



ORSERO GROUP

We draw the world closer, every day.

July 2026



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We draw the world closer, every day.

- **The Orsero Group distributes and markets fruit and vegetables from all over the world.**
- **We're known for delicious fruit and vegetable products, as well as for our authenticity and integrity.**

We can rely on a **complex supply chain** to satisfy the needs of clients and consumers every day of the year.

The **relationships of trust** developed and consolidated over the years with our suppliers and customers and the attention to the quality of our products from their origin are the key elements of our success.

Today Orsero S.p.A. is **listed on Euronext STAR Milan** managed by Borsa Italiana S.p.A.



Agenda

- **Group overview**
- **Investment case**
- **Sustainability**
- **Financial historical trend**
- **Appendix**



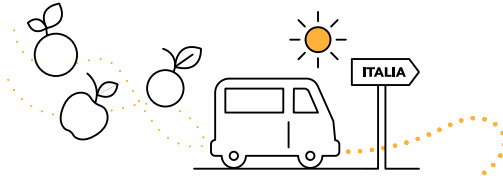
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Our 80 years story.

THE BEGINNING

1940s We start distributing fruit and vegetables in Italy.

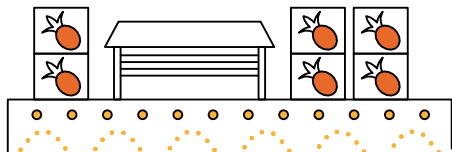


1970s We start distributing and importing exotic and Counter seasonal fruit throughout the Mediterranean region.



INTERNATIONALITY

1980s We buy banana farms in Costa Rica and companies specialised in banana ripening and distribution in France.



Reefer Terminal is established in the port of Savona-Vado to handle and store fresh products.

1990s We invest in Italy, Portugal and Greece and build the first refrigerated naval fleet, the Cala Bianche, to carry fresh products.



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CONSOLIDATION

2000 We start the construction of the second fleet, the Cala Rosse, which is larger and still in operation, and continue expansion in Italy and Spain.

2012 We launch the F.lli Orsero brand on the European market. We reorganise and strengthen the Group's management structure.

THE LAST DECADE

2017

- We take the name Orsero S.p.A. after the merger with Glenalta Food and get listed on the AIM Italia stock market managed by Borsa Italiana.

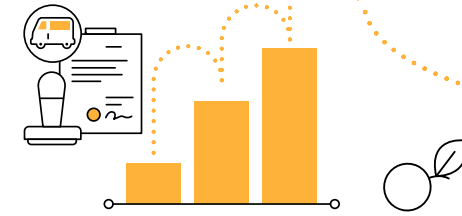
We expand distribution by acquiring control of Fruttital Firenze and Galandi in Italy, and Hermanos Fernandez Lopez in Spain.

2018

- Hermanos Fernandez Lopez enters the share capital of Bonaoro and Sevimpor in the Canary Islands.

2019

- We acquire the Fruttica Group, we consolidate Fruttital Cagliari.
- On 23 December our Group's shares are listed on the STAR segment of the Italian Stock Exchange.
- We continue the expansion of Fresh-Cut products by opening three centres in Molfetta, Verona and Cagliari.



2020 We consolidate Moncada Frutta. Start of collaboration with FEBA (European Food Banks Federation) and Banco Alimentare Italia, fighting waste.

2021

- We create a new Group Function dedicated to sustainability and join the UN Global Compact.
- We publish our first Sustainability Strategy.
- We acquire 50% of Agricola Azzurra.

2022 In France, we acquire 80% of Blampin Groupe and 100% of CAPEXO, finalising the purchase in 2023.

2023 We acquire a building intended for the expansion of the Verona warehouse.

2024 We establish the joint venture "I Frutti di Gil", a collaborative project with Cerchia Holding, focused on developing and expanding the berry categories.

2026

- We are awarded the contract to become one of the two exclusive operators for the import and distribution of Madagascar lychees in Europe.
- We acquire a new logistics and distribution hub in Vigo, northern Spain.
- We enter a new geography, the United States, thanks to a strategic partnership with Trucco Holdings Inc.



