07 Dec 2023

PRO·GEST GROUP

paper back to life

PRO-GEST

INVESTOR PRESENTATION Q3-2023

1) Market Highlights

2) Q3-2023 Pro-Gest Topics

3) Current Trading Oct-Nov 2023

4) Refinancing process and liquidity

CONFERENCE CALL SYSTEM: CISCO WEBEX

- Please note that the Pro-Gest conference call will be made using the Cisco Webex system

- This is a different system than the one previously used: each participant will have the opportunity to interact with the Pro-Gest management sending questions exclusively in writing form, through the Cisco Webex Q&A chat, at any time during the call

- At the end of the presentation, Pro-Gest management will answer all the main and most relevant questions received through the Cisco Webex Q&A chat (requests received by e-mail will not be considered)

- The adoption of this new system, which no longer provides for the direct voice question session as in the past, will allow Pro-Gest to:
  - provide the financial community with broader and more widespread information
  - answer all the main written questions received from the participants during the conference call, as long as they are relevant
  - improve the quality of information for the financial markets
  - give all participants, on an equal position, the effective opportunity to ask Pro-Gest management questions on the published documentation

- The meeting with the financial community is scheduled for Dec 7th, 2023 at 10:30 am CET through a conference call at the following link: https://progest.webex.com/progest-it/j.php?MTID=m7eed3190b64fdc219686b091c1ab9b1c

- It is recommended you check in advance the correct functioning of your computer system with the Cisco Webex platform

DISCLAIMER

The information contained in this presentation has been prepared by Pro-Gest S.p.A. (the “Company”) and has not been independently verified and will not be updated. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein and nothing in this Presentation is, or shall be relied upon as, a promise or representation. None of the Company nor any of its affiliates, nor their respective employees, officers, directors, advisers, representatives, agents or other parties shall have any liability whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information and opinions in this presentation is provided as at the date hereof and subject to change without notice. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the Company’s financial or trading position or prospects.

This presentation does not constitute investment, legal, accounting, regulatory, taxation or other advice and does not take into account your investment objectives or legal, accounting, regulatory, taxation or financial situation or particular needs. You are solely responsible for forming your own opinions and conclusions on such matters and for making your own independent assessment of the Company. You are solely responsible for seeking independent professional advice in relation to the Company. No responsibility or liability is accepted by any person for any of the information or for any action taken by you or any of your officers, employees, agents or associates on the basis of such information.

This presentation contains financial information regarding the businesses and assets of the Company. Such financial information may not have been audited, reviewed or verified by any independent accounting firm. The inclusion of such financial information in this presentation or any related presentation should not be regarded as a representation or warranty by the Company, its affiliates, advisors or representatives or any other person as to the accuracy or completeness of such information’s portrayal of the financial condition or results of operations by the Company and should not be relied upon when making an investment decision. This presentation includes certain non-GAAP financial measures and other metrics which have not been subject to a financial audit for any period.

Certain information relating to the time period analyzed in this presentation is based solely on management accounts and estimates of the Company. The Company’s consolidated financial results may differ from its management accounts and estimates and remain subject to normal end-of-period closing and review procedures. Those procedures have not been completed. Accordingly, such information may change and such changes may be material. The foregoing information has not been audited or reviewed by the Company’s independent auditors and should not be regarded as an indication, forecast or representation by the Company or any other person regarding the Company’s performance for the abovementioned period.

Certain financial and statistical information in this presentation has been subject to rounding off adjustments. Accordingly, the sum of certain data may not conform to the expressed total.

Certain statements in this presentation are forward-looking. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These include, among other factors, changing economic, business or other market conditions, changing political conditions and the prospects for growth anticipated by the Company’s management. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.

The market and industry data and forecasts included in this presentation were obtained from internal surveys, estimates, experts and studies, where appropriate as well as external market research, publicly available information and industry publications. The Company, it affiliates, directors, officers, advisors and employees have not independently verified the accuracy of any such market and industry data and forecasts and make no representations or warranties in relation thereto. Such data and forecasts are included herein for information purposes only. Accordingly, undue reliance should not be placed on any of the industry or market data contained in this presentation.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM PART OF ANY OFFER FOR SALE OR SOLICITATION OF ANY OFFER TO BUY ANY SECURITIES NOR SHALL IT OR ANY PART OF IT FORMS THE BASIS OF OR BE RELIED ON IN CONNECTION WITH ANY CONTRACT OR COMMITMENT TO PURCHASE SECURITIES.

MARKET HIGHLIGHTS

MARKET TOPICS Q3-2023

MARKET SCENARIO AND TRENDS

- The first nine months of the 2023 have been characterized by a delicate economic situation with the entire paper mills / packaging sector affected by a reduction in sales volumes, mainly linked to a weak domestic demand caused by the persisting uncertain economic climate. The market is showing a declining trend since July 2022 and this is the longest negative paper cycle since ever

- Heightened inflation levels, although decreasing compared to the previous months, combined with a restrictive monetary policy that led to multiple interest rate increases, deeply changed the national and European economic climate, thus negatively influencing consumption and investment decisions by households and businesses

- Contrary to the year 2022, which presented important economic performances, although profoundly different during the year, in 2023 Pro-Gest Group had to face an internal market which recorded a continuous decrease in sales prices, more markedly in the first months of 2023, mainly due to the reduction in natural gas prices, drop in domestic demand and a reduction of raw material prices

- These effects have therefore turned into a reduction in turnover cause by a reduction in sales prices and a reduction in stocks by our customers, something historically cyclical in the packaging sector

- The results for all competitors were influenced, in particular, by the decline in the international industrial cycle, the rise in interest rates and the impact that these had on the purchasing power of households in Italy, as well as in the rest of Europe

MARKET TOPICS Q3-2023

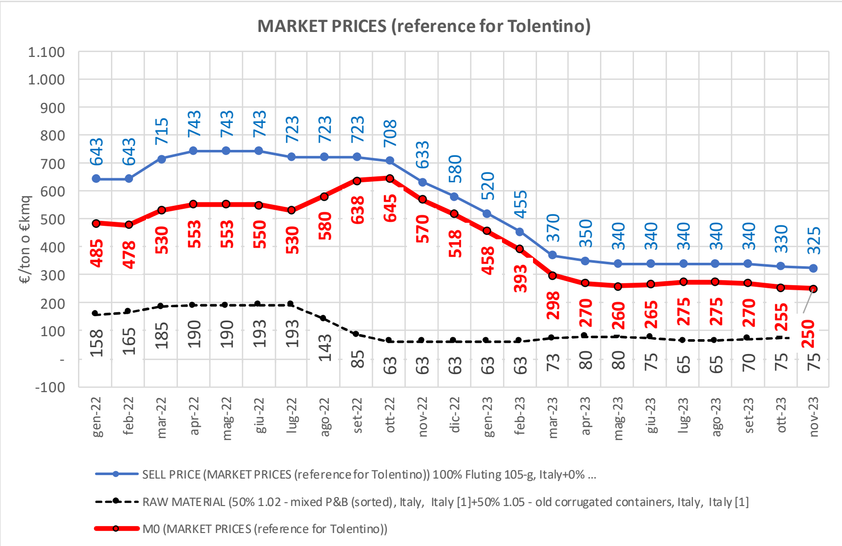
MARKET SCENARIO AND TRENDS – PRO-GEST PERFORMANCE

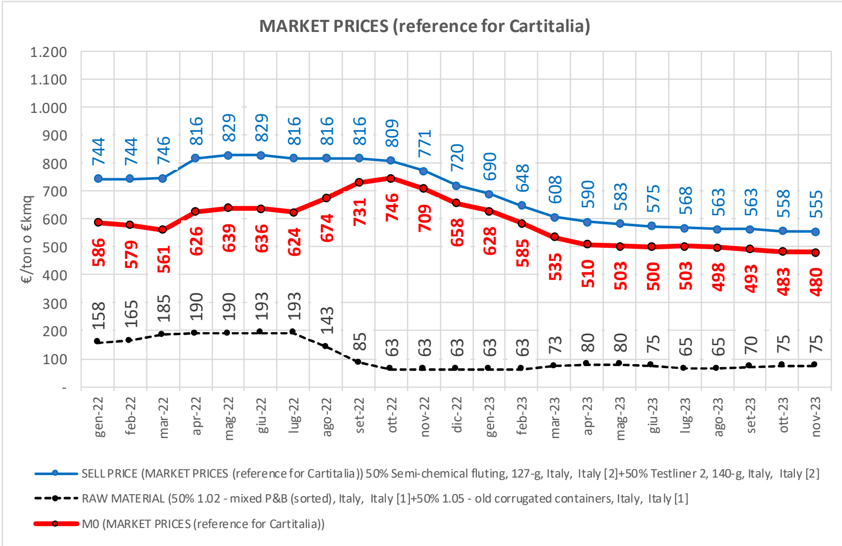
- The **paper mill market trend** showed in Q3-23 (vs Q2-23) a limited reduction of selling prices of about -3% vs 41% compared with Q3-2022 (source: internal analysis on Risi data). In our analysis this means that we are pretty close to a stabilization of the drop and could be the basis for a direction change. Market performance was also impacted by strong customers destocking activity after high accumulation of products in the first half of 2022
- Despite the overall declining market trends, Pro-Gest was able to protect market shares and EBITDA normalized margin (16% actual vs 17% historical). **9 months consolidated total turnover** is equal to € 430m and shows a contraction compared to the budget (-20%) and to 2022 (-34%). This contraction is due to a protracted soft market, affected by inflation and consumption. Pro-Gests results are in line with the market trend and competitors performance (source: company data)
- The **trend of paper mills show sales** lower than budget and down vs 2022, due to the market and the mix of price and consumption trend (see next slides for details)
- The **corrugators/packaging segment** shows sales lower than budget due to the inflation rate and the increase of cost of money which generated a negative impact on general consumptions and consequently on GDP
- The price of **waste paper in the Q3-2023** was equal to 82 €/ton, lower than the prices during Q2-2023 (equal to 104 €/ton) and Q3-2022 (171 €/ton). The price of **gas** in Q3-2023 was equal to 45 €/smc (equal to 115 €/ton), at a lower level than budget (about 225 €/ton); the gas government contribution finished with Q2-2023
- **Normalized YTD 2023 EBITDA** is equal to about € 69m (16% on revenues) vs €104m budget (19%) and 2022 data equal to € 112m (17%) mainly due to the market dynamics described above and in particular the slowing trend of selling prices, which was only partially offset by raw material and gas prices reductions
- The **Net Financial Position** at the end of September was equal to about € 550m, worsening compared to the end of 2022 and vs the end of June 2023 due to a slower recovery of profitability and further negatively impacted by interest expenses (€ 38m) and capex (€ 30m)

