



Frenetic M&A activity and growth acceleration in 2H. Appealing dividend

Sector: Producer Manufacturing

Strong revenue growth in 2H, margins somewhat under pressure. Ilpra published a solid set of FY24 results earlier this week, globally above both prior year and our estimates. Revenues rose by 13% YoY to Euro 69.9m (vs. Euro 62.3 m estimated), recovering a -7% registered in the first six months of the year. Growth was driven by solid performances in both the domestic market (36% of total sales) and international markets, which grew by 5% and 18% respectively. Despite a challenging 2024 marked by geopolitical turbulence undermining demand and investor confidence, Management managed to maintain a good level of profitability as the EBITDA rose to Euro 14.7 m, up 5% from Euro 13.9 m in 2023 and above our forecast or Euro 14.2 m. However, the integration of newly acquired companies and the increase in inventories had slightly eroded the EBITDA margin, particularly in the second half of the year. FY24 EBITDA margin stood at 21.0% of sales (vs 22.1% in 1H and 22.4% in FY23). EBIT came in at Euro 9.8 m, up 6% YoY from Euro 9.3 m, after accounting for depreciation, provisions, and impairments totalling Euro 4.9 m (vs. Euro 4.6 m in 2023). The increase in depreciation primarily reflects consolidation effects from recent M&A activity and the full amortization of the 2023 acquisitions (Pentavac and IDM Automation). Net debt increased to Euro 20.1 m at year-end (from Euro 15.5 m in FY23 and Euro 19.6 m in 1H24), reflecting the combined effect of a Euro 5.5 m rise in working capital, mainly due to higher inventories partially linked to recent M&A, and Euro 2.3 m in cash outflows related to acquisitions (Migliorini, Ivaxia, and the minority interests in Ilpra UK and Ilpra España). This was also reflected in the net profit margin, which decreased to 9.5% (vs 10.5% in FY 2023). Net profit attributable to the Group rose to Euro 5.3 m (from Euro 5.0 m in 2023), mainly driven by the reduced minority interest following the acquisition of an additional 19.18% stake in Ilpra UK The net profit margin declined to 9.5%, compared to 10.5% in the prior year. To renumerate investors a Euro 0.12 p.s. dividend was proposed by the BoD (2.74% dividend yield and 50% payout ratio).

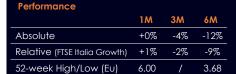
Market Update and Management outlook. In FY24, ILPRA reported solid growth despite global economic uncertainties. The Group expanded its international presence through the acquisition of strategic stakes, including full ownership of Ivaxia S.r.l. and majority control of Migliorini S.r.l., and by opening new commercial subsidiaries in South Korea and France. The Management emphasized ongoing efforts to integrate subsidiaries and strengthen group-wide operations. Looking ahead, the Group is targeting continued growth in 2025, with a particular focus on international markets. ILPRA intends to pursue its dual growth strategy, combining organic expansion with selective M&A. Management remains optimistic, supported by favourable industry trends and robust global demand. Strategic priorities for the coming year include investments in innovation, the development of energy-efficient and IoT-integrated solutions, and leveraging geographic diversification to mitigate domestic competitive pressures and enhance profitability. According to UCIMA, the global packaging machinery market is projected to grow at a compound annual rate of 3.0% through 2027. In the near term, UCIMA's latest data show a 24.6% year-over-year increase in export orders as of January 2025, underscoring the strategic importance of international markets for Italian packaging equipment manufacturers.

Estimates and valuation Update. Given the above, we revised our 25-26 forecast factoring in recent M&A and positive industry outlook. We now assume FY25-26 sales at Euro 79 m and Euro 89 m respectively (Euro 72 m and Euro 79 m pr.) with an EBITDA margin at 21.2% in FY 25 (23.2% pr.) and 21.3% in FY26 (23.5% pr.). Overall, we adjusted our sales, EBITDA and EPS forecasts by +11%, +1% and 0% respectively. As for cash flow we expect a slight improvement in inventory levels with a consolidation of NWC to sales at about 48%. We expect Net Debt to reach c. Euro 7 m in FY27. Based on our new estimates and updated market data our valuation model yields a new target price of Euro 8.72 p.s. (Euro 8.69 p.s. pr.), providing for a potential upside on the current share price of 101%. At our TP, the stock would be trading at 7.4x and 6.5x EV/EBITDA 2025-2026, an average discount to peers of c. 28%.