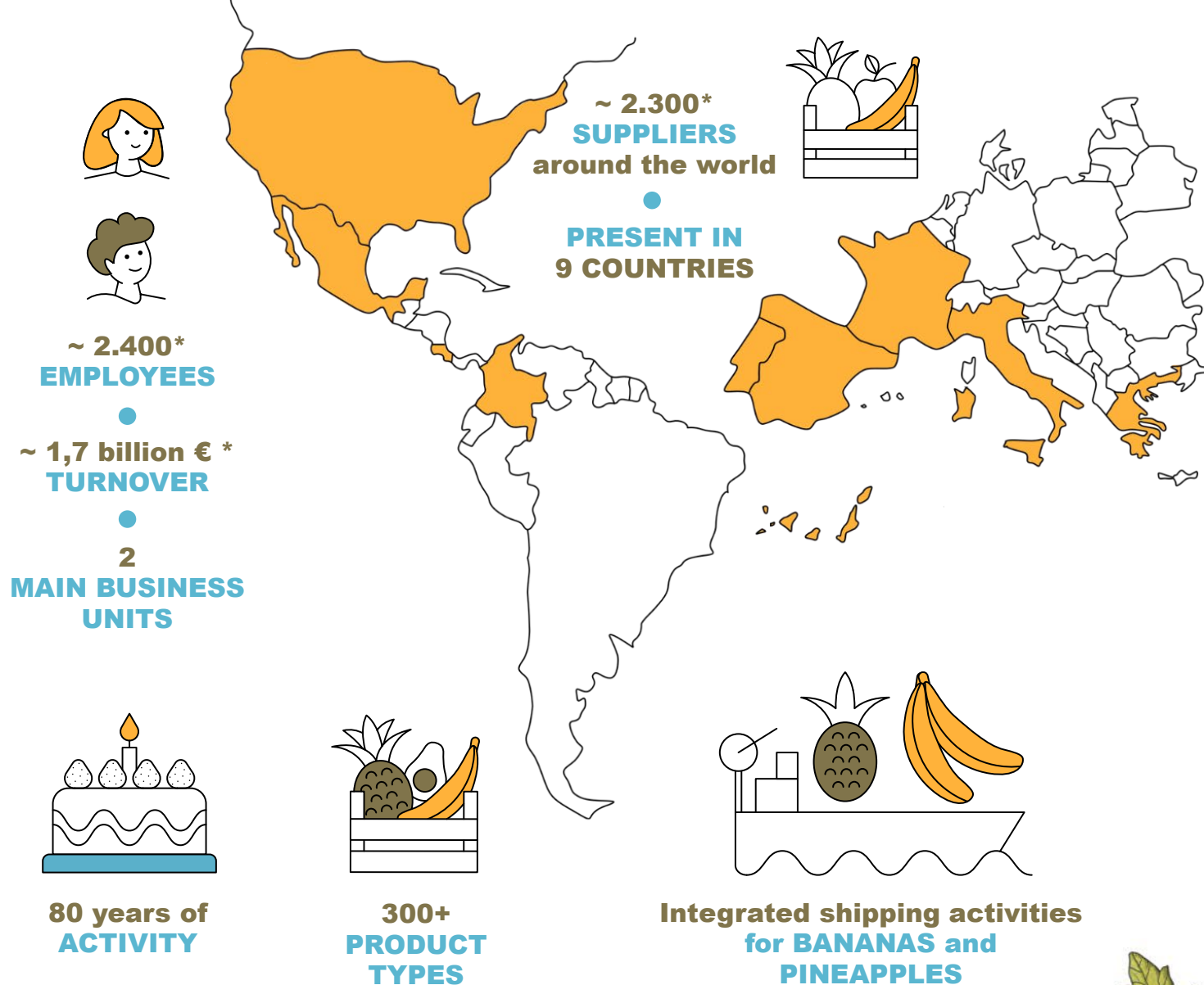
Our Group, at a glance.

Around the world, our Group is seen as a symbol of **Italian excellence, tenacity and success.**

We are local. We are global.

We are a network of companies based in Europe and Central America.

From a small family business in the Italian Liguria, we have grown to become the **distribution leader in Mediterranean Europe.**



* 2025 Financial Report



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Governance & Shareholders' structure

Shareholders*

Board of Directors

10 members, including:



Paolo Prudenziati
Chairman



Raffaella Orsero
Deputy Chair & CEO



Matteo Colombini
CEO

4 Committees of independent or non-executive directors

Remuneration and Nomination • Control and Risk
• Related parties • Sustainability

Analyst coverage

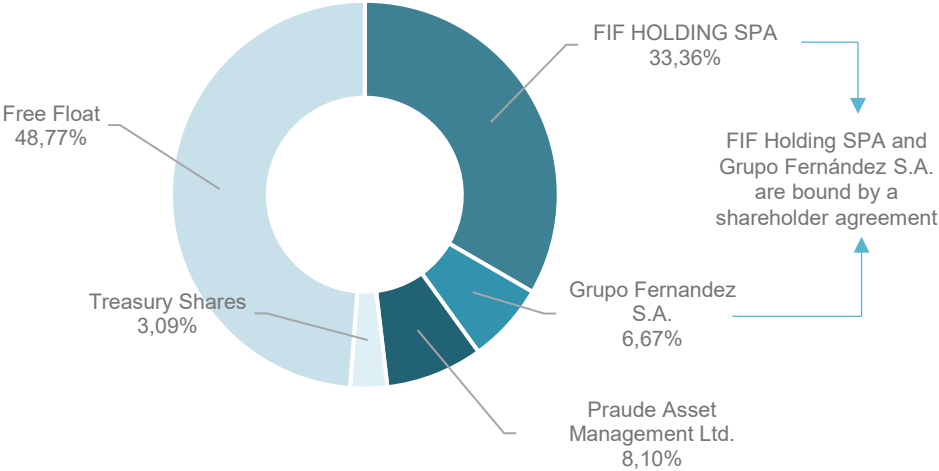
BANCA AKROS – Andrea Bonfà
INTESA SANPAOLO-IMI CIB – Gabriele Berti
TP ICAP Midcap – Mathias Paladino

Advisors

Specialist: INTESA SANPAOLO-IMI
Auditing company: KPMG

% ON SHARE CAPITAL

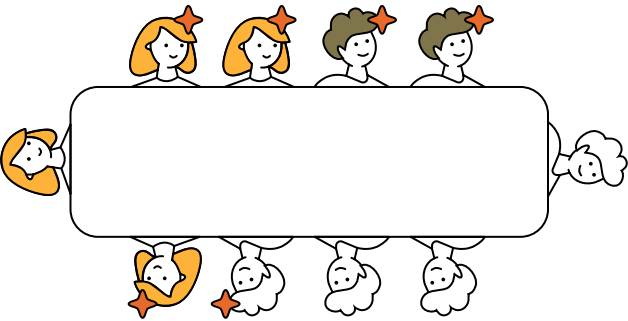
Total shares 17.682.500. Treasury shares 545.719*



★ 60% – Independent members

40% – Underrepresented gender

20% – Minority list

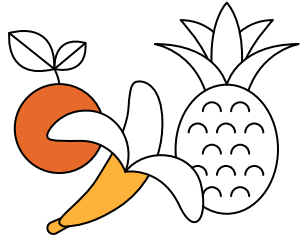


* Already considered the full allocation for the script dividend and LTI plan.