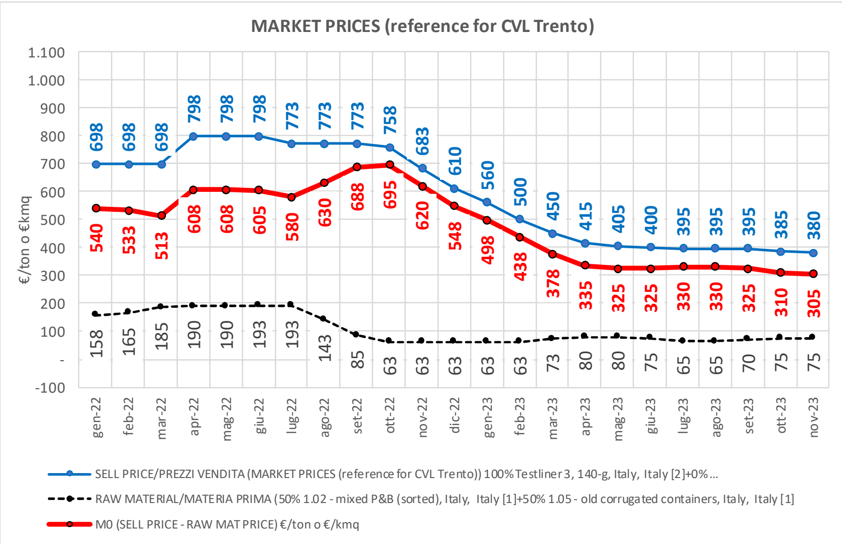
PRICE TREND UP TO NOV 2023

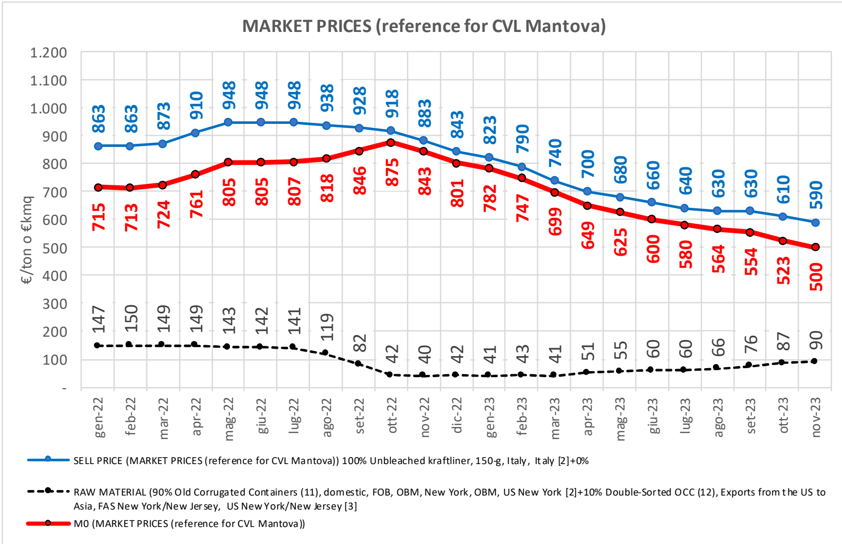
PRO-GEST GROUP
paper back to life

PREZZI DI VENDITA/SELLING PRICES - PREZZI ACQUISTO MATERIE PRIME/RAW MATERIAL PRICES - DIFFERENZA/SPREAD (RIFERIMENTO/BENCHMARK PER PRO-GEST CORRUGATED INDUSTRY) - Fonte/Source: RISI (www.risiinfo.com)