	As of April 1st, 2025
Share Data	
Market	Euronext Growth Milan
Reuters/Bloomberg	ILP:IM/ILP.MI
ISIN	IT0005359101
N. of Shares	12.038.600
Free Float	29.51%
CEO	Maurizio Bertocco
Process of the form	

	24A	25E	26E	27E
Sales	69.9	78.6	88.8	100.4
YoY %	13%	13%	13%	13%
EBITDA	14.7	16.7	18.9	21.6
EBITDA %	21.0%	21.2%	21.3%	21.5%
EBIT	9.8	11.6	13.7	16.1
EBIT %	14.0%	14.7%	15.4%	16.1%
NI Group	5.3	5.9	7.2	8.3
Net D/(C)	20.1	18.6	12.7	7.3
Equity Gr.	32.1	36.6	41.6	47.2





Research Department of

IRTOP CONSULTING

Federico Zangaro f.zangaro@irtop.com







KEY FINANCIALS

Profit&Loss Stetement		2019A	2020A	2021A	2022A	2023A	2024A	2025E	2026E	2027E
Sales		32.0	32.4	42.2	48.7	62.0	69.9	78.6	88.8	100.4
Revenues (VoP)		34.4	36.3	44.0	56.8	69.4	77.2	82.1	91.8	102.4
EBITDA		4.5	6.2	9.0	11.2	13.9	14.7	16.7	18.9	21.6
EBIT		2.7	4.2	7.0	8.8	9.3	9.8	11.6	13.7	16.1
Extraordinary items		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial Inc./(ch.)		(0.3)	(0.2)	(0.2)	(0.5)	(1.0)	(1.4)	(1.5)	(1.5)	(1.2)
Pre-tax profit (loss)		2.4	4.0	6.8	8.3	8.3	8.4	10.1	12.3	14.9
Taxes		(0.3)	(8.0)	(1.5)	(1.8)	(1.9)	(1.8)	(2.6)	(3.2)	(4.5)
Net profit (loss)		2.1	3.2	5.3	6.5	6.5	6.6	7.5	9.1	10.5
Group's Net Result		1.6	2.7	4.3	5.2	5.0	5.3	5.9	7.2	8.3
Balance Sheet										
Fixed assets		11.7	12.1	11.2	12.8	25.9	29.2	31.2	28.1	24.7
NWC		14.7	13.9	13.3	17.0	29.5	35.0	37.8	42.2	48.1
M/L Funds		(2.6)	(2.9)	(3.1)	(3.5)	(4.9)	(5.3)	(5.6)	(5.8)	(6.1)
NCE		23.8	23.1	21.5	26.4	50.4	58.9	63.4	64.4	66.7
Net Debt		6.5	1.9			15.5	20.1	18.6	12.7	7.3
Equity Group		14.9	18.3	(3.4) 22.1	(3.5) 25.9	29.0	32.1	36.6	41.6	47.2
Equity Group		14.7	10.5	22.1	23.7	27.0	32.1	30.0	41.0	47.2
Cash Flow										
Net Income		2.1	3.2	5.3	6.5	6.5	6.6	7.5	9.1	10.5
Non Cash Items		1.9	2.2	2.0	2.7	5.5	5.1	5.3	5.4	5.6
Change in NWC		(1.7)	0.8	0.6	(3.7)	(12.4)	(5.5)	(2.8)	(4.4)	(5.9)
Cash from Operations		2.3	6.2	7.9	5.4	(0.5)	6.1	10.0	10.1	10.2
Capex		(3.9)	(2.3)	(1.0)	(3.8)	(17.0)	(8.5)	(7.0)	(2.0)	(2.0)
Other non cur. assets		(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	0.5	0.0	0.0	0.0
Operating FCF		(1.6)	3.9	6.9	1.6	(17.6)	(1.9)	3.0	8.1	8.2
Dividend		0.0	0.7	1.6	1.2	1.2	1.4	2.2	2.7	3.1
Change in equity		4.7	(0.1)	(3.2)	(2.7)	(2.6)	(4.2)	(3.7)	(5.0)	(5.9)
Change in Net Debt		3.0	4.5	5.3	0.1	(19.0)	(4.6)	1.5	5.9	5.4
Per Share Data	4.34									
Price Total shares (mn)	4.34 12.04									
EPS	12.04	0.2	0.3	0.4	0.5	0.5	0.6	0.6	0.8	0.9
DPS		0.2	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)	(0.2)	(0.3)
FCF		0.3	0.4	0.4	0.0	(1.6)	(0.1)	0.1	0.5	0.5
Pay out ratio (cons.)		0.3	27%	31%	18%	18%	21%	30%	30%	30%
Tay corrain (cons.)		078	27 /0	31/0	10/0	10/0	21/0	3078	3078	3078
Ratios										
EBITDA margin		14.1%	19.0%	21.3%	23.0%	22.4%	21.0%	21.2%	21.3%	21.5%
EBIT margin		8.5%	12.9%	16.6%	18.0%	15.0%	14.0%	14.7%	15.4%	16.1%
Net Debt/Equity		43%	11%	-15%	-13%	53%	63%	51%	31%	15%
Net Debt/EBITDA		1.4	0.3	n.a.	n.a.	1.1	1.4	1.1	0.7	0.3
Interest cover EBIT		8.7	20.0	32.6	18.1	9.5	7.1	7.7	9.4	13.5
ROCE		13%	22%	40%	40%	22%	20%	22%	26%	31%
ROE		14%	17%	24%	25%	22%	21%	20%	22%	22%
Growth Rates										
Sales		13%	1%	30%	15%	27%	13%	13%	13%	13%
Revenues (VoP)		9%	6%	21%	29%	22%	11%	6%	12%	11%
EBITDA		-19%	37%	46%	25%	24%	5%	14%	14%	14%
EBIT		-35%	54%	67%	25%	6%	6%	18%	18%	18%
Net Profit		-27%	52%	65%	23%	0%	2%	13%	22%	15%







