



INVESTORS PRESENTATION





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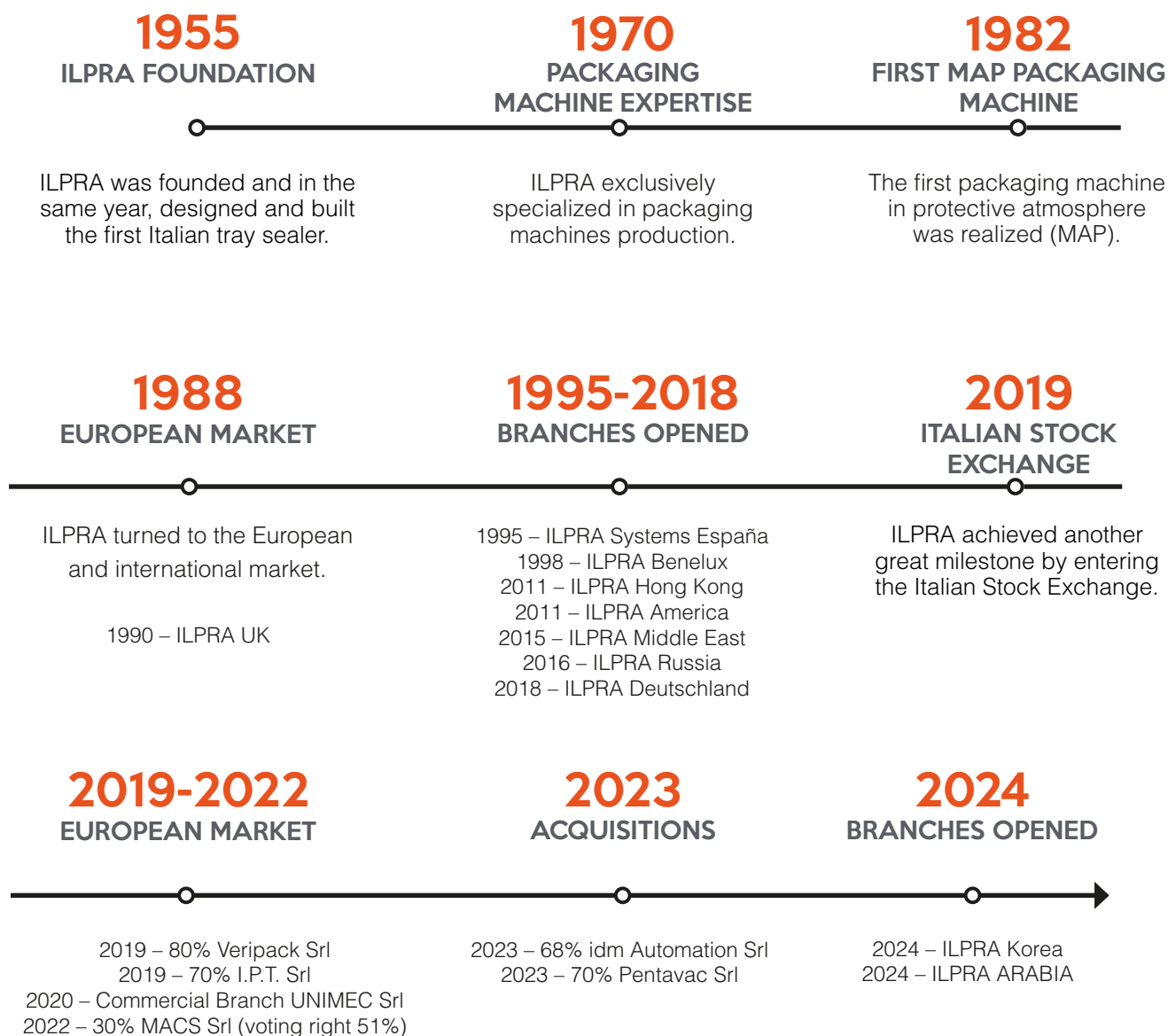
OUR STORY

70 years at the side of our customers

Our history began in 1955, when ILPRA was founded and created the first traysealer for food packaging. Over the next 70 years we have become tailors of packaging, able to listen and create, according to what we have learned, the right solution for productions all over the world.

For us, packaging is a matter of trust.

