 2024) due to seasonal demand, inflation, and EU poultry industry slowdown
- Egg yolk prices **remain high**

Butter and cream (€/kton)

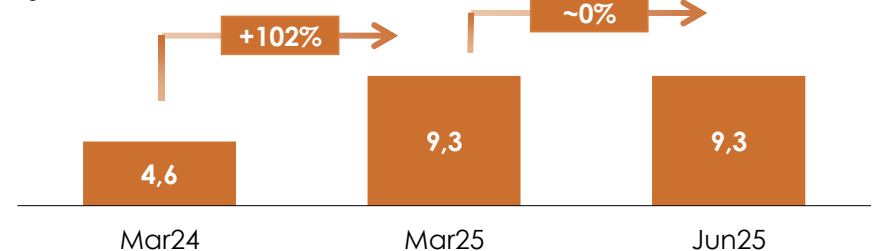
% growth



- Butter and cream **prices fluctuated significantly between Mar24 - Mar25** due to raw material costs and seasonal demand
- After rising until mid-2024, butter prices **stabilized and slightly declined in early 2025 due to slower demand and an increase in dairy production**. Of note, a new inflationary trend has recently emerged in the dairy fats sector

Cocoa (€/kton)

% growth



- Cocoa butter **prices rose strongly from mid-2024 to early 2025** due to bad weather and high demand
- From mid-May 2025 cocoa butter prices declined** due to improved weather, slowing demand, and increased stocks, **while cocoa powder remained stable at high levels**

Source: Management estimates

Cash Flow

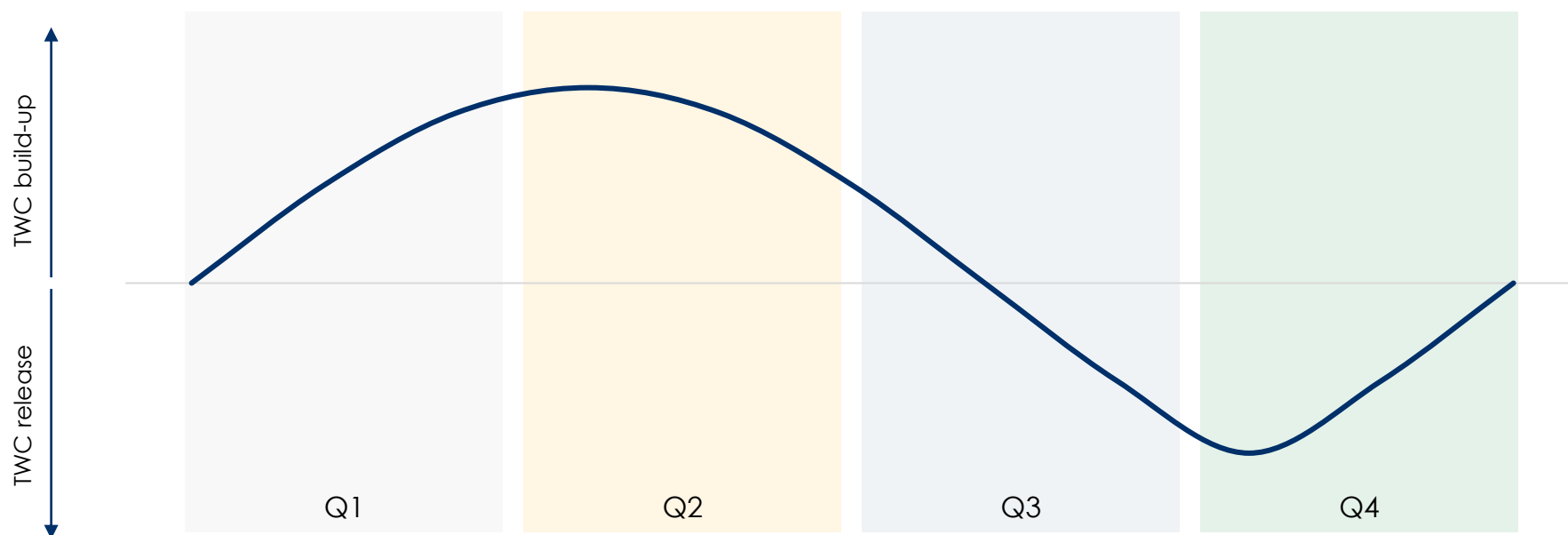
€m	YTD Mar24 PF ¹	YTD Mar25
Adj. EBITDA	16.9	9.9
% Revenues	9.8%	5.7%
Recurring Capex	(11.0)	(10.7)
% Revenues	6.4%	6.2%
Adj. EBITDA – Recurring Capex	5.9	(0.8)
Cash Conversion Ratio % ²	34.9%	n.m.
Change in Trade Working Capital ³	(47.1)	(46.7)
Expansion Capex	(6.1)	(7.0)
Cash flow from operating activities after changes in TWC	(47.3)	(54.5)