Sales breakdown – Euro m

Euro m	FY24A	%	FY23A	%	FY22A	%	FY21A	%	FY20A	%
Italy	25.2	36%	24.0	39%	18.6	38%	17.6	42%	10.2	31%
Export	44.7	64%	38.0	61%	30.1	62%	24.7	58%	22.2	69%
Total	69.9	100%	62.0	100%	48.7	100%	42.3	100%	32.4	100%

Source: Consolidated Group Data

Key Financials – Euro m

Income Statement		24A	23A	22A
Sales		69.9	62.0	48.7
	уоу	12.7%	27.4%	15.4%
Revenues (VoP)		77.2	69.4	56.8
EBITDA		14.7	13.9	11.2
	margin	21.0 %	22.4%	23.0%
EBIT		9.8	9.3	8.8
Pre-tax Profit		8.4	8.3	8.3
Net Profit		6.6	6.5	6.5
Group's Net Profit		5.3	5.0	5.2

Balance Sheet	24A	23A	22A
Net Working Capital	35.0	29.5	17.0
Fixed Net Assets	29.2	25.9	12.8
Funds	(5.3)	(4.9)	(3.5)
Net Capital Employed	58.9	50.4	26.4
Net Debt (Cash)	20.1	15.5	(3.5)
Total Equity	38.9	34.9	29.8
o/w Group Equity	32.1	29.0	25.9

Source: Consolidated Group Data









Estimate revision

P&L Euro m	24E Old	24E Act	25E Old	25E New	26E Old	26E New	27E New
Sales	62.3	69.9	72.0	78.6	79.2	88.8	100.4
уоу	0%	13%	15%	13%	10%	13%	13%
Revenues (VoP)	66.8	77.2	75.5	82.1	82.2	91.8	102.4
EBITDA	14.2	14.7	16.7	16.7	18.6	18.9	21.6
margin	22.7%	21.0%	23.2%	21.2%	23.5%	21.3%	21.5%
EBIT	9.0	9.8	11.3	11.6	13.0	13.7	16.1
margin	14%	14%	16%	15%	16%	15%	16%
Pre-tax profit (loss)	7.8	8.4	10.3	10.1	12.1	12.3	14.9
Net profit (loss)	5.8	6.6	7.6	7.5	8.9	9.1	10.5

Δ%24	Δ%25	Δ%26	Av. Var%
12% 1.215	9% -293	12% 300	11%
bps	bps	bps	4 bps
16%	9%	12%	10%
4% -173 bps	0% -200 bps	2% -220 bps	1% -210 bps
9%	3%	5% -102	4%
-43 bps	-92 bps	bps	-97 bps
7%	-2%	1%	0%
14%	-2%	1%	0%