ILPRA's solidity and the ambition that governs our work have driven us to an important milestone in 2019, with the listing of our stock on the Italian Stock Exchange. The transaction allows us to raise resources by diversifying our funding sources to accelerate development and maintain a transparent asset with the market and our audience.



OUR PHILOSOPHY

More Than Machinery

The ILPRA method is both the key and the means by which we achieve our goals. Always being at the customer's side, from design to installation and beyond, has made our company capable of presenting a unique value proposition.

Today, we are consultants, designers, manufacturers, suppliers and supervisors for your packaging project.

OUR MISSION

We guide worldwide productions on a path of mutual growth, thanks to customized packaging solutions that guarantee the market high-quality products.

OUR VALUES



RESPONSIBILITY



COHERENCE



RELIABILITY



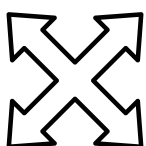
AVAILABILITY



TEAM WORK



INNOVATION



VERSATILITY



RESPECT

OVERVIEW

More Than Machinery

Consolidated expertise in production and sale of machinery for food, non-food and medical packaging products.

19.200
Machinery
sold

The Group achieves its turnover mainly through sales on the foreign market, thanks to the internationalization process which has been launched in recent years.

5mln €
Investments
R&D

65 Years
of experience

With a wide range of machines and customer-centred technological solutions, ILPRA is one of the main players in the reference market.

129
Countries served
in the world

Continuous investments in Research & Development have made it possible to internally develop appropriate technologies and new packaging techniques at the forefront of the sector.

(Data from the three-year period 2022 - 2023)





OUR BRANCHES

We get Everywhere!

No customer is too far from us. With 9 subsidiaries and numerous dealers all over the world, our staff and our sales network will always be at your side.

Thanks to our presence all over the world, we are able to support our customers for any needs: from maintenance to training, from installation to after-sales service.

All this to make the approach to our machines as easy as possible.

Always beside the productions.



1990

ILPRA UK

reception.uk@ilpra.com

www.ilpra.co.uk

2011

ILPRA Hong Kong

asia@ilpra.com

www.ilpra.com

2015

ILPRA Middle East

middleeast@ilpra.com

www.ilpra.ae

2016

ILPRA Russia

russia@ilpra.com

www.ilpra.ru

2024

ILPRA Arabia

middleeast@ilpra.com

www.ilpra.ae

2024

ILPRA Korea

korea@ilpra.com


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ILPRA UK
Swindon-Wiltshire, UK