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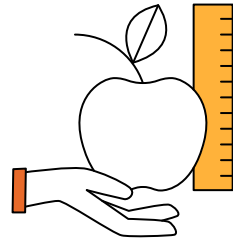
Our strength in numbers*



Turnover

1.701

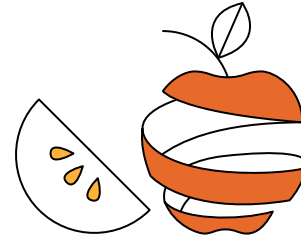
Million €



Adjusted EBITDA

87

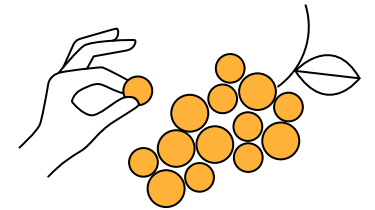
Million €



Net profit

30

Million €



Shareholder's equity

274

Million €

* 2025 Consolidated data



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Investment case



Business model • The whole value chain within our reach

Our **focus on quality** has guided us over the last 80 years to stay true to our goal: **provide our clients and customers with the best fruit and vegetables from all over the world, in every season.**

We maintain a wide diversification in terms of origins, sourcing our products from different farmers even within the same regions.

Likewise, we boast a wide and diversified client base, which spans from supermarkets to small retailers.

Managing and monitoring the entire value chain, with safety and quality checks at every stage, allows us to maintain the freshness and quality of our products and achieve excellence in service.



Focus on distribution • Our products

DISTRIBUTION SALES BY PRODUCTS

2016*

2025*

**TROPICAL
STAPLE
PRODUCTS**

Bananas,
pineapples

AVAILABLE ALL YEAR ROUND, THE
BACKBONE OF OUR PORTFOLIO

41%

20%

**HIGH VALUE
ADDED
PRODUCTS**

Exotic fruits,
kiwi fruits,
berries, table
grape, fresh-cut

HIGHLY PROFITABLE PRODUCTS

24%

42%

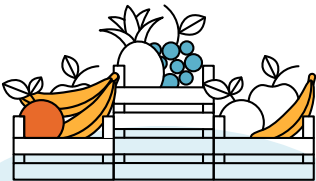
**OTHER FRESH
STAPLE
PRODUCE**

Citrus, apple/pears,
tomatoes, salads,
platano canario,
others

MUST-HAVE SEASONAL/REGIONAL
PRODUCTS

35%

38%



**300+ product families
of fruit and vegetables
distributed every day**

**+890.000 TONNES
of fruit and vegetables
marketed every year**

In Italy, avocado and berries, two of our primary focus products, experienced growth in consumption with a compound annual growth rate of 18% each during the period 2019 - 2025 (source: CSO Italy).



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* Mix calculated on Distribution BU aggregated sales



Focus on distribution • Our global supply partners

SUPPLY BY MACRO ORIGIN (€)

Bananas,
pineapples

20%

~ 30% of
produce

Domestic
produce

24%

~ 70% of
produce

EU produce

13%

Extra EU
produce

43%

PURCHASING PRICING SCHEME*

Three main possibilities:

A. Fixed purchasing prices

An annual contract of sale is clear to both parties, no flexibility allowed for market fluctuations. Market risks are on the account of Orsero but sometimes purchases are made on a weekly basis. Products: chiefly bananas and pineapples.

B. Free consignment like

The return for the grower is defined only after all the products are sold, deducting from selling prices direct expenses (packaging, handling, transportations) and a commission for Orsero to cover warehouse and GS&A costs. This scheme is only feasible on the base of trusted and longstanding relationships. Sometimes, a profit split scheme is also deployed. Growers keep the most of market risks and opportunities. Products: seasonal and counter seasonal campaigns.

OR

C. Minimum guaranteed price

A minimum guaranteed price is common in the fresh fruit and vegetable trade. It provides the growers with a minimum return, while the rest will depend on market conditions. This scheme allows for greater flexibility than fixed price, growers and Orsero partially share the market risks and opportunity. Products: seasonal and counter seasonal campaigns.