	24E	24E	25E	25E	26E	26E	27E
Balance Sheet Euro m	Old	Act	Old	New	Old	New	New
Fixed assets	23.6	29.2	19.9	31.2	16.0	28.1	24.7
NWC	32.7	35.0	35.3	37.8	38.3	42.2	48.1
M/L Funds	(5.1)	(5.3)	(5.4)	(5.6)	(5.6)	(5.8)	(6.1)
Net Debt	13.3	20.1	6.0	18.6	(1.8)	12.7	7.3
Equity	37.9	38.8	43.8	44.8	50.4	51.7	59.4

Δ%24	Δ%25	Δ%26	Av. Var%
24%	57%	76%	52%
7%	7%	10%	8%
3%	3%	5%	4%
51%	208%	-826%	-189%
2%	2%	2%	2%

Source: Consolidated Group Data and PMI Capital Research estimates







VALUATION

Method	Weight	Price (Eu p.s.)	Equity Value (Eu m)
Multiple analysis EV/EBITDA 24-26 (@ 20% discount)	50%	9.60	114
DCF (WACC 10.6% and g 1.5%)	50%	7.84	92
Target Price	100%	8.72	123

Market Multiples

Companies	Cou ntry	Market Cap	Sales 2024	Sales Yoy 24/23	EBITDA % 2024	EBIT % 2024	NI % 2024
Alfa Laval AB	SWE	16.375	5.905	7%	19%	16%	11%
GEA Group Aktiengesellschaft	DEU	9.702	5.422	1%	15%	12%	7%
John Bean Technologies Corporation	USA	5.955	1.635	6%	17%	12%	10%
Krones AG	DEU	3.981	5.294	12%	10%	7%	5%
Average		9.003	4.564	6%	15%	12%	8%
ILPRA SpA	ITA	52	70	13%	21%	14%	9%

Company	EV/EBITDA		
Company	24A	25E	26E
Alfa Laval AB	15.2x	12.3x	11.6x
GEA Group Aktiengesellschaft	9.2x	10.3x	9.6x
John Bean Technologies Corporation	14.0x	7.0x	6.1x
Krones AG	6.5x	6.0x	5.4x
Average	11.2x	8.9x	8.2x
ILPRA SpA	4.9x	4.3x	3.8x
Premium/Discount to Peers	-56%	-51%	-53%

FactSet and PMI Capital Research data as of April 1st, 2025, Group data and PMI Capital Research estimates for Ilpra







INDUSTRY COMPARISON

Ilpra Spa (ILP-IT): PMI Capital Research estimates and Factset Data

EGM Sector: average data for companies listed on EGM included in the Producer Manufacturing sub sector: Arterra Bioscience SpA (ARBS-IT), ATON Green Storage S.p.A. (ATON-IT), Cofle S.p.A. (CFL-IT), Clabo S.p.A. (CLABO-IT), Ecomembrane S.P.A. (ECMB-IT), ELES Semiconductor Equipment SpA (ELES-IT), Elsa Solutions S.P.A. (ELSA-IT), Esautomotion SpA (ESAU-IT), Bifire S.p.A. (FIRE-IT), Fervi SpA (FVI-IT), GEL SpA (GEL-IT), Gentili Mosconi S.P.A. (GM-IT), G.M. Leather S.P.A. (GML-IT), Grifal SpA (GRAL-IT), Green Oleo S.P.A. (GRN-IT), Industrie Chimiche Forestali SpA (ICF-IT), I.M.D. International Medical Devices S.P.A. (IMD-IT), Marzocchi Pompe S.p.A. (MARP-IT), MAGIS S.p.A. (MGS-IT), Misitano and Stracuzzi S.p.A. (MS-IT), Nusco SpA (NUS-IT), OMER S.p.A. (OMER-IT), OSAI Automation System SpA (OSA-IT), Officina Stellare S.p.A. (OS-IT), Predict S.P.A. Class B (PRE-IT), Powersoft S.p.A. (PWS-IT), Erredue S.P.A. (RDUE-IT), Saccheria F.IIi Franceschetti - S.P.A. (SAC-IT), Sciuker Frames SpA (SCK-IT), Svas Biosana S.p.A. (SVS-IT), Tenax International S.p.A (TNX-IT), Bertolotti S.p.A. (TRAIN-IT), Ulisse Biomed S.p.A. (UBM-IT), SBE-Varvit S.p.A. Class A (VARV-IT), Vimi Fasteners SpA (VIM-IT), VNE S.p.A. (VNE-IT)

Industry Peers: average data for a selected group industrial peer: Alfa Laval AB (ALFA-SE), GEA Group Aktiengesellschaft (G1A-DE), John Bean Technologies Corporation (JBT-US), Krones AG (KRN-DE).