ILPRA RUSSIA
Moscow, RU


ILPRA SpA
Headquarters
Mortara, ITA


ILPRA HONG KONG
King's Rd, North Point – HK


ILPRA MIDDLE EAST
Dubai, UAE

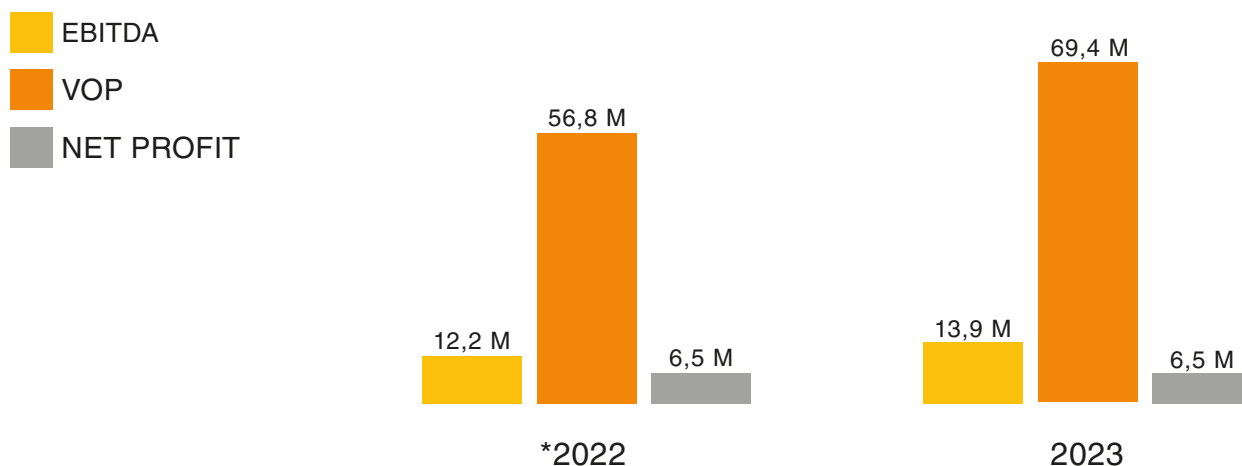

ILPRA KOREA
Daejeon, Republic of Korea


ILPRA ARABIA
Jeddah, KSA

FINANCIAL HIGHLIGHTS

Data Analysis

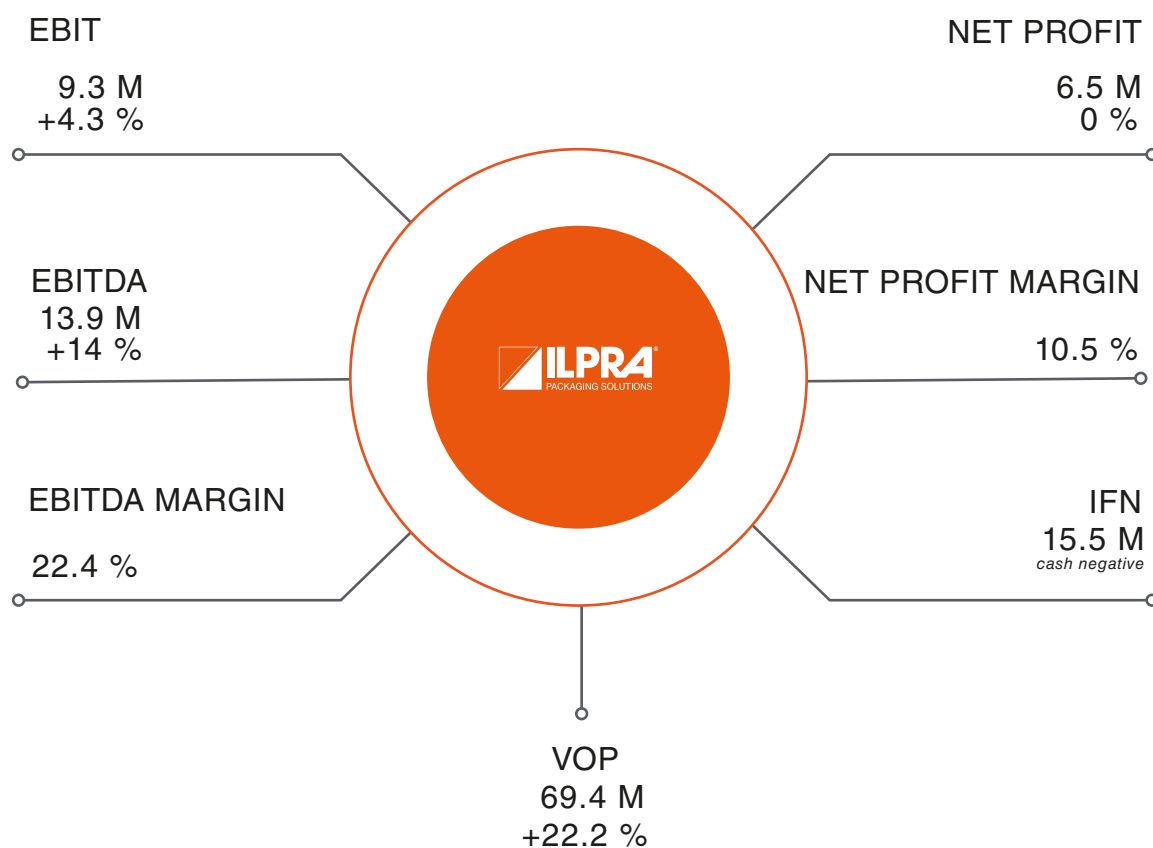
Key Indicators (€)



* Adjusted

It should be noted that, as the Group has exceeded the parameters imposed by Legislative Decree 127/1991 for two consecutive financial years, as from the current financial year 2023 it will be obliged to prepare Consolidated Financial Statements; this obligation envisages the application, as strongly recommended by OIC 17, of the "financial method" for the accounting presentation of leases. The tables below (and the related commentary on the comparative results) have been prepared by applying the "financial method" with a "pro forma" exercise performed by company management and applied retrospectively to the 2022 annual data. It is specified that the aforementioned "pro forma" exercise was not subject to a limited audit.

