

Press Release

**THE BOARD OF DIRECTORS OF EPTA S.P.A.
APPROVES THE 2023 INTEGRATED FINANCIAL STATEMENT**

**Revenues continue to grow, rising to €1,432m (+5% vs 2022)
with a double-digit marginality**

**Adjusted EBITDA of €144m (+17% vs 2022) and
Net Income over €56m (+13%)**

**Laid the foundations for further development in Central-Northern Europe
through the joint venture with Viessmann Refrigeration Solutions**

Milan, 3rd April 2024 – The **Board of Directors of Epta S.p.A.** - the parent company of the Epta group, an independent global player specialising in the commercial refrigeration sector- examined and approved the **integrated financial statement as at 31 December 2023**.

In **2023** the Group's **Net Revenues** amounted to **€1,432m**. A **5%** growth compared to 2022, which affected all three business units in which the Group operates - Retail, Food & Beverage and After Sales - and, geographically, particularly the Americas (**€312m**, +18% over 2022) and EMEA (**€1,028m**, +3% over 2022), while in APAC, revenues amounted to approximately **€92m**, (-10% over 2022).

The growth in Group revenues has been accompanied by an increase in profitability in double digits thanks to an improved product and service mix in some key countries, which rewarded Epta's superior offer compared to its competitors in terms of sustainability and efficiency and the continuous investments made in this area over the years.

During 2023, the Group also laid the foundations for a further phase of consolidation and development in the Central-Northern European markets, following the announcement on 9 November of the closing of the joint venture deal with Viessmann Refrigeration Solutions ('VRS') and the acquisition of the refrigeration business of HEIFO GmbH & Co. KG.

*"Today we are presenting some excellent results, which are the outcome of our most valuable resource: 8,000 people working together and forming a cohesive team dedicated to the success of a family business that has become a leading market player. To them goes my first and deepest gratitude" the words of **Marco Nocivelli, Chairman and CEO of Epta S.p.A.** "Many are the aspects of this 2023 that make me proud and optimistic for the future: the excellent results of Euroshop, the confirmation of our foresight in investing in natural refrigerants, but, most of all, the ability to convince two other family companies that share our values to marry our project of growth and consolidation".*

THE GROUP'S MAIN FINANCIAL RESULTS¹ IN THE 2023 FINANCIAL YEAR :

- **Net Revenues 2023 of €1,432m** (+5% compared to 2022). Geographically, 72% of sales were generated in the EMEA region, 22% in the Americas and 6% in the Asia-Pacific region. **Adjusted EBITDA of €144m** (+17% compared to 2022), with an EBITDA margin of 10,1%.
- **Net profit of €56m**, up 13% from €50m in 2022.
- **Net debt as at 31 December 2023 of €192m**, slightly up on the previous year and mainly attributable to the acquisitions made during the year. The Group's financial structure remains very solid, with Net Financial Debt at 1.33 times EBITDA and 39.1% of Shareholders' Equity.

M&A STRATEGY AND CONSOLIDATION OF MARKET LEADERSHIP

On 9 November 2023, Epta announced a double closing in the Northern European market through the closing of the joint venture transaction with Viessmann Refrigeration Solutions ('VRS') and the acquisition of the refrigeration business of HEIFO GmbH & Co. KG..

¹ The figures include the effects of the two extraordinary operations of the joint venture with Viessmann Refrigeration Solutions('VRS') and the acquisition of the refrigeration business of HEIFO GmbH & Co. KG.

As a result of the Joint Venture between Epta and VRS, Epta Central North Europe B.V. was born. With more than 400 million in sales and 1,600 employees, it will strengthen the leadership of Epta and VRS in the Central and Northern European region, expanding the network and ensuring that customers and partners of both companies will benefit from a broader range of products and services resulting from the synergetic integration of their respective activities.