EGM All: average financial and market data for all the companies listed on EGM, reported price performance data are related to the FTSE Italia Index

	ILPRA	Producer Manufacturing		
		EGM Sector	Peers Avg	FTSE Italia Growth
Key Financials 2023				
Sales	62.0	54.9	4,310.1	50.2
EBITDA	13.9	8.4	607.8	6.1
EBITDA %	22.4%	15.2%	14.1%	12.1%
EBIT	9.3	5.2	463.0	2.4
EBIT %	15.0%	9.5%	10.7%	4.9%
Earnings	6.5	3.8	325.1	1.7
Earnings %	10.5%	6.9%	7.5%	3.4%
Net Debt/(Cash)	15.5	7.1	94.7	9.1
ND/EBITDA	1.1x	0.9x	0.2x	1.5x
FY22-24 Sales CAGR	19.8%	3.6%	6.8%	10.4%
FY24-26 Sales CAGR	12.7%	11.6%	11.0%	17.2%
FY22-24 Ebitda CAGR	14.6%	1.8%	11.2%	17.1%
FY24-26 Ebitda CAGR	13.4%	21.1%	16.6%	22.7%
FY22-24 Earnings CAGR	0.8%	(20.2%)	16.6%	7.5%
FY24-26 Earnings CAGR	17.4%	44.0%	18.3%	49.4%
Market Data				
Market Cap	52.25	34.26	9,003.04	#N/A
EV	72.3	41.4	9,097.8	49.3
Free Float	30%	20%	n,a,	26%
ADTT YTD (Eu k)	32.3	32.4	30,930.2	42.7
Market Multiples				
EV/SALES 2024	1.0x	1.5x	1.9x	1.4x
EV/SALES 2025	0.9x	1.2x	1.5x	1.1x
EV/SALES 2026	0.8x	1.0x	1.4x	1.0x
EV/EBITDA 2022	6.5x	7.4x	18.8x	12.0x
EV/EBITDA 2023	5.2x	6.6x	15.1x	14.3x
EV/EBITDA 2024	4.9x	6.2x	11.2x	10.0x
EV/EBITDA 2025	4.3x	5.1x	8.9x	7.5x
EV/EBITDA 2026	3.8x	3.9x	8.2x	4.5x
P/E 2024	7.9x	47.5x	21.0x	35.9x
P/E 2025	7.0x	15.1x	18.2x	17.0x
P/E 2026	5.7x	10.1x	16.0x	10.7x
Earnings Yield	12.4%	11.0%	3.6%	n,a
Stock Performance				_
1W	0.0%	(2.3%)	(3.1%)	(0.5%)
1M	0.0%	(4.4%)	3.2%	(3.7%)
3M	(3.6%)	(9.6%)	9.7%	(5.5%)
6M	(11.8%)	(4.4%)	36.3%	(3.7%)
YTD	(15.7%)	(17.3%)	17.6%	(10.5%)

FactSet and PMI Capital Research data as of April 1st, 2025, Group data and PMI Capital Research estimates for Ilpra