Panoramic Financial Dates



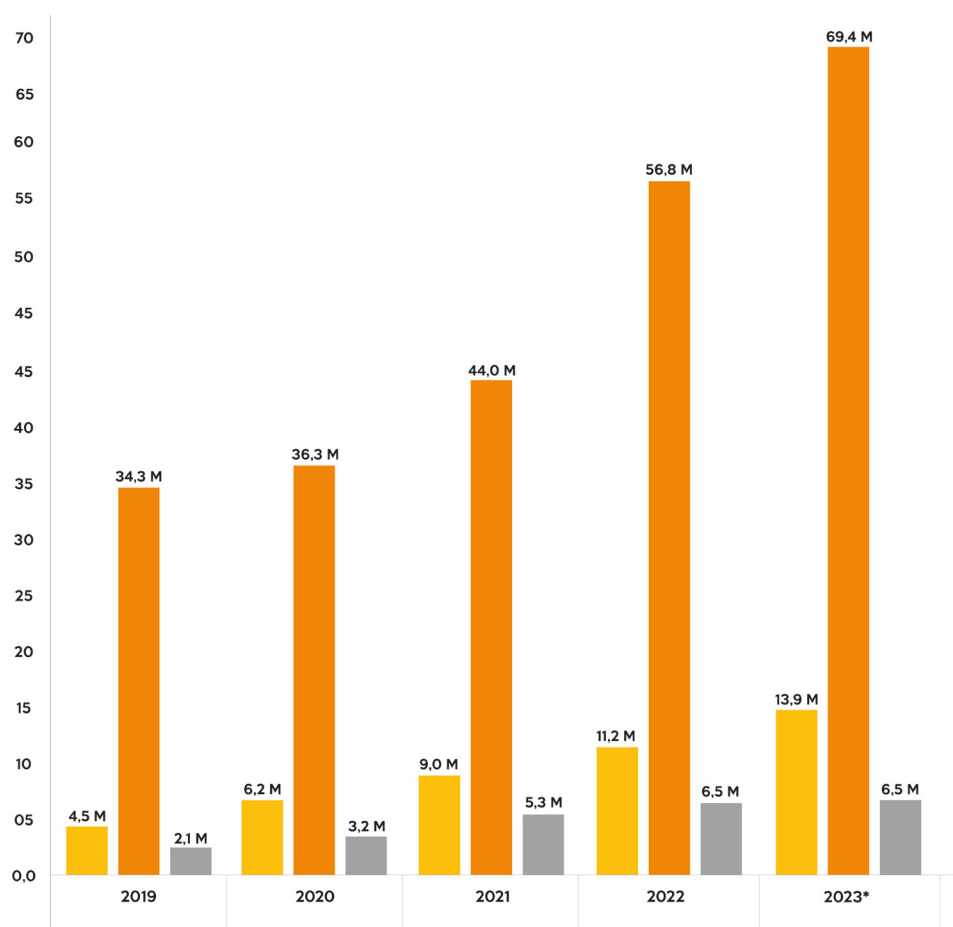
H1 2023*	€	%
VOP	69.4 M	+22.2 % <i>yoy</i>
EBITDA	13.9 M	+14 % <i>yoy</i>
EBIT	9.3 M	+4.3 %
NET PROFIT	6.5 M	0 % <i>yoy</i>
IFN	15.5 M <i>cash negative</i>	

The following graphs present the group's key economic and financial indicators (based on the consolidated financial statements for the year 2023). What can be highlighted: a 22.2 % improvement in the value of production, an EBITDA increase of 14 % generating an EBITDA MARGIN of 22.4 %, an increase in Net Profit of 0 % over the previous year, a NET PROFIT MARGIN of 10.5 %, a EBIT increase 4.3 % and an improvement in IFN of 15.5 M cash negative. Since its listing in 2019, the ILPRA group has grown steadily. The results achieved represent the efforts of the entire group.

Source: Company management data processing

* It should be noted that, as the Group has exceeded the parameters imposed by Legislative Decree 127/1991 for two consecutive financial years, as of the current financial year 2023 it will be obliged to prepare Consolidated Financial Statements; this obligation envisages the application, as strongly recommended by OIC 17, of the "financial method" for the accounting presentation of leases. In order to provide continuity of interpretation with what will be the final results of the current financial year 2023, the "financial method" has already been applied in the half-yearly report 2023. The tables below (and the related commentary on the comparative results) have been prepared by applying the "financial method" with a "pro forma" exercise performed by company management and applied retrospectively to the 2022 annual and 2022 half-year figures. It is specified that the aforementioned "pro forma" exercise was not subject to a limited audit.