Commentary

- **Recurring Capex YTD Mar25** was **€10.7m** or **~6.2%** of revenues, mainly comprised of recurring investments in commercial equipment, including fridges and ovens provided to HoReCa customers
- **Expansion Capex** was **€7.0m**, increasing vs PY mainly on the back of (i) the installation of a new production line at Vinci plant, (ii) the start of the activities for the construction of a new building in Empoli, and (iii) the implementation of a single ERP system
- **Trade working capital change at €46.7m** mainly due to a €35.3m inventory outflow to build up ice cream stock for the summer season, aligning with the market's seasonal demand patterns
- **YTD Mar25 Cash flow from operating activities after changes in TWC** was **-€54.5m**

Notes: (1) On a pro forma basis after giving effect to (i) the FdA Acquisition and (ii) the Lizzi Disposal, as if such transactions had been completed as of January 1, 2024 for the three months ended March 31, 2024; (2) (Adj EBITDA – Recurring Capex) / Adj EBITDA; (3) Defined as change in inventories plus change in trade receivables, less change in trade payables

Deep-dive on business seasonality



Frozen
Pastry

Overall stable WC across quarters given **non-seasonal products**

Ice
cream

WC increase given start of **inventory build-up** in January and production in Q1

WC release from July onwards and mainly in September, thanks to **receivables cash-in and inventory decrease**

Release to continue in October and **normalization** in Nov-Dec

Capital Structure

€m	Sep30-24PF ¹	Dec31-24 PF ¹	Mar31-25
Cash and cash equivalents	(42.7)	(36.7)	(122.0)
Senior Secured Floating Rate Notes due 2031	800.0	800.0	800.0
ssRCF drawn	20.0	-	97.0
Total Senior Secured Net Debt	777.3	763.3	775.0
Leases (IFRS16)	52.4	51.1	46.4
Other indebtedness	15.9	12.6	11.2
Pro Forma Net Financial Debt	845.6	827.0	832.6
Adjusted PF Net Leverage ²	5.0x	4.9x	5.2x
LTM PF Adjusted RR EBITDA	170.1	168.8	161.5³
ssRCF Undrawn	120.0	140.0	43.0

Commentary

- Adjusted PF Net Leverage² as of YTD Mar25 stood at 5.2x, higher than PF Q4 2024 (4.9x) on the base of an increased Net Debt and lower LTM EBITDA

€916m when including also (i) accrued bond interests, (ii) cost amortization, (iii) financial liabilities from cash management

Notes: (1) On a pro forma basis after giving effect to (i) the FdA Acquisition, (ii) the equity contribution made by Sammontana Holding S.p.A. to Sammontana Italia S.p.A. in connection with the FdA Acquisition, (iii) the contribution of the entire share capital of Sammontana SB S.p.A. to Sammontana Italia S.p.A., (iv) the Lizzi Disposal and (v) the financing of the purchase price for the FdA Acquisition, the refinancing of certain existing indebtedness of the FdA group and Sammontana group, the repayment and cancellation of the senior secured bridge facility entered into in connection with the FdA Acquisition, the issuance and use of proceeds of the Senior Secured Floating Rate Notes due 2031 by Sammontana Italia S.p.A., and the payment of the relevant fees and expenses in connection with the foregoing; (2) Ratio of Pro Forma Net Financial Debt to Pro Forma Adjusted Run-Rate EBITDA; (3) Defined as PF Adjusted EBITDA, after giving effect to €19.4m of cost savings and cost synergies expected to be generated from the combination of the Sammontana Group and the FdA Group, primarily related to combined sourcing of raw materials and packaging, logistics optimization initiatives, the internalization of outsourced products and overlaps in general administrative functions based on management's assumptions regarding the impact of such actions for the twelve months ended March 31, 2026

Q&A