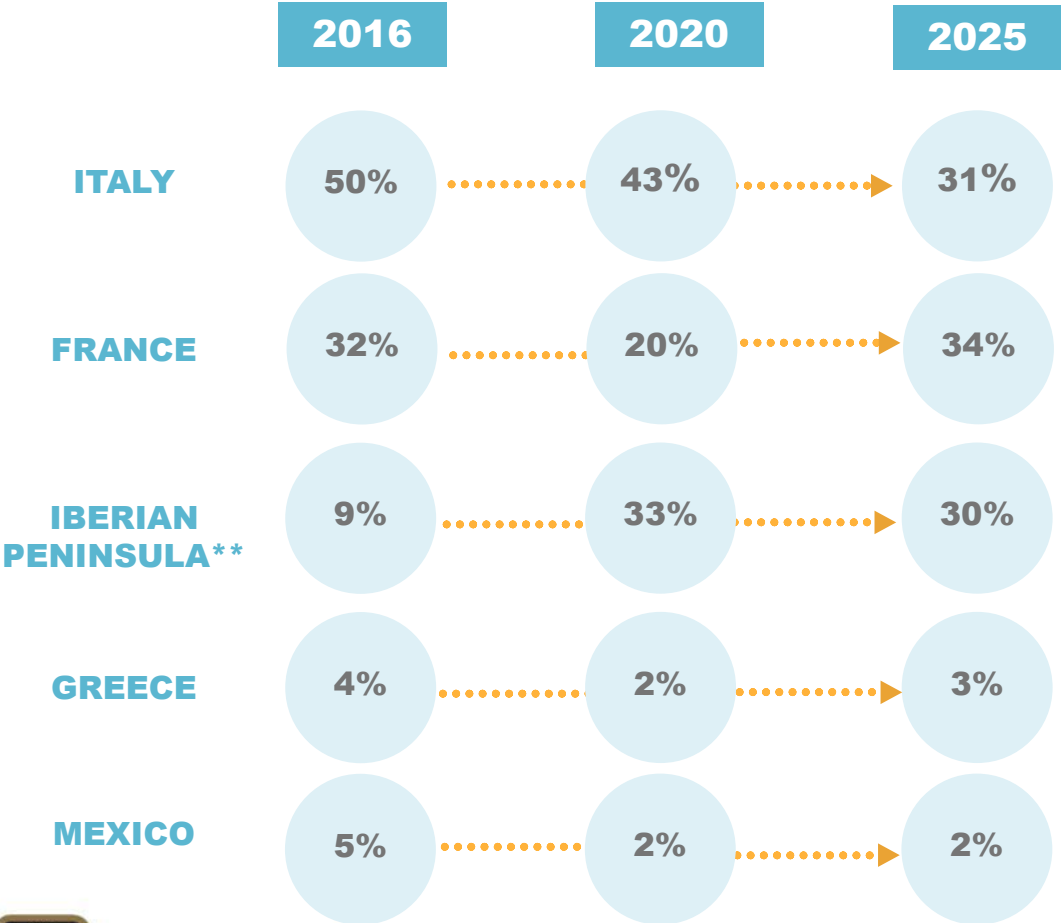
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*Rif. <https://www.cbi.eu/market-information/fresh-fruit-vegetables/doing-business>

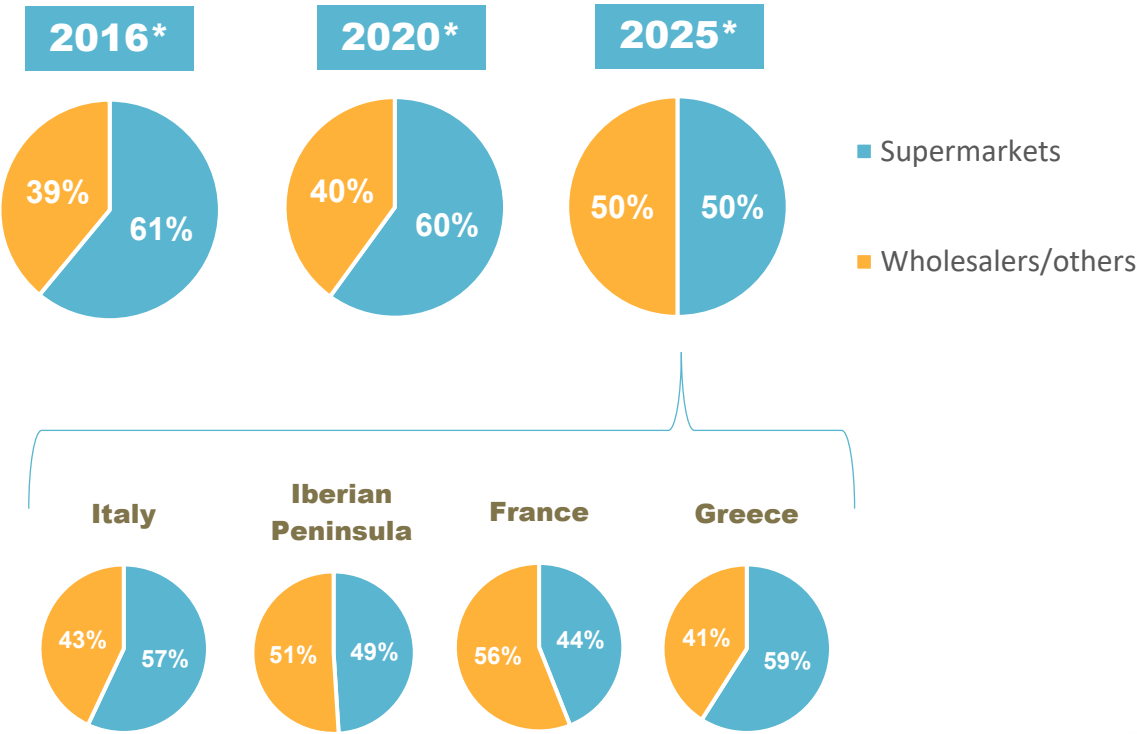


Focus on distribution • Strategic balance is key

DISTRIBUTION SALES BY COUNTRIES



EU DISTRIBUTION CHANNEL SALES MIX



* Internal reporting statistics. Mix calculated on Aggregated Gross Sales
** Pre-acquisition of Hermanos Fernandez Lopez