TREND FINANCIAL HIGHLIGHTS

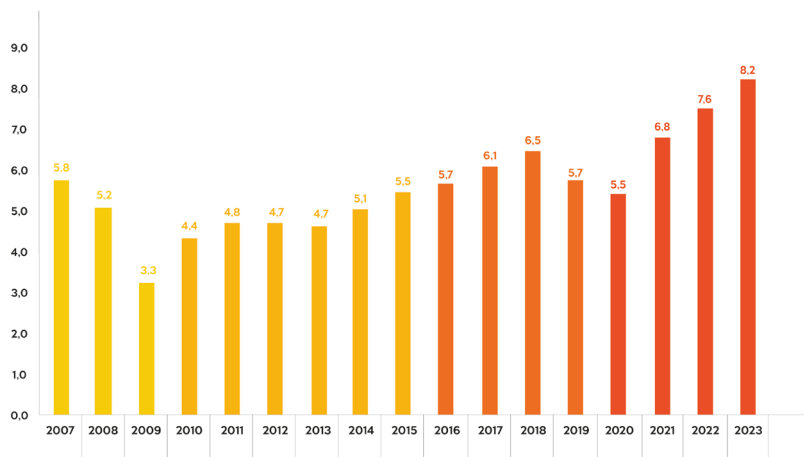


OUR RESULTS

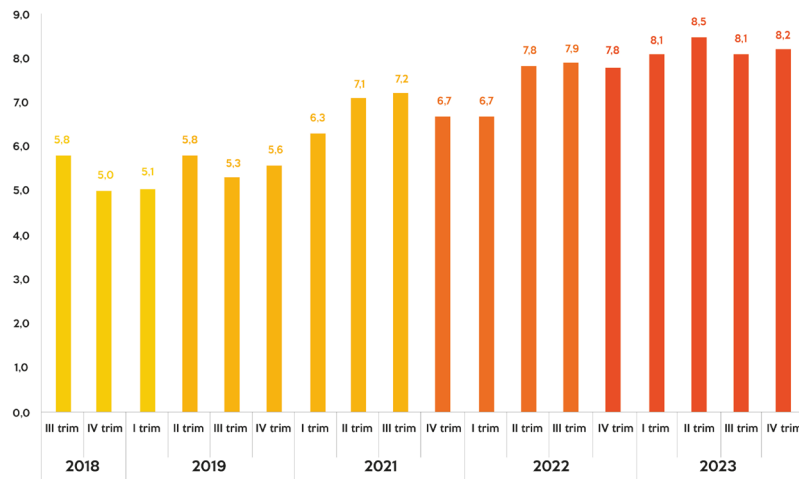
Sales Volumes

The foreign turnover of Italian machinery manufacturing companies in the packaging compact, of which your Group, grew by + 15.4% in 2023 compared to the previous year, while the domestic market recorded a decrease of -13.8%, generating a total growth in sales compared to the previous year by 9.2%. The figures for 2023 were adversely affected by the contraction of the market, especially the domestic market (in Q11 -40.3% and -13.8% in Q12 2023,) with the main cause being the reduction of the Industry 4.0 tax incentives, which had partially drugged the results of previous years, and the uncertainty over the governmental decisions regarding the planning of new incentives in future years. The foreign markets, despite the uncertainties caused by the Russian-Ukrainian and Middle Eastern conflicts have always maintained double-digit growth throughout the year, except for the third quarter, still growing, but 'only' by +8.1%. The percentages of growth in turnover of your Group, during the year under review, compared to the previous year are as follows: 27.4%, of which foreign 26.0% and domestic 29.6%, well above that of the reference market.