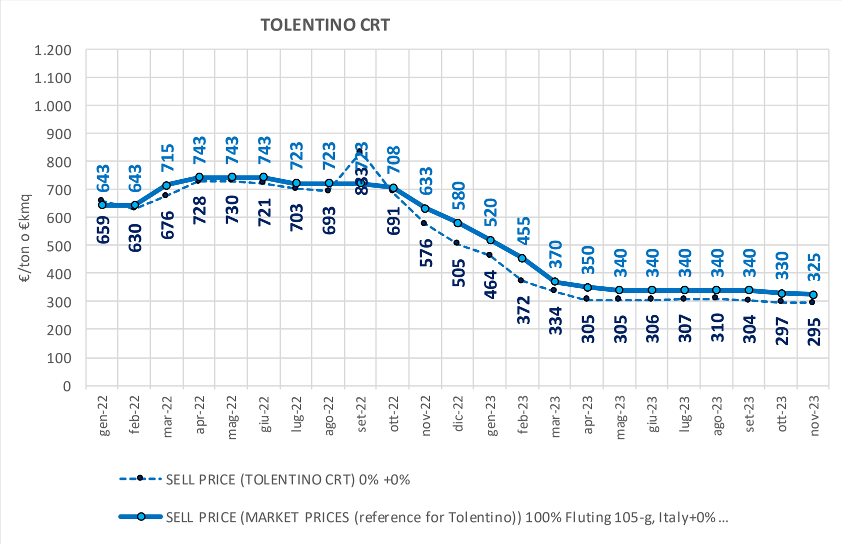


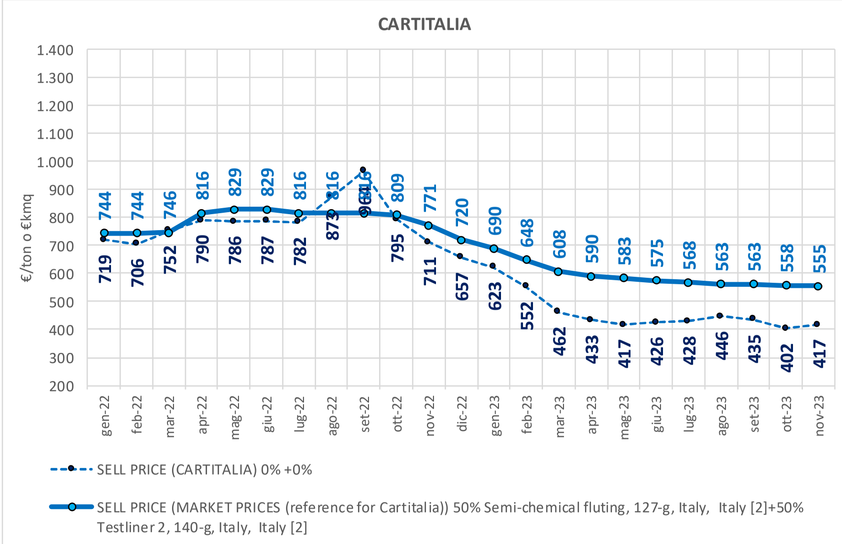


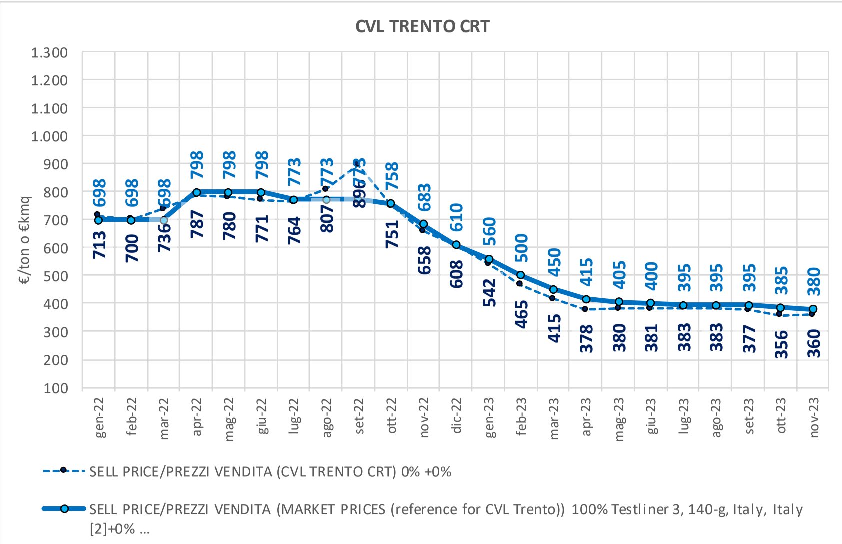
PRICE TREND UP TO NOV 2023

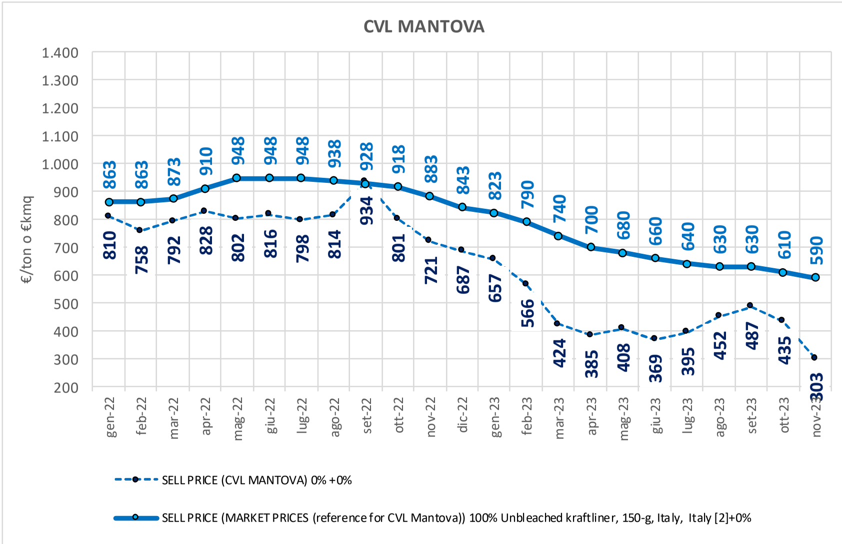
PRO·GEST GROUP paper back to life

PREZZI DI VENDITA / SELLING PRICES DEL MERCATO DI RIFERIMENTO (linea blu/blue line) vs PREZZI DI VENDITA / SELLING PRICES DI PRO-GEST (riga blu tratteggiata/blue dotted line) - Fonte/Source: RISI (www.risiinfo.com)

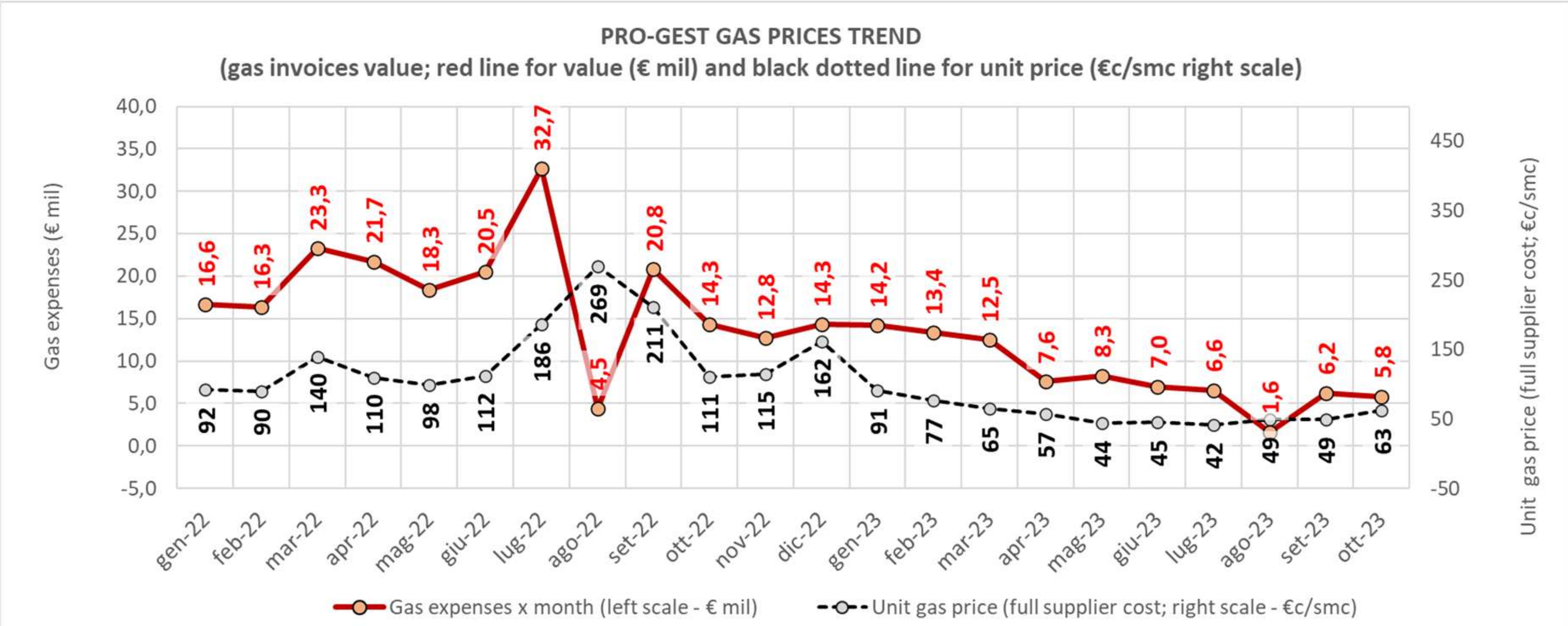


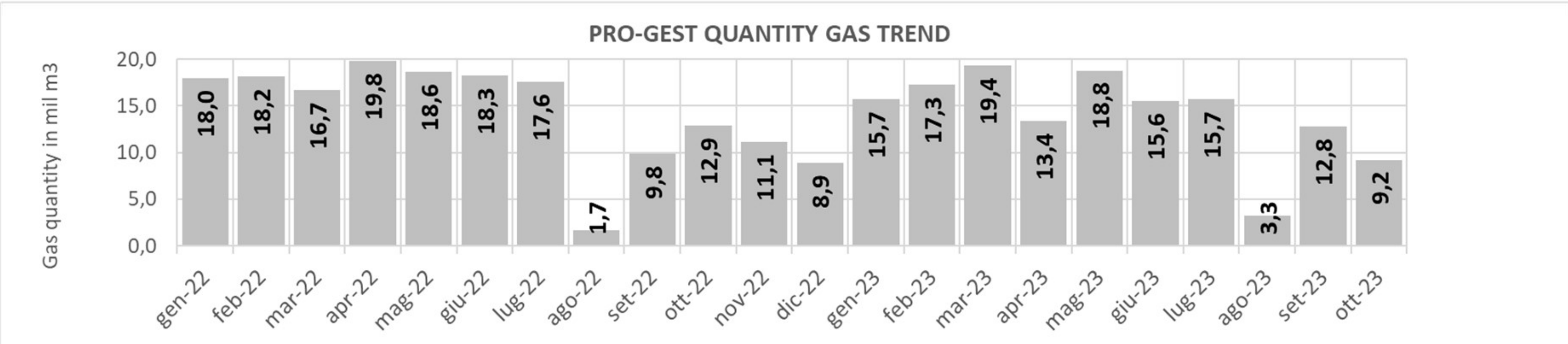






FOCUS ON GAS PRICES TREND UP TO OCT-2023





- Pro-Gest acquires gas in the spot market and has secured supply for the next 3 months through “deposito cauzionale” of about € 15,7m at the end of October
- Q3-2023 **gas cost** is equal to € 14m with an average price equal to 45,5 €/smc
- The price in October is slightly higher than the previous months and equal to 63 €/smc

PRO-GEST TOPICS
Q3-2023
FINANCIALS

Q3-2023 FINANCIALS – EXECUTIVE SUMMARY

PRO·GEST GROUP
paper back to life

consolidated YEAR TO DATE data (€ mil) *dati PROGRESSIVI consolidati alla data (€ mil)*	Set-2023 Act	Set-2023 bdg	*act vs bdg change in %*	*act vs bdg change in val*	Set-2022 act	*act vs prev change in %*	*act vs prev change in val*
PROFIT & LOSS							
TOTAL SALES A1+A5 (excluded capital gains)	**429,5**	**541,3**	***-20,7%***	***-111,8***	**653,1**	***-34,2%***	***-223,6***
EBITDA operating	*55,8*	*104,2*		*-48,4*	*101,2*	*-44,9%*	*-45,4*
EBITDA normalization	*13,5*	*-*		*+13,5*	*10,8*	*+25,0%*	*+2,7*
OPERATING EBITDA NORMALIZED	**69,3**	**104,2**	***-33,5%***	***-34,9***	**112,0**	***-38,1%***	***-42,7***
in % total sales	*16,1%*	*19,2%*			*17,1%*		
SALES A5 (capital gains)	*-*	*-*		*-*	*-*		*-*
(depreciation, amortization and others)	-54,5	-57,9		*+3,4*	*-52,8*		*-1,7*
(interest expense)	-37,9	-45,6		*+7,7*	*-26,5*		*-11,4*
(others)	-	-		*-*	*0,1*		*-0,1*
INCOME BEFORE TAX NORMALIZED	**-23,1**	**0,7**	***-3335,6%***	***-23,8***	**32,8**	***-170,5%***	***-55,9***

- **Q3-2023 YTD EBITDA margin** (16%) is lower than the budget but substantially in line with historical data which confirms the capability of the Group to manage the pass-through effect to the customers even if in a low consumption scenario