ILPRA IN BRIEF

Company Profile

ILPRA S.p.A. is a leading Italian manufacturer of packaging machinery, specializing in innovative solutions for the food, medical, and industrial sectors. Founded in 1955 and headquartered in Mortara, Italy, the Group has grown into a global player, providing businesses with state-of-the-art automation and advanced packaging technologies. The company offers a diverse range of packaging solutions, including tray sealing machines, thermoformers, filling and dosing systems, and form-fill-seal machines. These products cater to industries that require high precision, hygiene, and efficiency, ensuring extended shelf life and improved sustainability. Driven by a strong commitment to R&D, ILPRA stands out for its continuous innovation and development of cutting-edge solutions that enhance packaging efficiency, sustainability, and performance. By staying ahead of industry trends and prioritizing technological advancements, the company consistently delivers high-quality systems that optimize production, minimize environmental impact, and meet the evolving demands of the global market. With an extensive network of subsidiaries and branches in key markets—including the United Kingdom, Netherlands, Russia, the Middle East, and South Korea—ILPRA serves a diverse international clientele. Exports account for approximately 61.2% of its net sales, reflecting the company's strong global footprint and commitment to delivering advanced packaging solutions worldwide. In FY24 Ilpra closed with consolidated revenues of Euro 70 m, of which approx. 64% generated outside the domestic market, and an EBITDA of Euro 15 m, with an EBITDA margin of 21%.

Strategy

ILPRA's strategy focuses on expansion through acquisitions, market consolidation, and technological advancement. Additionally, it continuously integrates automation and sustainability-driven innovations to enhance operational efficiency and meet evolving market demands.

The company invests significantly in research and development to introduce advanced packaging technologies that meet evolving industry demands.

M&A recap 2022 -2024

Strategic acquisitions and partnerships have been pivotal in enhancing ILPRA's product offerings and expanding its global footprint, particularly in high-growth markets. Notable acquisitions aiming at enhancing ILPRA's product range and broaden its technological capabilities over the past 24 months include:

- Migliorini S.R.L.: In October 2024, ILPRA finalized the acquisition of a 51% stake in Migliorini S.R.L., a company specializing in the design and manufacture of packaging machines, including thermoformers and tray sealers. In 2022, Migliorini recorded revenues of Euro 2.3 m.
- Ivaxia In May 2024, ILPRA expanded its portfolio by acquiring Ivaxia, a company specializing in fully customized precision centering machines and specialized systems.
- **IDM Automation**: In May 2023, ILPRA acquired a 68% stake in IDM Automation, a Vigevano-based company that designs and manufactures automatic filling, assembly, and packaging systems for the cosmetics, pharmaceutical, and food sectors.
- **Pentavac:** In June 2023 Ilpra completed the acquisition of 70% of Pentavac's shares Pentavac is an Italian player specialized in automatic vertical packaging machines with a presence in over 50 countries.
- Macs S.R.L.: In April 2022, ILPRA completed the acquisition of a 30% stake in Macs S.R.L., further diversifying its offerings in the packaging machinery sector.

In addition to enhance global presence, streamline management costs and maintain a direct presence in strategic markets, Ilpra also increased its shares in the Spanish and UK subsidiaries and in particular:

- April 2024 ILPRA acquire a 76.04% stake in Ilpra Systems España S.L., increasing its stake to 99.36%.
- June 2024 ILPRA increased its stake in its UK subsidiary, ILPRA Systems UK Ltd. In June 2024, from 51.66% to 70.84%.

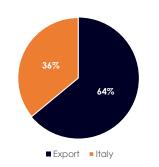
Board

- Maurizio Bertocco President and CEO
- Gianluca Apicella Board Member
- Liborio Livio Portera Board Member
- Andrea Zini Board Member
- Paolo Arata Board Member
- Vittorio Vecchio Board Member
- Carlo Alberto Carnevale Maffè Independent Board Member
- Klaus Mattia Vignati Board Member
- Stefano Bertocco Board Member

Key Shareholders

HOLDS S.r.l. 70.53% Market 29.51%

Sales breakdown FY24



Sales growth FY20A-27E (Eu m)



EBITDA growth FY20A - 27E (Eu m)









ILPRA ON EURONEXT GROWTH MILAN

IPO

Trading Market: Euronext Growth Milan

Date: February 15th, 2019

Price: 2.10

Capital raised: Euro 5.3 m Capitalisation: Euro 25.3 m

SHARES (as of April 1st, 2025)

Code: ILP

Bloomberg: ILP IM Reuters: ILP.MI ISIN: IT0005359101 Shares: 12,038,600 Price: Euro 4.34

Performance from IPO: +107% Capitalisation: Euro 52 m

Free Float 29.51% EGA: Integrae Sim

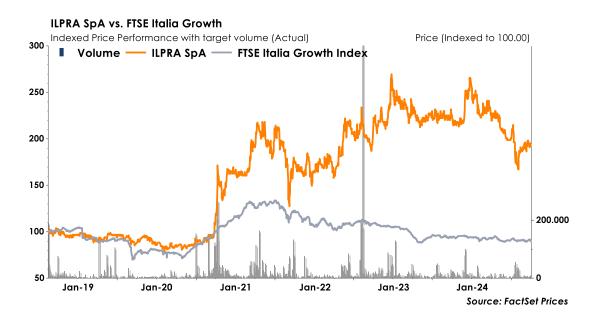
OWNERSHIP

Through the indirect holding in Holds Sri, the Bertocco family controls 70.49% of the shares.