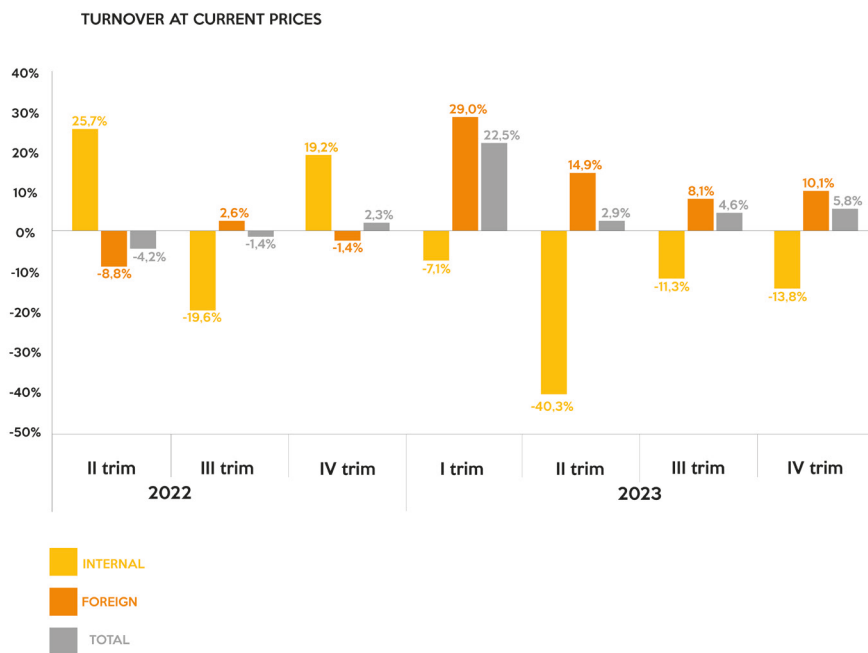
MONTHS OF INSURED AVERAGE ANNUAL PRODUCTION



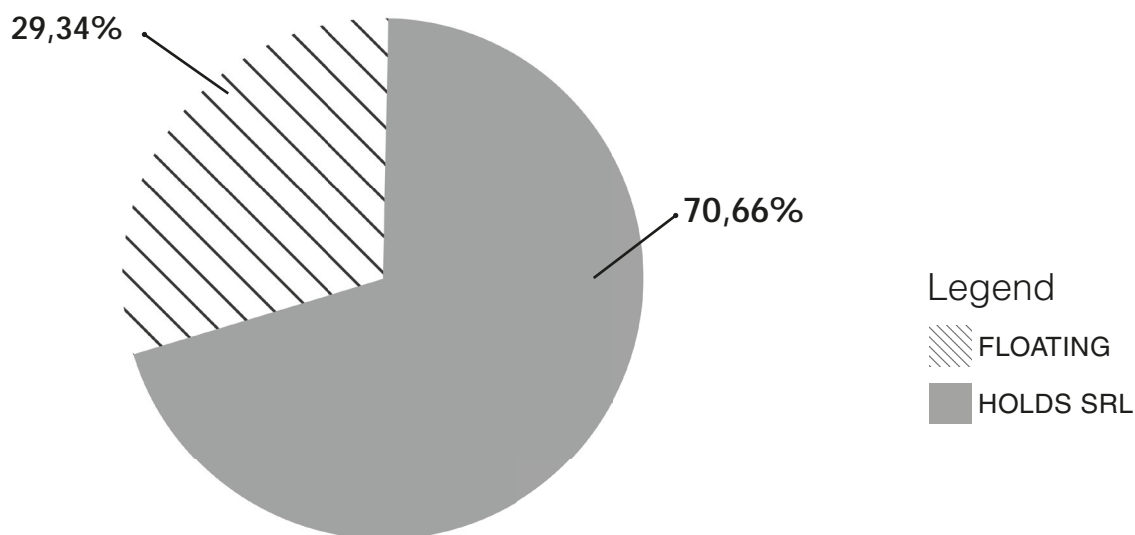
MONTHS OF ASSURED PRODUCTION



With regard to order intake for the whole of 2023 compared to 2022, a reduction of -3.4%, despite the fact that expectations for 2024 are positive and the months of assured production tend to increase, as can be seen from “Chart 2” and “Chart 3”. It goes from 7.6 months in 2022 to 8.2 months in 2023. The Group’s consolidated companies did not avail themselves of the option to suspend the annual amortisation of tangible and intangible fixed assets.



The table below shows the composition of the shareholding structure as at 31 December 2023. It should be noted that, as at 31 December 2023, the Bertocco family directly and indirectly holds through the company HOLDS Srl a total share of 70.66% of the Company’s share capital; therefore also as a result of the above, the free float is equal to 29.34%.70,66%.