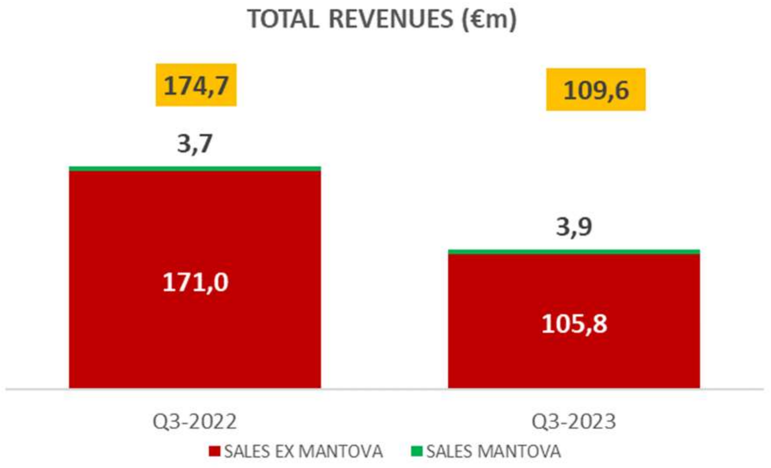
- The total value is lower than budget and historical data due to the softness of the market, both in term of volumes and prices, as anticipated in the previous slides

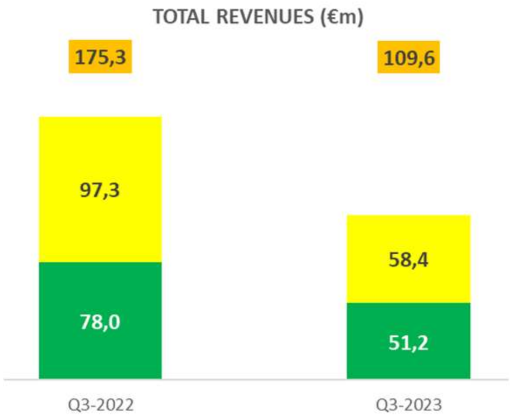
Q3-2023 FINANCIALS – EXECUTIVE SUMMARY

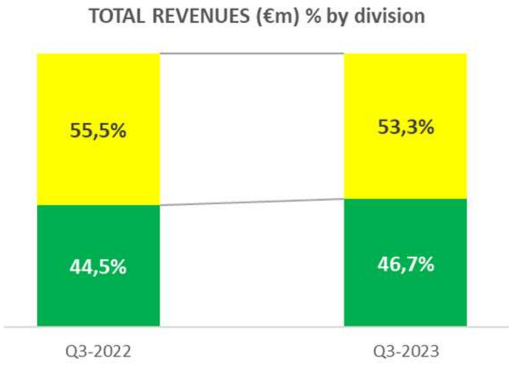
consolidated data €mil (EOP) (1)	Set-2023 Act	Set-2023 bdg	*act vs bdg change in %*	*act vs bdg change in val*	Set-2022 Act	*23 vs 22 change in %*	*23 vs 22 change in value*
BALANCE SHEET							
NET INVESTED CAPITAL	**1.004,9**	**na**			**991,3**		***+13,6***
NET EQUITY	**454,7**	**na**			**500,4**		***-45,7***
(GROSS FINANCIAL DEBT)	-612,6	na			-608,9		*-3,7*
LIQUIDITY (2)	62,4	**na**			118,0		*-55,6*
(NET FINANCIAL DEBT)	**-550,2**	**na**			**-490,9**		***-59,3***
PFN / EBITDA NORMALIZED	*6,18x*	*na*			*3,46x*		*2,72x*
PFN / EBITDA REPORTED	*7,29x*	*na*			*3,75x*		*3,54x*

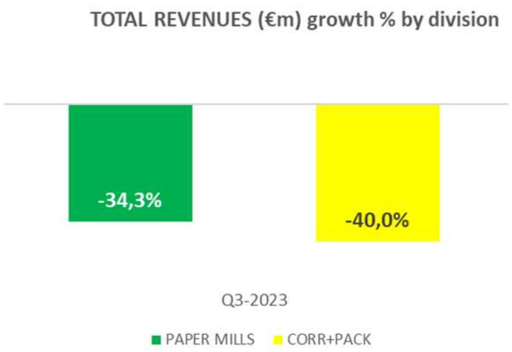
- **Net Financial Position (IFRS9)** at 30.09.2023 is equal to € 550m and the **ratio PFN / EBITDA normalized** is equal to 6,18x
- **EBITDA normalized LTM** at 30.09.2023 is equal to about € 89m (15% on LTM revenues)
- See the following pages for detailed cash flow analysis

Q3-2023 FINANCIALS – REVENUES DETAIL









- *The magnitude of the difference in performance in Q3 2023 vs Q3 2022 is in part affected by the significantly different market conditions during each of these periods*

- **Total consolidated revenues** (A1+A5) in Q3-2023 amounted to €110m (compared to €175m in Q3-2022; the change is equal to -37% mainly due to the market condition; Mantova consolidated revenues is equal to €4m (vs €4m of Q3-2022) and consequently the LFL growth (excluding Mantova) is equal to -38%. Mantova has concentrated its activity on internal revenues since the market was very weak with consumption going down

- **Paper mills consolidated** revenues (A1+A5) decreased by -34% vs Q3-2022 as a consequence on the above explanation, while **Corrugators/Packaging consolidated** revenues decreased -40% vs Q3-2022 due to the low level of consumption

- All the above confirms the softness of the market, which has characterized this year

Note: A5 sales represents white certificates, other raw material sales, revenues other than products and 2022 Government gas subsidies

Q3-2023 FINANCIALS – EXECUTIVE SUMMARY

PRO·GEST GROUP
paper back to life

CONSOLIDATED DATA	value (€ mil, var %, var val)			
BUSINESS UNITS	Q3-23	Q2-22	AC vs PY in %	AC vs PY in val (€mil)
	AC consunt	AC storico		
RECYCLING	0,9	0,2	+302%	+0,7
PAPER MILL CRT	10,6	13,7	-23%	-3,1
PAPER MILL TSS	23,4	25,6	-9%	-2,2
CORRUGATORS	27,2	49,7	-45%	-22,5
PACK INDUSTRY	16,5	23,7	-31%	-7,3
PACK TAKE-AWAY & BAG	14,7	23,8	-38%	-9,1
TOTAL (A1 CORE)	93,3	136,8	-32%	-43,5

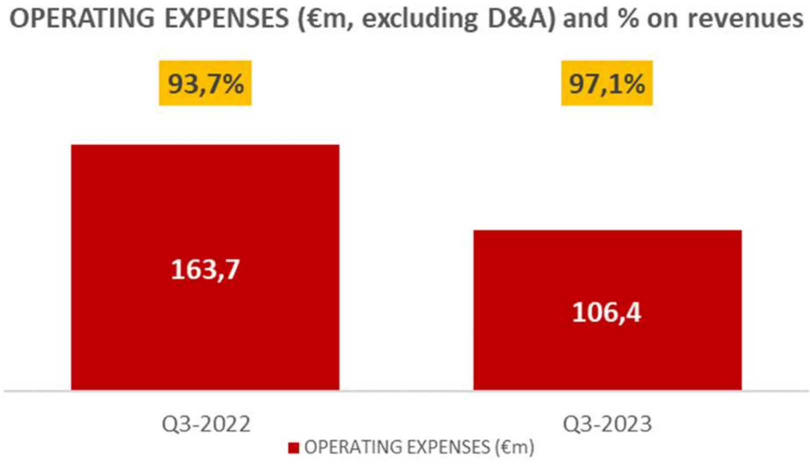
CONSOLIDATED DATA	uantity (k-ton o M-mq, var %, var val			
BUSINESS UNITS	Q3-23	Q2-22	AC vs PY in %	AC vs PY in Q.Tà (ton o mq)
	AC consunt	AC storico		
RECYCLING	14,8	4,1	+259%	+10,7
PAPER MILL CRT	29,3	69,1	-58%	-39,8
PAPER MILL TSS	18,2	13,8	+32%	+4,4
CORRUGATORS	48,9	60,2	-19%	-11,3
PACK INDUSTRY	23,5	26,5	-11%	-2,9
PACK TAKE-AWAY & BAG	30,5	41,9	-27%	-11,4

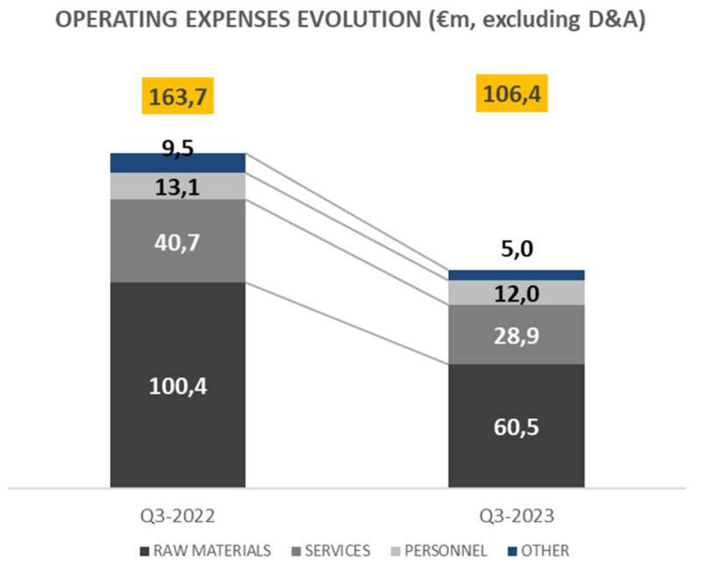
CONSOLIDATED DATA	price (€/ton o €/kmq, var %, var val)			
BUSINESS UNITS	Q3-23	Q2-22	AC vs PY in %	AC vs PY in val (€mil)
	AC consunt	AC storico		
RECYCLING	64	57	+12%	7
PAPER MILL CRT	362	198	+82%	164
PAPER MILL TSS	1.283	1.848	-31%	-564
CORRUGATORS	557	826	-33%	-270
PACK INDUSTRY	699	898	-22%	-198
PACK TAKE-AWAY & BAG	482	568	-15%	-87