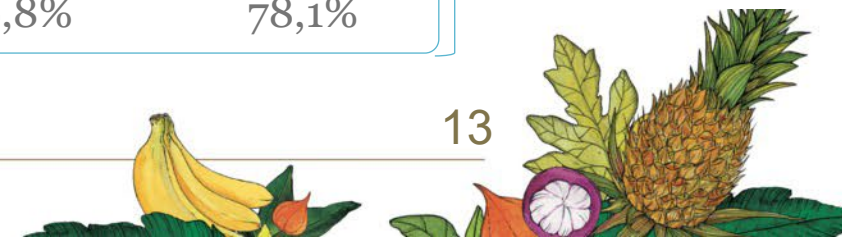


Focus on distribution • KPIs

	2020	2021	2022	2023	2024	2025
Revenues	982,8	1.000,5	1.091,7	1.453,0	1.496,1	1.620,4
Gross margin	114,2	116,2	128,0	199,5	196,0	206,4
% to revenues	11,6%	11,6%	11,7%	13,7%	13,1%	12,7%
Adjusted EBITDA	36,7	35,4	35,0	73,7	69,1	70,4
% to revenues	3,7%	3,5%	3,2%	5,1%	4,6%	4,3%
Capex ***	13,0	13,3	13,7	12,8	20,5	11,5
OFCF*	19,3	17,9	16,8	54,2	41,3	48,9
Cash conversion**	59,9%	57,4%	55,0%	80,9%	66,8%	78,1%

Stable period gross margin, which registered a spike in 2023 thanks to the acquisitions and the excellent F&V campaigns, which continues into 2025

Capex kept under control. 6-year average cash conversion equal to ~56%



Focus on shipping • Bananas and pineapples

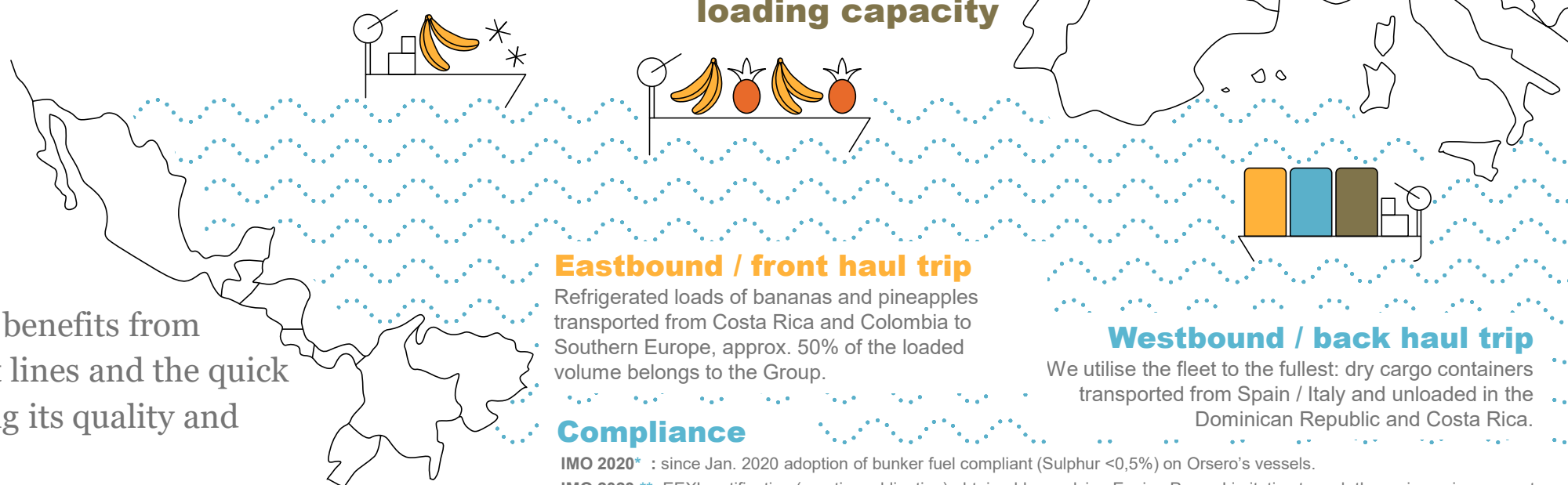
The Group operates a weekly refrigerated transport service for 4 sister ships "Cala Rosse" (built in 1999/2000), under its ownership, and 1 leased ship.

Time-sensitive product benefits from our dedicated transport lines and the quick debordering, maintaining its quality and freshness.

Our property ships allow us to directly control the volatile costs of transport of our main all-year products.

5 SHIPS with refrigeration systems

~10.500 PALLETS loading capacity



Eastbound / front haul trip

Refrigerated loads of bananas and pineapples transported from Costa Rica and Colombia to Southern Europe, approx. 50% of the loaded volume belongs to the Group.

Westbound / back haul trip

We utilise the fleet to the fullest: dry cargo containers transported from Spain / Italy and unloaded in the Dominican Republic and Costa Rica.

Compliance

IMO 2020* : since Jan. 2020 adoption of bunker fuel compliant (Sulphur <0,5%) on Orsero's vessels.

IMO 2023 **: EEXI certification (one-time obligation) obtained by applying Engine Power Limitation to curb the main engine power to max 13,000 kW;

CII, a carbon intensity rating ranging from A to E, to be reported each year to keep a minimum C grade, if lower remedy plans are allowed.

EU ETS *** : since Jan.2024 a carbon emission allowance scheme applies to ships calling EU ports.