Shareholder	N° of shares	%
HOLDS S.r.I.*	8,485,800	70.49%
Market **	3,552,800	29.51%
Total	12,038,600	100.00%

^{*} Includes < 1% held directly by Maurizio Bertocco

STOCK PERFORMANCE







^{**} of which the Company holds 214.200 (1.78%) own shares



DISCLAIMER

UPDATES: This Research is an update coverage made by IR Top Consulting S.r.l. (IR Top) on ILPRA (the "Company"). Update frequency might depend on circumstances considered to be important (corporate events and changes of recommendation, etc.) or on further advisory commitment. Last Research on the same Company was released on October 3rd, 2024. Opinions and estimates of this Research are as the date of this material and are subject to change. Information and opinions have been obtained from sources public and believed to be reliable, but no warranty is made as to their accuracy or correctness. Past performances of the Company are not guarantee of future results. During the last 12 months, the following indications have been disseminated:

Date	Target Price	Market Price	Validity Time	
April 2 nd , 2025	8.72	4.34	12 months	
October 3 rd	8.69	4.92	12 months	
April 22 nd , 2024	9.41	4.86	12 months	

VALUATION METHODOLOGY (HORIZON: 12M): IR Top obtained a fair value using different valuation methodologies including Discounted Cash Flow method and Multiplebased models.

Detailed information about the valuation or methodology and the underlying assumptions and information about the proprietary model used is accessible at IR Top premises.

RESEARCH TEAM:

Federico Zangaro, (Analyst)

No other people or companies participated or anyhow contributed to the Research. Neither the members of the research team, nor any person closely associated with them have any relationships or are involved in circumstances that may reasonably be expected to impair the objectivity of the Research, including interests or conflicts of interest, on their part or on the part of any natural or legal person working for them, who was involved in producing the Research.

INTERESTS INVOLVED AND CONFLICTS: This document has been prepared by IR Top on behalf of the Company according to a contract, under which IR Top undertook to prepare this report expressing only independent, fair and balanced views on the Company. The fees agreed for this Research do not depend on the results of the Research.

This Research has been disclosed to the issuer to which the Research, directly or indirectly, relates before its release. It is incumbent on the Company to provide timely and constructive feedback on draft Research prior to publication. It is IR Top's sole discretion as to whether comment and feedback from the Company is incorporated into the Research prior to publication and where it is, a further iteration to the draft will be sent to the Company for comment.

IR Top is also engaged in investor relations services in the interest of the Company and might occasionally be involved in other consulting activities intended to increase the value of the Company. In any case, Chinese Walls and other information barriers are in place to avoid the exchange of confidential information between the Equity Research Department and other services areas; employees and advisors involved in such services have restrictions preventing them from the access to confidential information that cannot be published.

IR Top restricts research analysts from performing roles, which could prejudice the independence of their research. In particular:

- they are permitted to attend and speak at widely attended conferences or other widely attended events at which IR Top colleagues and clients, among others, may also be present, provided that their independence may not be affected. These widely attended conferences/events may include some investor presentations by clients of investor relations services.
- Analysts are also permitted to attend and speak at conference calls or meetings between analysts and bankers, investors or customers in which are discussed Research reports already published or general view on specific sectors. In such cases, at the start of that meeting, bankers, investors or customers need to be clarified that the discussion cannot involve the communication of privileged information to the analyst as the analyst would be prohibited from producing new research report on the companies whose privileged information has been disclosed.

Members of the Research Team do not receive salaries, commissions, bonuses or any other form of compensation based upon specific investment banking transactions or securities' performances.

IR Top and the members of the Research Team do not have any further interest or conflict of interest directly or indirectly related with the Research, the Company or the securities, that may reasonably be expected to impair the objectivity of the Research.