- The data show only “**A1 product” sales** (excluding A5/other sales) and a reduction in value of -32% vs same period of last year with a different performance between paper mills (-12%) and corrugator/packaging (-40%)
- The reduction of **paper mill quantity** are due to a paper mill production more oriented towards corrugator/packaging internal activity rather than sell directly to the market; the paper mill trend also affected by soft market conditions but reduced a lot the negative trend of H1-2023. The reduction is due to a reduction of volume (-28%) and a rebound of prices (+23%) partially supported by a positive mix effect in favour of tissue products
- The reduction of **corrugator/packaging quantity** has been affected by soft market conditions with a volume reduction equal to -20% and a price reduction equal to -25%

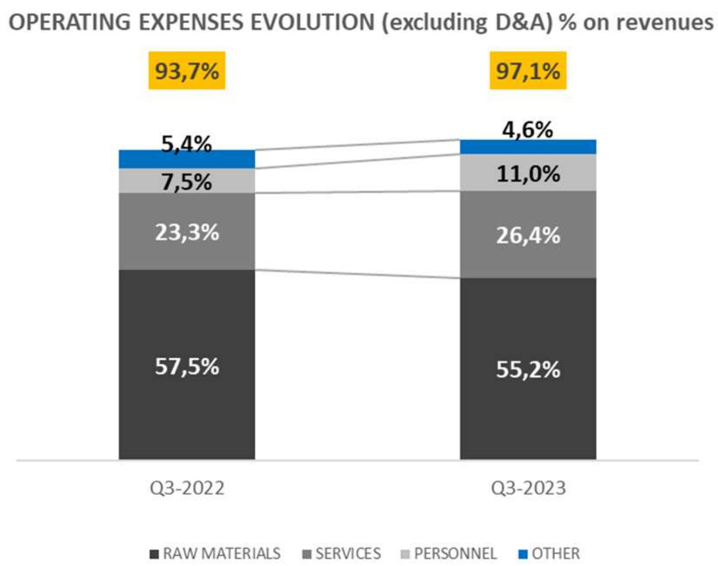
The magnitude of the difference in performance in Q3 2023 vs Q3 2022 is in part affected by the significantly different market conditions during each of these periods

Q3-2023 FINANCIALS – OPEX DETAILS

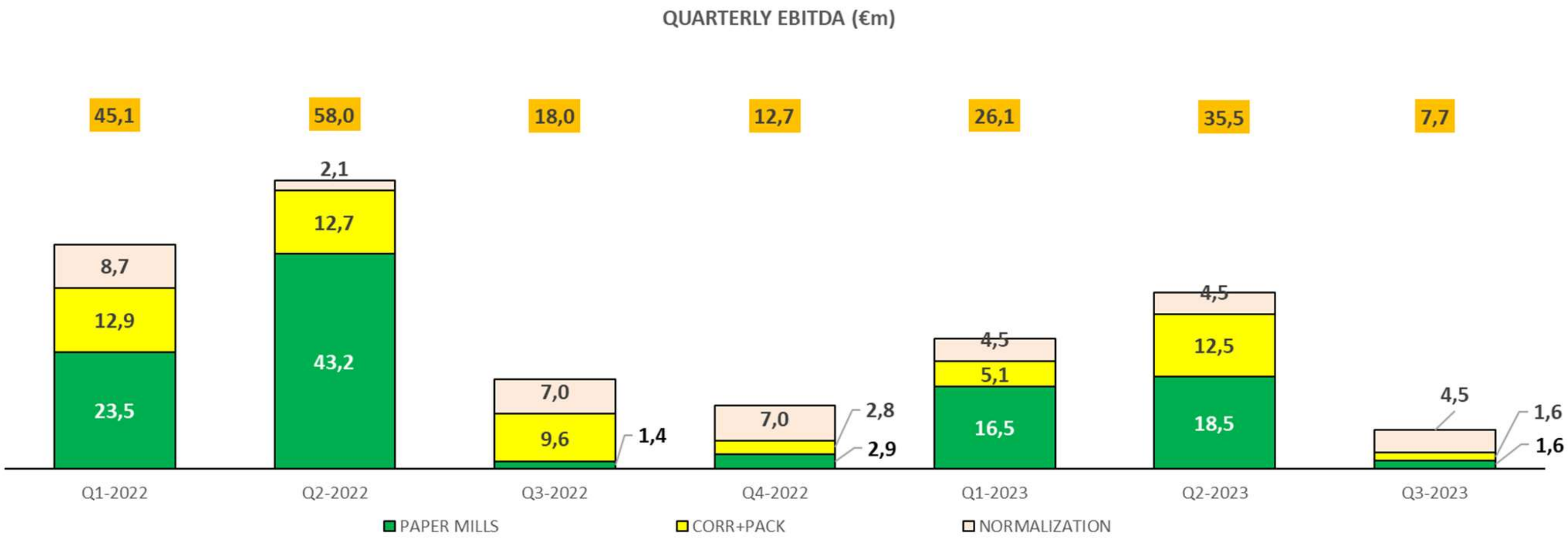




- **Operating expenses** in Q3-2023 were €106m (compared to €164m in Q3-2022) with a % on revenues equal to 97% (compared to 94% in Q3-2022)
- The main changes are:
  - The % of **cost of raw materials** (including gas costs) on revenues was 55% in Q3-2023 compared to 58% in Q3-2022; the gas cost (this item is included in raw materials data) in the period as % of revenues is equal to 13% vs 33% Q3-2022
  - The % of **service costs** on revenues was 26% (vs 23% in Q3-2022); this increase is mainly due to the reduction of turnover.
  - The % of **personnel costs** on revenues was equal to 11% (compared to 8% in Q3-2022)
  - **Personnel count** is as follows:
    - 31.12.2022: 1.150
    - 30.09.2023: 1.086
- Despite the reduction of fixed costs in value, the operating expenses as a % of revenues increased a bit, confirming the reduced sales to the market