FUEL EU ****: since 1 Jan. 2025, ships trading within the EU or European Economic Area (EEA) must achieve a 2% reduction from the 91.16 gCO₂e/MJ baseline, which represents the average GHG intensity of energy consumed in 2020. In addition, onshore power supplies must be used at all relevant ports from 2030.

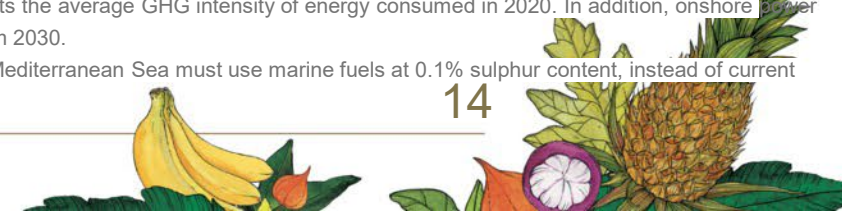
SECA *****: from 1st May 2025, ships in the Mediterranean Sea must use marine fuels at 0.1% sulphur content, instead of current levels of 0.5%.



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* IMO website - low sulphur
** IMO website - EEXI-CII FAQ
*** EC website - EU ETS

*** FuelEU Maritime
**** SECA



Focus on shipping • Bananas and pineapples

The Shipping BU represents an opportunity for the Group, allowing for:

a more **vertically integrated value chain** in the bananas and pineapples division

52 week/year sales of bananas and pineapples, our **staple products** par excellence

control over the freight **rates** spikes

punctual and trusted transport **service**

sell refrigerated loading capacity to **third parties** on the front haul trip

sell containers loading capacity to third parties on a spot basis on the back haul trip



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Loading factor:

2016	2019	2025
90%+	90%+	90%+

Captive use:

2016	2019	2025
~34%	~45%	~45%

Round trip duration:

2016	2019	2025
28 days	35 days	35 days

In **2019**, we added to our refrigerated fleet "**Cala Rosse**", one **leased ship** to pursue:

- **Eco speed**
- **Reduction** in bunker fuel **consumption** → more than proportional to the cost of the charter

+1 week spare time to cope with eventual setbacks

15



Focus on shipping • KPIs

	2020	2021	2022	2023	2024	2025	
Revenues	95,3	103,8	142,4	132,7	116,0	115,3	Double digit adjusted EBITDA ratio to revenues
Adjusted EBITDA	17,7	24,4	48,3	41,6	22,2	25,3	
% to revenues	18,5%	23,5%	33,9%	31,3%	19,1%	21,9%	
Capex	5,0	0,2	0,2	0,4	6,1	9,5	Limited capex investments. 6-year average cash conversion equal to 80%+
OFCF*	9,3	21,1	39,3	32,1	6,7	4,9	
Cash conversion**	64,8%	98,9%	99,5%	98,7%	52,0%	34,0%	

It is important to acknowledge that to uphold the navigation class, we must conduct dry docking activities on the four owned ships. These activities take place every five years and are spread over a two-year timeframe. The last cycle occurred between 2019 and 2020, while the current cycle is taking place in 2024 for two of the ships, while the remaining two underwent dry docking in the second and third quarters of 2025.

*Simplified Operating Free Cash Flow calculated as the result of Adj. EBITDA minus IFRS 16 leases and Capex

** Operating Cash Conversion = (Adj. EBITDA - IFRS 16 leases – capex)/(Adj. EBITDA - IFRS 16 leases)



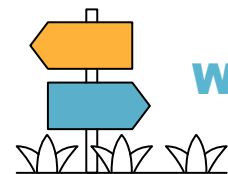
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Orsero Group • Our commitment to growth

Our goals are to:

- 1** **Expand** our product range with skus that stand out for their **high added value** and their growth potential
- 2** **Consolidate our distribution presence all over Europe** and in all the distribution channels
- 3** Guarantee **transparency** and know-how for all industrial and financial stakeholders
- 4** Continuously **improve** our **operational efficiency** in all distribution channels, modern and traditional trade
- 5** **Preserve the value of the shipping integration** and try and mitigate the exposure to the operational risks of this activity
- 6** Maintain a **solid financial position**, while growing and **remunerating the shareholders**

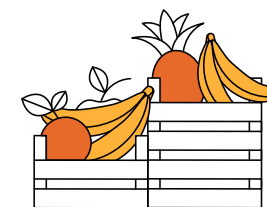
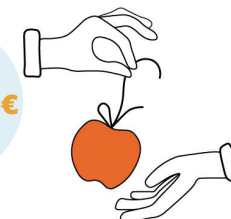