There are no other interests or conflicts of interest of any person belonging to the same group of IR Top that are: (a) known, or reasonably expected to be known, to the persons involved in the production of the recommendation; or (b) known to persons who, although not involved in the production of the recommendation, have or could reasonably be expected to have, access to the recommendation prior to its completion.

In any case, as a general Policy, nobody of the Research Team nor IR Top is allowed to have a financial interest in the securities of the client company or serve as an officer, director or advisory board member of the client company.

Analysts must not undertake personal transactions on financial instruments that are object of the investment research or that relate to the same industry. Exceptions may be made with the prior approval of IR Top's CEO in special circumstances such as for disposal of (a) positions already held before the employment or before the implementation of the company policy, or when initiating coverage and (b) positions obtained as a result of the issuer extraordinary activities. By the way, when analysts hold instruments to which Equity Research relates, they are required to disclose their interests in Research reports. Any trades that analysts make must be in line with their recommendation(s), contained in the last published Research. An analyst is prohibited from producing a Research on an issuer if the analyst carries out activities for which he receives compensation from the issuer. If an analyst's household member / relative in-law (within the second degree) serves in such a high capacity for the issuer (i.e. manager or director), the analyst has to inform IR Top's CEO and the analyst will cease covering the issuer.

POLICY: IR Top has in place a "Joint conflict management policy" in order to effectively manage any conflicts of interest, and an "Equity Research Policy", in order to rule research services in compliance with Parliament Regulation (EU) no.596/2014 and Commission Delegated Regulation (EU) no. 958/2016 on Market Abuse.

IR Top has adopted the "Joint conflict management policy" in accordance with best practice regarding "information barriers" to restrict the flow of information to

IR lop has adopted the "Joint conflict management policy" in accordance with best practice regarding "information barriers" to restrict the flow of information to prevent the misuse of information and/or prevent any conflicts of interest arising from other activities of IR Top. A copy of these policies is available to the recipient of this Research upon making a request to IR Top by e-mail.

DISCLAIMER: This report has been prepared solely for information purpose and is not intended as an offer or solicitation with respect to the purchase or sale of any financial products. It should not be regarded as a substitute for the exercise of the recipient's own judgment. IR Top does not accept any liability for any direct, consequential or indirect loss arising from any use of material contained in this report. This document may only be reproduced or published together with the name of IR Top. Opinions and estimates in this Research are as at the date of release and are subject to change without notice to the recipient. Information and opinions have been obtained from sources believed to be reliable, but no representation or warranty is made as to their accuracy or correctness. Past performance is not a guarantee of future results. The investments and strategies discussed in this Research may not be suitable for all investors. In any case, you should consult your investment advisor. This document is intended for distribution only to E.U. "qualified investors" and to "qualified counterparties" resident in Italy, within the meaning of article 2(1)(e) of the prospectus directive (directive 2003/71/EC) and Consob Reg. 16190, as subsequently amended and supplemented; its distribution in USA, Canada, Australia, Japan is not allowed.

In Italy, this document is being distributed only to, and is directed at qualified investors within the meaning of article 100 of legislative decree no. 58 of 24 February 1998, as amended, and article 34-ter, paragraph 1, letter b), of Consob regulation on issuers no. 11971 of May 14, 1999, provided that such qualified investors will act in their capacity and not as depositaries or nominees for other shareholders, such as persons authorized and regulated to operate in financial markets, both Italian and foreign.

DISTRIBUTION: In the United Kingdom, this document is not for distribution to persons that would be defined as private customers under rules of the FSA; it is for distribution only to persons who: (i) have professional experience in matters relating to investments falling within article 19(5) of the financial services and markets act 2000 (financial promotion) order 2005 (as amended, the "financial promotion order"), (iii) are persons falling within article 49(2) (a) to (d) ("high net worth companies, unincorporated associations etc.") of the financial promotion order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the FINANCIAL SERVICES AND MARKETS ACT 2000) in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons").

This document is not addressed to any member of the general public and under no circumstances should this document circulate among or be distributed to (i) a member of the general public, (ii) individuals or entities falling outside the definition of "qualified investors" as specified above or (iii) distribution channels through which information is or is likely to become available to a large number of persons.

IR TOP CONSULTING SPECIFIC DISCLOSURES: We disclose that IR Top acts as Investor Relations and Financial Communication advisor for the Company