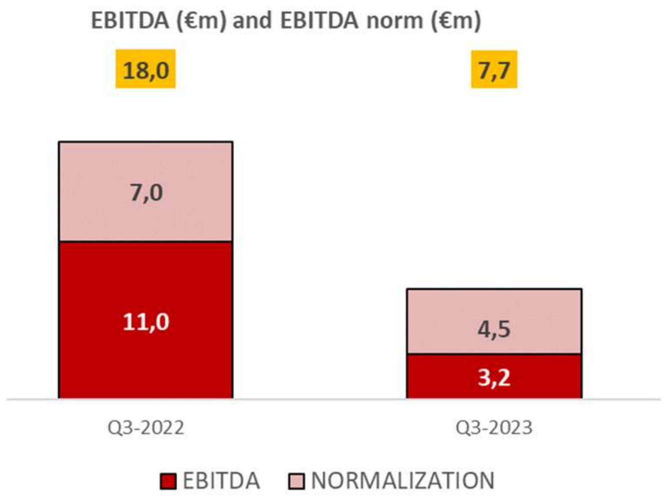


Q3-2023 FINANCIALS – EBITDA BY QUARTER

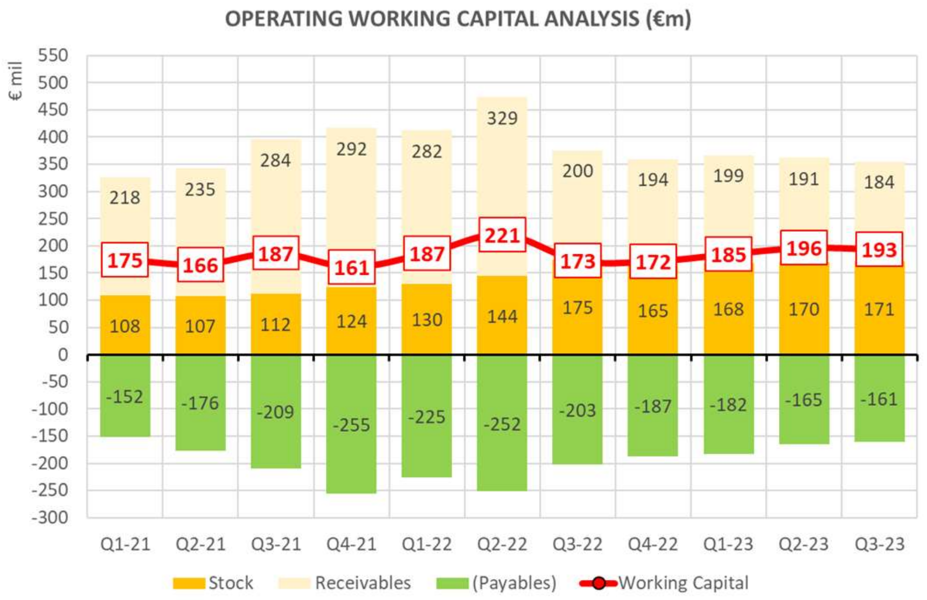


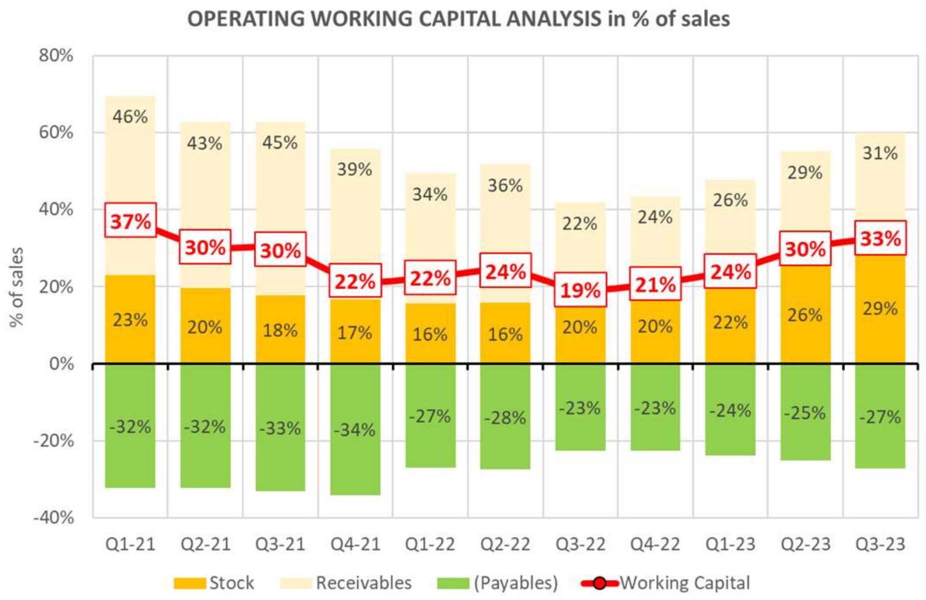
- The **Q3-2023 EBITDA normalized** is equal to €7,7m (7% on revenues) compared to €18m in Q3-2022 (10% on revenues); profitability of Q3-2023 has been impacted by the slowdown of market consumptions and the international competitiveness which operates with very low selling prices

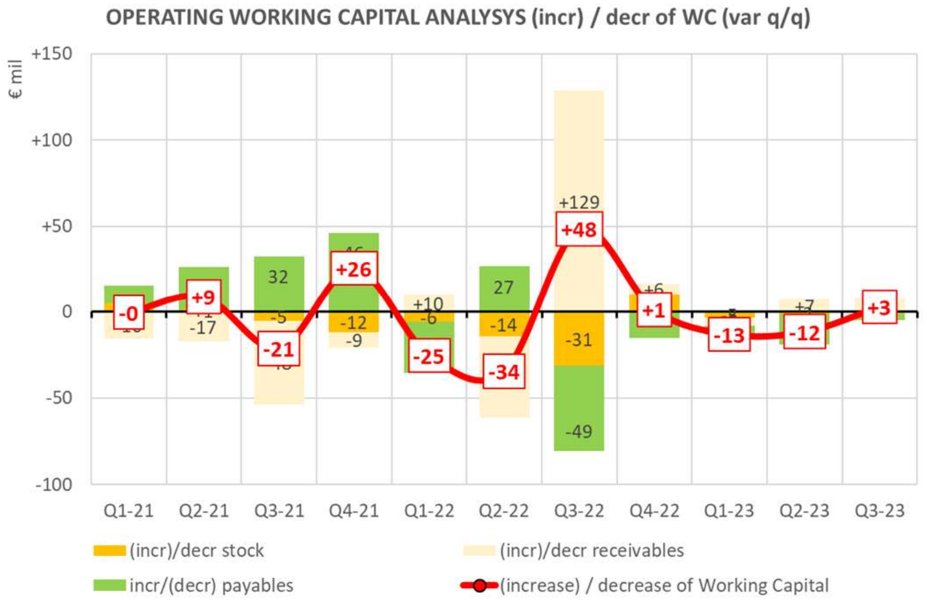
- The quarterly EBITDA chart above shows the results from Q1-2022 to Q3-2023 and the **breakdown of Group EBITDA by business unit**:
  - in Q3-2023 the **paper mills EBITDA** normalized is equal to €1,6m (vs €1,4m of Q3-2022)
  - In Q3-2023 the **corrugator/packaging EBITDA** normalized is equal to €6,1m (vs €16,6m of Q3-2022) of which €4,5m of normalization related to the ramp-up period of Castelbelforte and Tuscany plants)



Q3-2023 FINANCIALS – OPERATING WORKING CAPITAL

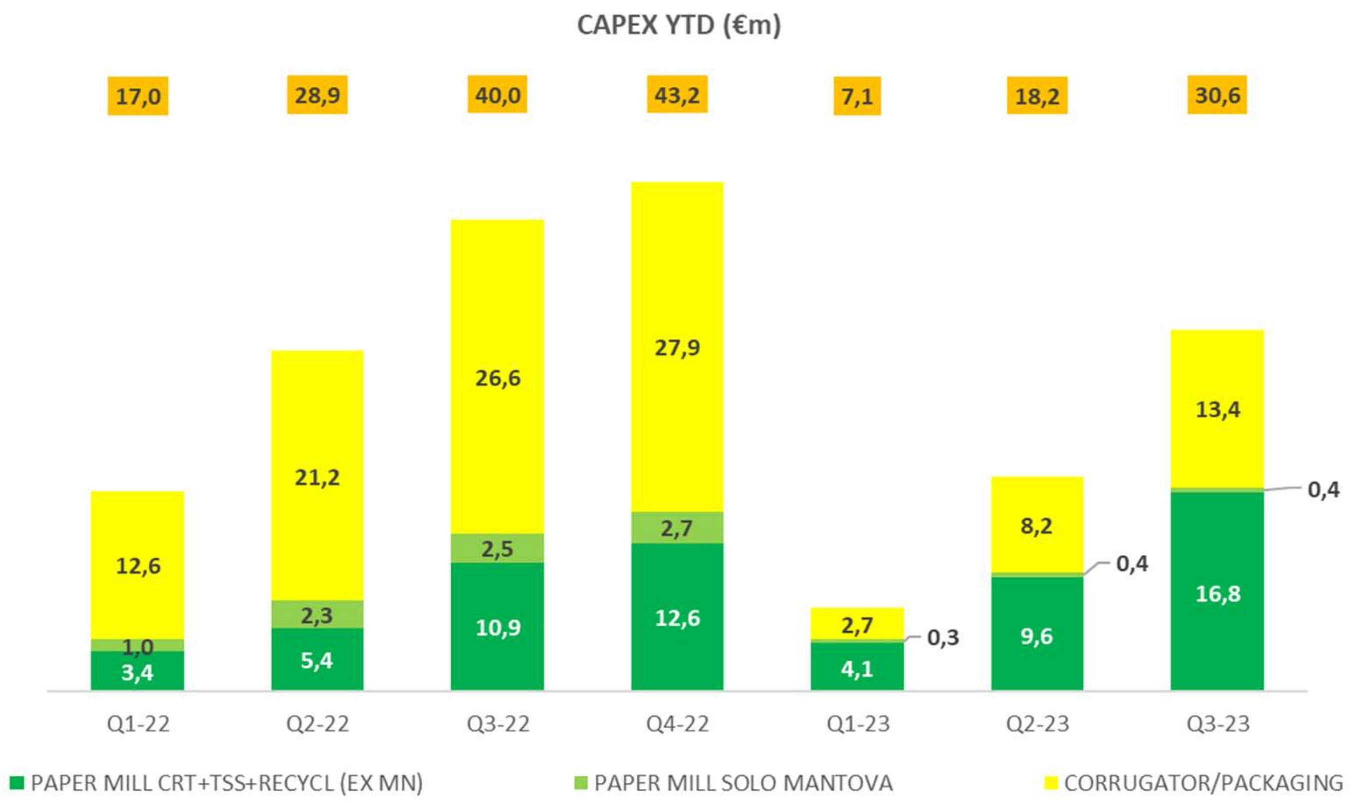






- **The operating working capital** of Pro-Gest Group at 30.09.2023 is equal to € 193m (vs €172m at the end of FY-22) and the cash generation from operating working capital during Q3-2023 has been limited and equal to € 3m
- The **OWC % on sales** at the end of Q3-23 is about 33%, higher than the previous quarters affected by the slowdown of revenue and the dynamics of stocks and payables in value connected with slowdown of volumes

Q3-2023 FINANCIALS – TANGIBLE CAPEX



- The graph shows **year to date investments by quarter** from Q1-2022 to Q2-2023, divided by paper mill and corrugator/packaging business units

- Total investments at 30.09.2023 is equal to about € 30,6m, in line with the budget target; major capex are due to Tolentino (paper pulp preparation machine) and Cartiera di Carbonera (termoforming machine) and by Pro-Gest Tuscany (wet end dry machinery)