SUSTAINABILITY

Our Reason to Be

The ILPRA production cycle does not generate any release of substances harmful to the environment into the air, soil and water. It should be underlined that the company implements a separate waste collection policy in every production and non-production department.

The electricity used by the factory located in Mortara (Italy) is generated in a totally green way through the use of photovoltaic panels.

The energy produced by the photovoltaic system is able to satisfy 70% of the company's energy needs. We are talking about an annual electricity production of 494,990 kWh. In this way the company avoided the emission of approximately 50 tons of CO₂ into the atmosphere every year.



CORPORATE GOVERNANCE

A Common Goal

ILPRA is committed to promoting a culture of sustainability that involves all its employees and the company's production cycle. This commitment is reflected in concrete initiatives, which encourage production and worker well-being, helping to reduce environmental impact and to promote a healthy and sustainable lifestyle.

ILPRA has implemented several initiatives aimed at incentivizing sustainable production and behavior. First, the company introduced rewards linked to the achievement of specific goals, to incentivize in terms of performance and growth all departments of the company.

To promote employee well-being and incentivize sustainable behavior, ILPRA has provided several indoor spaces such as a gymnasium and a company canteen. In this way, sports and a healthy lifestyle are encouraged, along with the consumption of healthy, local and zero-mile foods, promoting sustainability in food as well.

ESG ITA GROWTH INDEX

Our Look to the Future

From SDA Bocconi and CRIF, among the most renowned sources of business information, comes the ESG ITA Growth Index, the first index for the ESG evaluation of SMEs listed on Euronext Growth. This is an essential initiative that aims to raise public awareness of an issue that is already growing rapidly, namely the sustainable ways in which companies operate.

Proper communication of the sustainability path undertaken allows companies to interact effectively with their stakeholders, both direct and indirect. Finally, obtaining a positive ESG rating and communicating it effectively gives companies a solid reputation, improving their ability to attract new partners and customers.

We are deeply proud to be among the top five companies in the ESG Ranking compiled by these prestigious institutions: we thank them, with the promise to improve ourselves continuously.



 **ILPRA**[®]
PACKAGING SOLUTIONS



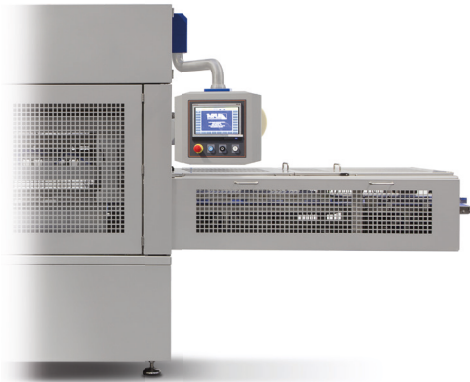


Our Production Machines for all requirements

ILPRA SpA manufactures and supplies machines for food, medical and cosmetic packaging. Automatic and semi-automatic tray sealers, filling, thermoforming and form fill seal machines. All our packaging machines are highly customisable and can be integrated with an existing production environment.



FoodPack Tray Sealer In-Line - Automatic & Semi-Automatic



From small to large-scale production, our Foodpack tray sealers are reliable partners with a wide range of functions. Many optional ensure simple operations, with operator/machine communication that has been revised and improved over the years. The high possibility of customization is, as always, one of our most important added values: every project is important because every product is unique.

Fill Seal Pot Filler Rotary & In-Line



Our filling and sealing machines offer a wide range of cup packaging solutions for liquid, pasty, granular, and products with solids in suspension. With our extensive catalogue of options, we provide technology capable of packaging containers made of any material.



FormPack Thermoformer Food and Medical Packaging



From food to medical, the thermoformers in the FormPack line enable packaging using rigid or flexible film, including cellulose-based film. Like all ILPRA models, they integrate excellently with upstream or downstream machine technologies.

Form Fill Seal

Ultra Clean Processing for High Production



Form Fill Seal are highly customizable in terms of format, dosing systems, and cutting configuration. This allows for both individual and multi-pack packaging options. Our solution is capable of thermoforming various materials and dosing a wide range of products, such as yogurt, cheese, and sauces.



Automation - End of Line

Pick &Place - Robotic Island



With the aim of being able to offer complete packaging solutions, ILPRA designs and manufactures end of line packaging systems suitable for palletizing and boxing previously sealed containers such as trays, cups, jars, etc.