We work on

GROWTH THROUGH ACQUISITIONS

Investment in 2016-2026

~200M€



INTERNAL GROWTH

CONTINUOUS IMPROVEMENT OF OUR OPERATIONAL EFFICIENCY

Investment in 2016-2026



~200M€

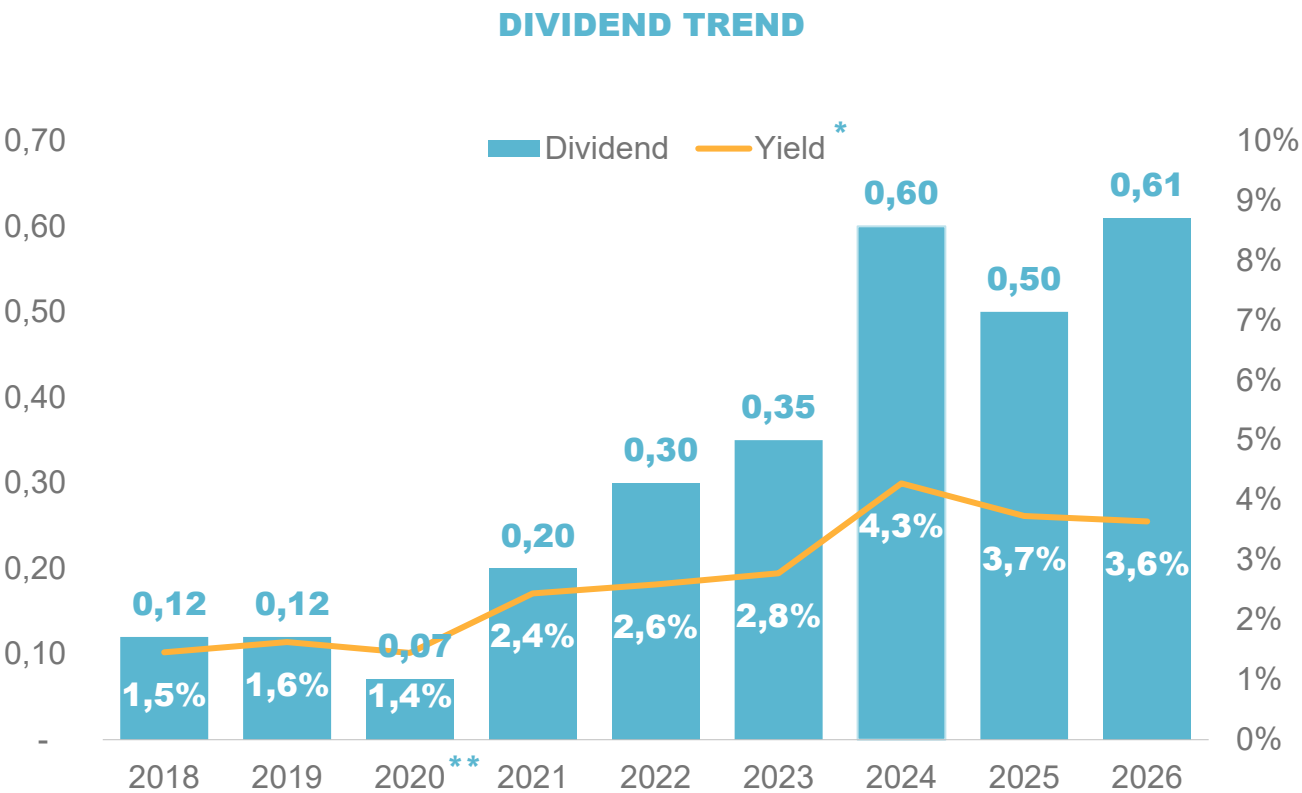


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Orsero Group • Dividend history

- Since the listing, **every year** Orsero paid dividend to its shareholders
- **Dividends are increasing** over time, accordingly with net results and cash flow improvements, reaching a cumulative outlay of abt. **49 M€**
- Pay-out remain within a sustainable and safe range (20%|30%)
- Dividend paid on 13 March 2026 totalling 0,61 €/share, of which 0,50 €/share cash and 0,11 €/share in specie***



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* Yield calculated on price close on the day before the coupon detachment

** Dividend in specie through the assignment of Orsero's own shares at a rate of no. 1 share for every no. 169 shares held

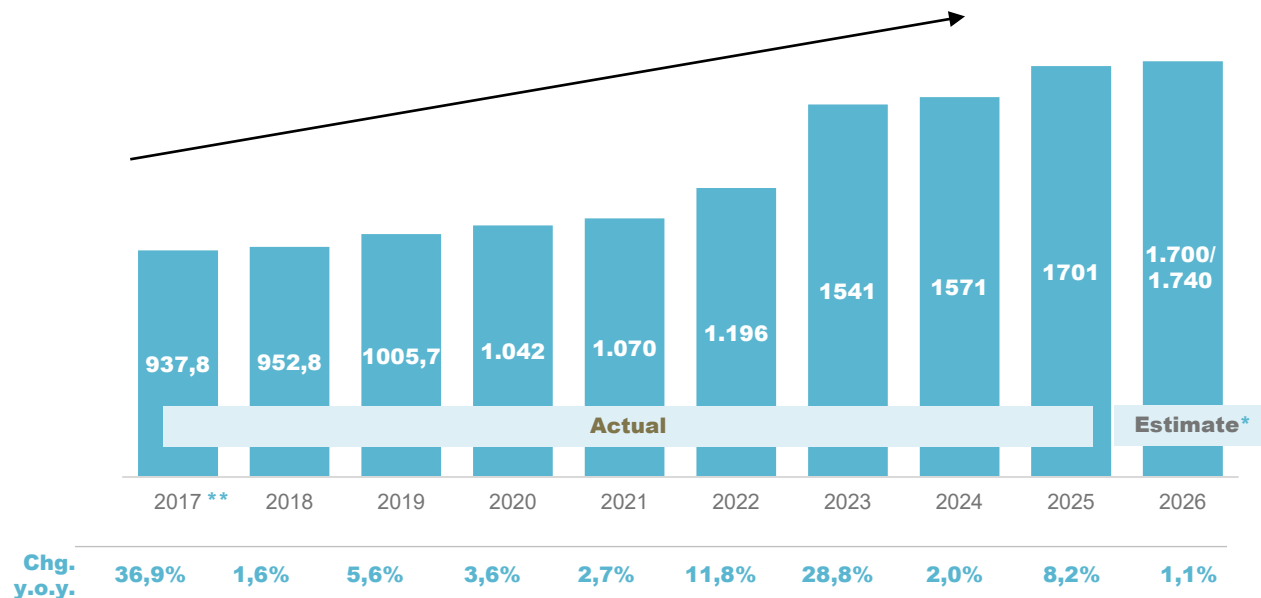
*** Through the free allocation of Orsero shares, at a rate of no. 1 share for every no. 172 shares held, and based on the official price of the stock on 11 March 2026