Q3-2023 FINANCIALS – EBITDA TO CASH FLOW BRIDGE

PRO·GEST GROUP
paper back to life

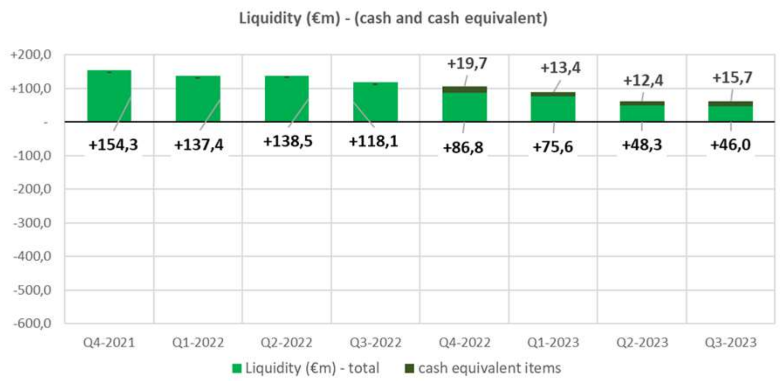
EBITDA TO CASH FLOW (€ mil)	Q1-23	Q2-23	Q3-23	YTD 2023
EBITDA (not normalized)	**21,6**	**31,0**	**3,2**	**55,8**
(increase) / decrease of operating working capital	-13,1	-11,6	2,9	-21,7
(incr) / decr of other items of WC (included TFR)	-18,2	2,0	-9,2	-25,4
Operating Cash Flow (OCF)	**-9,7**	**+21,5**	**-3,1**	**+8,7**
(maintenance&growth capex tangible&intangible)	-7,1	-11,1	-12,4	-30,6
Cash flow after capex	**-16,8**	**+10,4**	**-15,6**	**-22,0**
(incr) / decr of financial invest/equity invest	0,0	0,0	2,0	2,0
increase / (decrease) of other provisions (AGCM)	-4,7	0,1	0,0	-4,6
Cash flow after extraordinary items	**-21,4**	**+10,4**	**-13,6**	**-24,6**
(taxes)	8,2	1,2	6,8	16,2
Operating Post-tax free cash flow	**-13,2**	**+11,6**	**-6,8**	**-8,4**
(interest expenses)	-12,7	-12,3	-12,9	-37,9
Cash Flow (CF)	**-25,9**	**-0,7**	**-19,7**	**-46,3**
(NFP) at the beginning of the period	-503,9	-529,8	-530,6	-503,9
(NFP) at the end of the period	-529,8	-530,6	-550,2	-550,2
Change in NET FINANCIAL POSITION	**-25,9**	**-0,7**	**-19,6**	**-46,3**
check zero	*0*	*0*	*0*	*0*

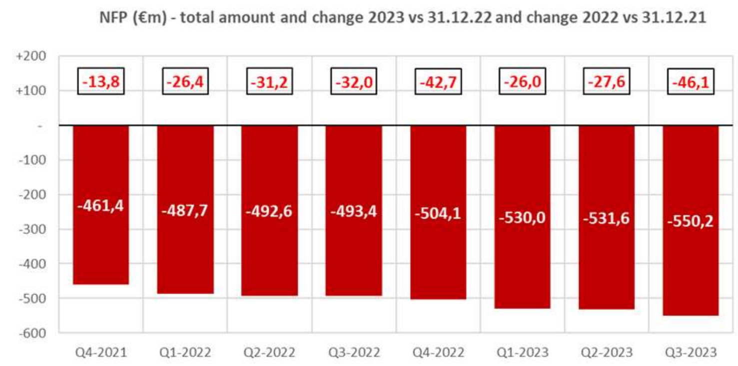
← *The change in "other items of WC" during the YTD 2023 period (equal to -25,4 mil) includes the effects due to some no monetary items considered in several PL items. Mainly due to: taxes (portion of which with positive impact on profit/loss) and derivative financial instruments (totally cashed-in in 2022), but also capex payable (portion not paid as per agreement with the suppliers) and to interest expenses (pik portion)*

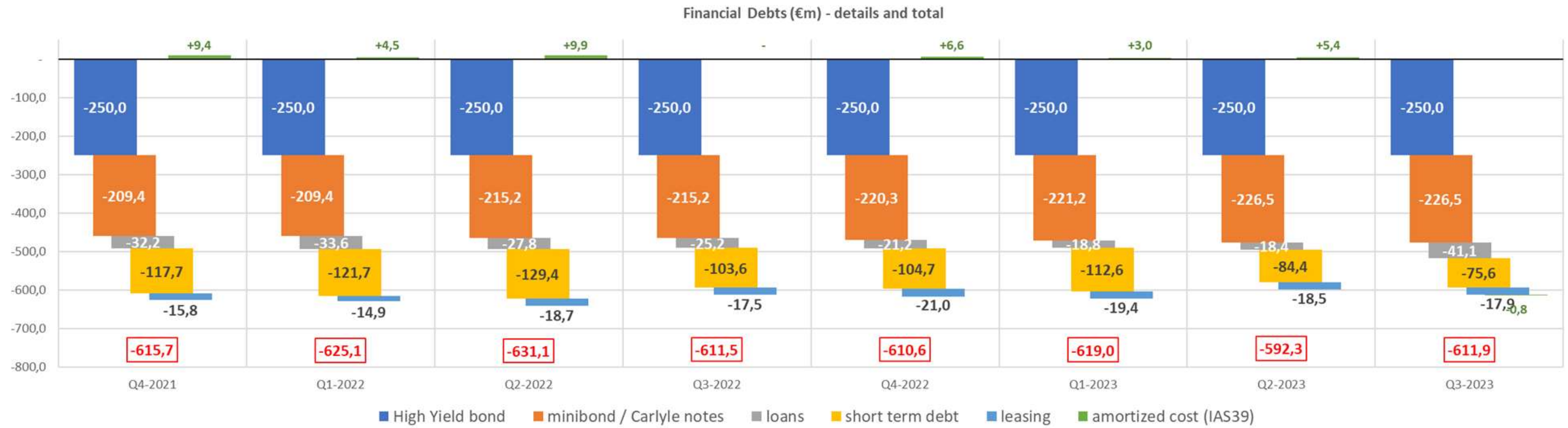
(€/m) - NFP detailed change analysis	Q1-23	Q2-23	Q3-23	YTD 2023
(increase) / decrease of PFL	-8,7	+25,9	-19,6	-2,4
increase / (decrease) of EQUITY	-	-	-	-
increase / (decrease) of LIQUIDITY	-17,3	-26,6	-0,0	-43,9
check zero	*0*	*0*	*0*	*0*

← *During Q3 the liquidity position remains stable (change in Q3-23 is equal to zero) at a level (€46m) in line with Group's needs (cash at group level has fluctuated in the €40m-€45m range over the last three months)*

Q3-2023 FINANCIALS – NET FINANCIAL POSITION







- **Net Financial Position (IFRS9 net of amortized debt issuance costs)** at 30.09.2023 is equal to € 550m; during the Q3-2023, as explained in the previous page, NFP has been affected by the softness of market, by the capex as well as interest expenses. The **liquidity at 30.09.2023 is equal to € 61,7m** (**€ 46,0 mil of cash** and € 15,7m of deposits: this deposit is a usual behavior for the Italian gas suppliers to protect against possible risk of delinquency)
- About the current relationships with key customers and supplier, we have longstanding relationships with most of our customers and suppliers and we have not experienced any deterioration of such relationships
- The **short-term debt** equal to € 76m represents approximately 50% of available credit lines

- Cash and NFP do not include related party securities (€12,5m)

- In the Financial Debts graph the split of some lines could be slightly different from balance sheet representation; the data presented in this graphic are calculated, aggregated and qualified based on management assumptions and therefore might differ from the presentation in the financials statements of the Company"

CURRENT TRADING
OCT-NOV 2023

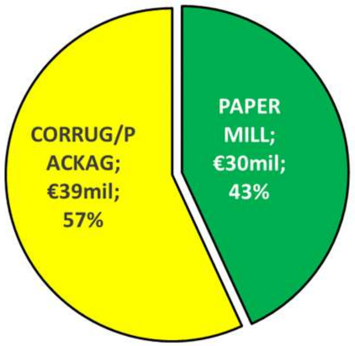
CURRENT TRADING – SALES OCT-NOV 2023 (2 months)

CONSOLIDATED DATA	value (€ mil, var %, var val)				uantity (k-ton o M-mq, var %, var val				price (€/ton o €/kmq, var %, var val)			
OCT-NOV ANALYSIS - CONSOLIDATED DATA	nov-23	nov-22	AC vs PY in %	AC vs PY in val (€mil)	nov-23	nov-22	AC vs PY in %	AC vs PY in Q.Tà (ton o mq)	nov-23	nov-22	AC vs PY in %	AC vs PY in val (€mil)
	AC consunt	AC storico			AC consunt	AC storico			AC consunt	AC storico		
RECYCLING	1,0	0,2	+340%	+0,8	13,9	4,1	+235%	+9,7	75	57	+31%	18
PAPER MILL CRT	9,8	12,1	-19%	-2,3	31,1	16,7	+86%	+14,4	314	720	-56%	-406
PAPER MILL TSS	18,8	19,9	-6%	-1,1	14,4	10,1	+42%	+4,3	1.307	1.969	-34%	-662
CORRUGATORS	19,1	34,9	-45%	-15,8	39,7	47,6	-17%	-7,9	481	732	-34%	-252
PACK INDUSTRY	10,6	14,8	-28%	-4,2	16,5	17,2	-4%	-0,7	643	860	-25%	-217
PACK TAKE-AWAY & BAG	9,4	13,1	-28%	-3,7	22,1	24,2	-9%	-2,2	424	540	-21%	-115
TOTAL (A1 CORE)	68,7	94,9	-28%	-26,3								