Epta's presence in the Northern European regions is further strengthened by the acquisition of the refrigeration business of HEIFO GmbH & Co. KG. (HEIFO). With a turnover of around €25 million in 2022 and over 120 employees, HEIFO is a fourth-generation family business with expertise in industrial and commercial refrigeration services as well as professional air-conditioning and food industry solutions. Founded in 1856, the company has over 160 years of experience in the development and implementation of professional air-conditioning and industrial refrigeration solutions.

2023 INVESTMENT PLAN - SUSTAINABLE INNOVATION

The Epta Group's entrepreneurial formula finds concrete expression in a strategy developed around the pillar of sustainable innovation, where profit and economic-financial growth guarantee the necessary investment to support continuous innovation, skills development and social and environmental sustainability, priority and fundamental elements of strong sustainable and lasting value creation. Within this framework, consolidated **investments worth around €34m were made in 2023**, continuing to focus on product and process innovation in order to provide innovative technologies in compliance with new regulations, health and environmental safety, and, at the same time, continuing to focus on the digitisation of production processes and services.

Epta's sustainable innovation saw its showcase par excellence in February 2023, with its participation in **Euroshop**, the world's leading trade fair for the refrigeration sector held in Dusseldorf, where the Group presented its vision for the future of Retail: **Innovation Reloaded. The Epta Sustainable System.**

A journey towards responsible innovation, concretely represented by three "**Green Facts**" that the company wanted to present and that respond in a concrete and innovative way to key issues

such as the search for innovative, natural technologies that respond to climate change, follow the new paradigm of the circular economy and guarantee the best energy efficiency in the category.

Thanks to the commitment of the R&D function, with 270 people in 11 locations and in collaboration with an Innovation Center dedicated to scouting the technologies of the future, Epta's sustainable innovations are today a technological vanguard in the field of commercial refrigeration and a true benchmark for the entire sector. Further confirmation comes from the recent introduction of the new regulation on F-gas, which rewards the Group's pioneering vision of focusing for years on natural refrigerants such as CO₂

ECONOMIC SITUATION - MANAGEMENT OUTLOOK

Recent international events have led to multiple issues affecting the stability of the global economy, including conflicts between countries, inflation rates, energy instability and uncertainty in the global banking sector.

Despite this, the operating information available after 31 December 2023 shows revenue and order trends in line with the 2024-2027 strategic Plan approved by the Company's Board of Directors.

Prices of materials and components are fairly stable compared to the 2023 financial year, while logistics and energy costs could increase as a result of the current geo-political scenario in the Middle East.

In terms of production, as of the date of approval of the financial statements, the Group did not encounter any particular problems in terms of the operational continuity of its production plants. The geographical diversification of its activities and the size of its warehouse meant that the Group did not have any particular problems in terms of procurement flows.

In general, Epta will continue to follow the guidelines defined in its Strategic Plan during 2024. In particular, it is planned to continue the process of integrating and consolidating the acquisitions made over the last few years, and in particular those made during 2023, in order to fully achieve

the expected synergies. It is then planned to continue with innovation and digitalization activities aimed at improving the Group's competitiveness.

Epta. Advanced solutions for your store.

EPTA – A multinational group specialising in commercial refrigeration, it operates worldwide through its brands **Costan** (1946), **Bonnet Névé** (1930), **Eurocryor** (1991), **Misa** (1969), **Iarp** (1983), and **Kysor Warren** (1882). Epta positions itself on the domestic and international markets as a partner capable of producing and marketing complete refrigeration systems, thanks to the integration of specific product lines such as: traditional positive vertical and semi-vertical, vertical and negative horizontal refrigeration counters, incorporated unit counters (Plug-in) for the Retail, Food & Beverage and Ho.re.ca sectors, medium and large power units and cold rooms, and a complete portfolio of pre- and after-sales services. Headquartered in Milan, it has more than 8,000 employees, several production sites in Italy and abroad, and a capillary technical and commercial presence all over the world, guaranteed by more than 40 technical-commercial branches.

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