Complete Lines

Different needs, only one referent: ILPRA

ILPRA has analyzed the changes in the market over the years, understanding the needs of its customers. Among these, there is the need to have a single point of reference for their packaging projects. So, the company decided to propose itself as a single partner for complete solutions, to provide “turnkey” packaging lines including all the necessary to obtain the desired result.





ILPRA GROUP

360° packaging solutions

Regardless of your industry, whether it is food, medical, cosmetics & health care, ILPRA Group has the perfect solution for you. With our wide range of advanced technologies, we can meet all your packaging needs: we can offer you the solution you had always dreamed of.



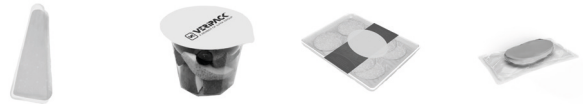
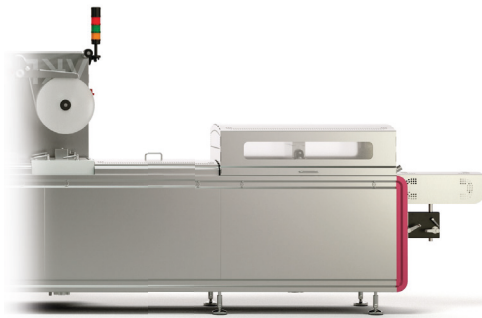


ILP
GR
TOTAL PACKAG

Yogurt
2%

We have a portfolio of complete solutions that enables us to provide a different range of options. At the heart of this process there is the customer. The main goal is to understand individual needs and offer alternatives that can meet them. Customer satisfaction is at the heart of our business. We do not intend to provide you with a ready-made solution; rather, we prefer to ask you: "What packaging do you have in mind for your product?". Starting from this basis, we will work together to develop the most suitable solution.

ILPRA GROUP gives you the freedom to explore your options without having to bind yourself to predefined schemes.

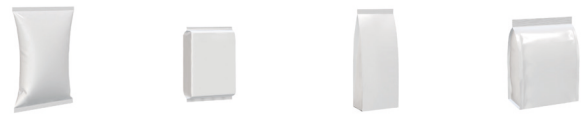


VERIPACK, part of the ILPRA Group since 2019, is a leading company in the design and creation of high quality thermoforming machines. With a highly widespread sales network and strong experience in the field of food packaging, VERIPACK gets where ILPRA's thermoforming machines cannot: total customization and very high productivity.

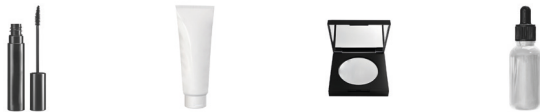


MACS S.r.l. is an Italian company founded in 2016. It's a reality active in the production and sale of packaging machines, mainly in the food, pharmaceutical, and home & personal care sectors, with applications in flexible packaging, in particular for doypack bags and in chocolate packaging.

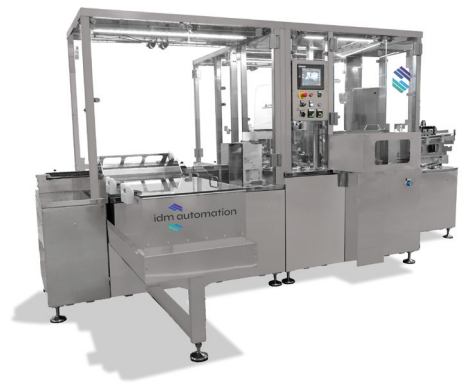




Pentavac S.r.l. is an established Italian company in the packaging sector, which has been designing and building automatic vertical packaging lines since 1997.



Idm automation is an expert in automated solutions for filling, assembly and packaging. From the study of customized systems based on specific customer needs, to the implementation, installation and after-sales assistance, IDM Automation is the automated response to the innovation needs for the Cosmetic, Pharmaceutical and Food markets.



STREMA S.r.l. was founded in 1989 with the aim of providing high quality and easy customizable machines. The company designs and manufactures machines for the production and packaging of cotton swabs single-headed cotton swabs for medical, chemical and industrial use. Machines for the production of round, oval and square pads for cosmetic and medical use.



DISCOVER MORE

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— MADE IN ITALY —
SINCE 1955

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