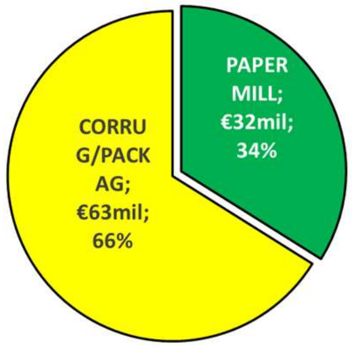
- **Total revenues** (the chart show sales of **A1 core products** only, excluded other sales, related to Oct-Nov 2023 period, i.e. 2 months): total sales show slowdown in value vs last year due to the negative market consumptions affected by inflation rate and market conditions during October and November. Anyway, there are signs of recovery in volumes for paper mills, while there is still lower pricing; Group strategy is oriented to recover market share in paper mill segment, the proceeds with destocking activity in order to generate the best cash flow

- During the entire period of 2023 **Italian market** was impacted by import of products, produced and sold at lower prices since based in countries which operate with better production conditions (energy costs in primis)

OCT-23
NOV-23

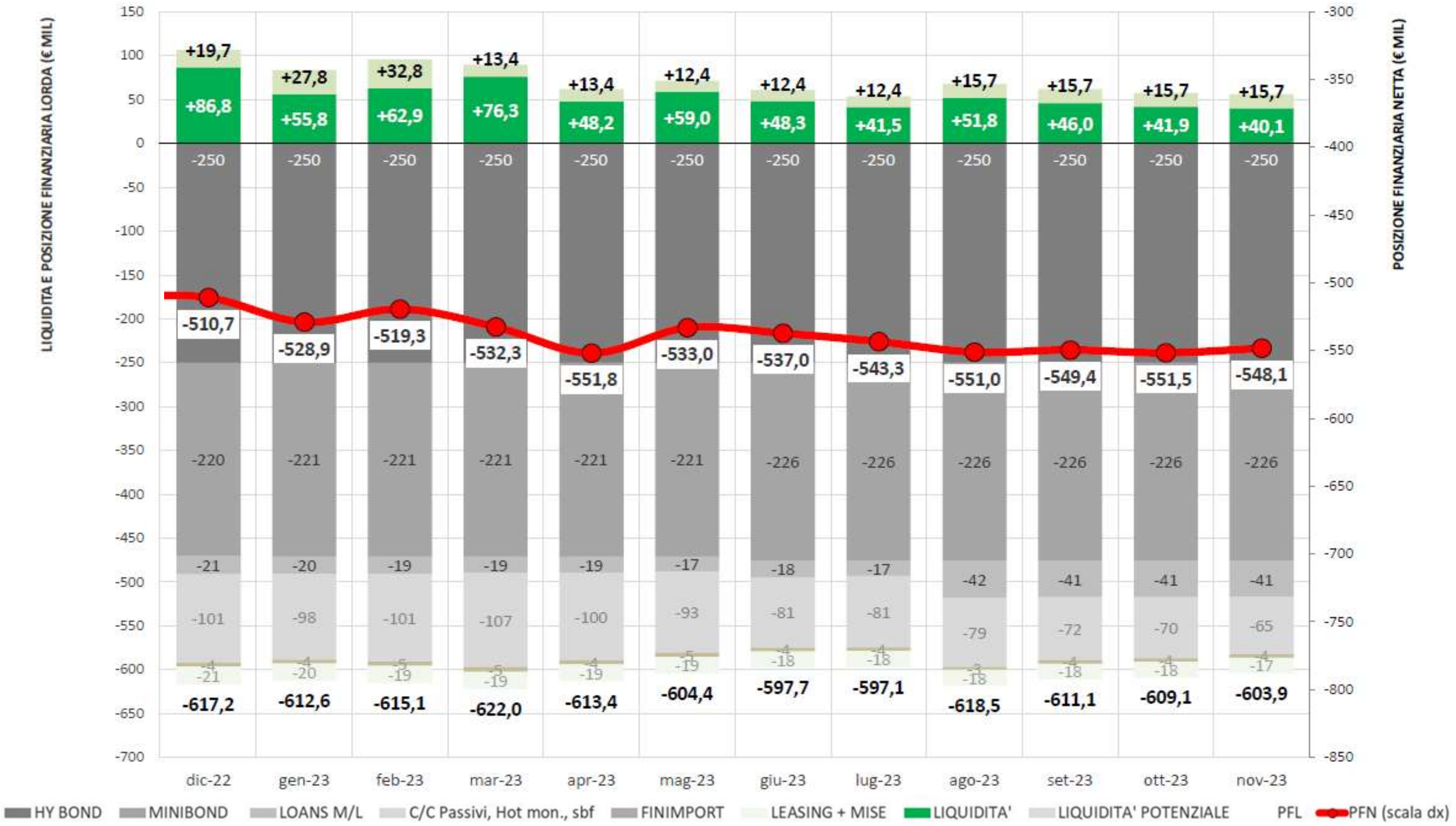


OCT-22
NOV-22



CURRENT TRADING – NFP AT 30.11.2023

PRO·GEST GROUP paper back to life



- **Net Financial Position** (not IFRS9 – see note 1) at the end of Nov 2023 is equal to about € 548m (compared to €511m at the end of December 2022)
- The **liquidity** is equal to €40m and it is lower than the past quarters connected with group sales in the period
- In the last two months (Oct-Nov), even with the slowdown of market consumption and not growing results, the Group has demonstrated its capability to maintain stable the NFP as well as the liquidity

Note (1): the data showed in this page are not expressed adopting IFRS9 accounting standard (i.e. amortized cost) and consequently they are slightly different compared to the data reported in the annual financial statement and interim financial statements as well as in previous slides illustrating the quarterly trend of NFP

COMMENTS ON BUSINESS PLAN IMPLEMENTATION

- Second half of 2023 confirmed **the softness of market scenario**, marked by a slowdown of consumptions, due to high inflation rate, adverse financial market conditions (Central Banks tighter monetary policies) and persistent destocking activity by customers. Based on currently available information, we expect that the market conditions will stabilize/improve starting from December as mentioned in the previous slides

- **Projections for year end** show for the last quarter of 2023 both turnover and EBITDA margin (in %) in line with the previous months. These recent results should be the turning point of this downwards market trend

- **Total liquidity around € 56m at the end of November (of which € 40m cash** and € 16m cash equivalent) should guarantee support for any business needs

- Regarding the appeal against the **fine imposed by the Italian Competition Authority ("ICA")**, the Council of State's judgement has been published on March 22, 2023. The judgment partially upheld the appeal and as a result, in partial reform of the contested judgment, upheld the first instance appeal limited to the amount of the fine and delegated ICA to redetermine it. Pro-Gest Group is still awaiting the new quantification of the fine and, as acknowledge by the ICA, starting from April 2023 the instalment payments have been suspended until the ending of the procedure for the redetermination of the fine. The Group has already paid approximately 70% of the amount of the fine in recent years, for a total of approximately € 31.8 million, of which € 4.6 million this year. The fine redetermination procedure is still underway before the ICA but based on the elements currently available it is reasonably expected that the fine may be reduced. However, the amount of the reduction cannot be determined at this moment. Furthermore, Pro-Gest has challenged the judgement of the Council of State with an appeal for revocation. Therefore, the ICA fine provision could still be cancelled in whole or in part.

REFINANCING PROCESS AND LIQUIDITY

PRO-GEST GROUP
paper back to life

REFINANCING PROCESS

- Full line-up of Dedicated Advisors
  - we are developing a new business plan with the support of all our advisors
  - we are evaluating various strategic options in connection with our capital structure in order to ensure the best possible solution for the group and its stakeholders
  - Further updates will be communicated in due course, in compliance with applicable laws and the provisions of our outstanding indebtedness

- Upcoming Maturities Management
  - Optimizing the capital structure has always been a key priority for the Group, to ensure a sustainable and long-term growth
  - Together with our advisors we are currently evaluating different strategies to address such maturities. We are carefully assessing several options, based on current market conditions and other factors, which range from the disposal of some assets, to the refinancing indebtedness as a whole, to possibly execute equity injections and other available options (or a combination thereof). As always, we will communicate any further updates in due course, in compliance with applicable laws and the provisions of our outstanding indebtedness

- Process Highlights
  - As highlighted, various options are currently being considered (including asset sales/refinancing indebtedness/equity injections) to address the refinancing
  - we are undergoing a disposal process of some non-core real estate assets of the Group, as well as other minor non-core assets. We expect the completion of these disposals within 2024
  - the mid-term strategy of the Group may envisage the disposal of some corporate assets (i.e. plants/facilities) to allow for an improvement to the overall capital structure of the Group. Nevertheless, we envisage such disposals to take place following the refinancing of the current indebtedness
  - we will provide additional details as soon as possible, once the refinancing strategy will have been finalized by the company, together with its advisors
  - we confirm that no default is ongoing in respect of any of our outstanding indebtedness

REFINANCING PROCESS AND LIQUIDITY

LIQUIDITY

- Trend of liquidity position
  - we are aware of the tight liquidity situation and the Group is closely monitoring its liquidity position and executing appropriate measures to maintain it in line with Group's needs (cash at group level has fluctuated in the €40m range over the last months, incl. November current trading)

- Working capital and relationships with key customers and suppliers
  - we have started a destocking process through international broker aiming at reducing the level of inventory (mainly reels). A plan for monthly destocking activity has been defined and is under implementation
  - we have longstanding relationships with most of our customers and suppliers and we have not experienced any change of such good relationships

PRO·GEST GROUP

paper back to life