Orsero Group • Net Sales & Adjusted EBITDA Trend

NET SALES TREND (M€)

Cagr 2025/2017+7,9%



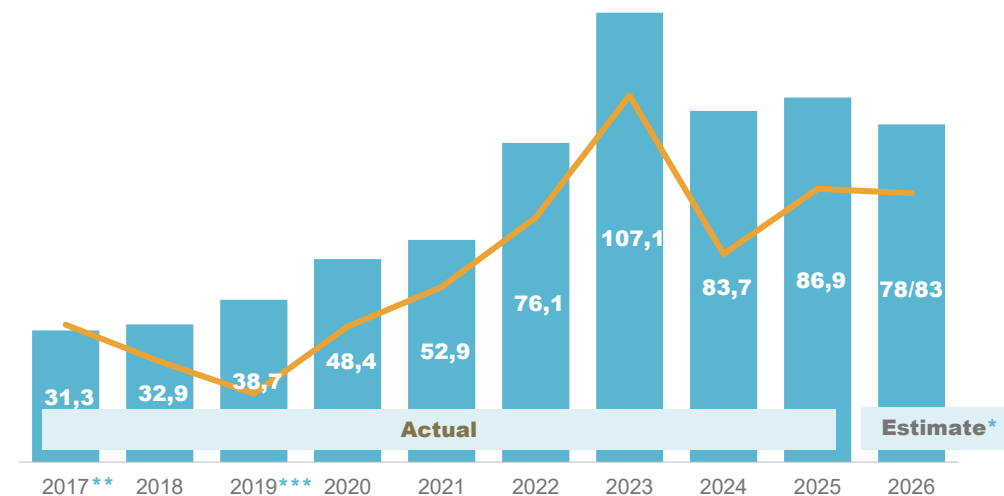
Steady Sales growth over the last years

- Actual Cagr. 2025/2017 equal to +7,9%

ADJ. EBITDA TREND (M€)

Cagr 2025/2017 +13,6%

— = OCF



Ebitda Margin	3,3%	3,4%	3,8%	4,6%	4,9%	6,4%	7,0%	5,3%	5,1%	4,7%	
Operating Cash Conversion	****	72%	45%	22%	55%	70%	78%	85%	64%	~69%	~75%
Operating Free Cash Flow M€	*****	22,7	14,0	6,3	22,3	31,7	48,3	77,4	42,5	46,5	45/48

Robust Adj. EBITDA growth

- Actual Cagr 2025/2017 equal to +13,6% (Excl. IFRS16 +10,1%)



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* % change and ratio calculated on median values

** Proforma results

*** First year of adoption of IFRS 16 – Leases accounting principle

**** Operating Cash Conversion = (Adj. EBITDA- IFRS 16 - CAPEX)/(Adj. EBITDA - IFRS 16)

***** Simplified Operating Free Cash Flow calculated as the result of Adj. EBITDA minus IFRS 16 leases and Capex



Financial Guidance 2026

M€	(FEB. 2026) FY 2026 GUIDANCE*
Net Sales	1.700/1.740
Adj. EBITDA	78/83
Adj.Net Profit	25/29
NFP(**)	107/102
CAPEX (***)	14/16
NFP excl. IFRS16	42/37

* Constant scope of consolidation excluding possible M&A transactions

** The reported NFP considers the renewal of the charter contract for the fifth ship operated by the Shipping Bu on a three-year basis (2026-2028 period), instead of two-year period as was the case until 2025, with an incremental effect on lease liabilities equal to approximately one year's charter (€5.5 million). For the sole purpose of the 2026 Guidance, it has been assumed a cash dividend payout. It does not include the execution of the buyback program.

*** Excluding the increase in fixed assets due to the application of IFRS 16 but including ESG-related investments.



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Orsero Group • Balance Sheet KPIs

	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
ROI*	4,66%	8,51%	9,81%	17,00%	19,87%	13,25%	12,86%
ROE*	1,36%	8,29%	11,66%	19,11%	24,94%	11,76%	12,27%
NFP (M€)	126,9	103,3	84,3	67,4	127,8	111,2	116,1
NFP/Adj. EBITDA	3,28	2,13	1,59	0,89	1,19	1,33	1,34
NFP/Total Equity	0,84	0,65	0,48	0,33	0,54	0,43	0,42
NFP without IFRS16 (M€)	66,9	74,4	45,3	25,8	67,1	54,8	49,7
NFP/Adj. EBITDA without IFRS16	2,31	1,84	1,00	0,41	0,74	0,83	0,74
NFP/Total Equity without IFRS16	0,44	0,46	0,26	0,13	0,28	0,21	0,18

*Please refer to the period financial report for any detail.



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Sustainability



The impact of fruit and vegetables

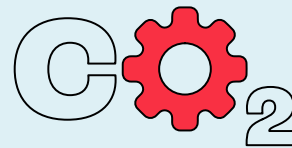
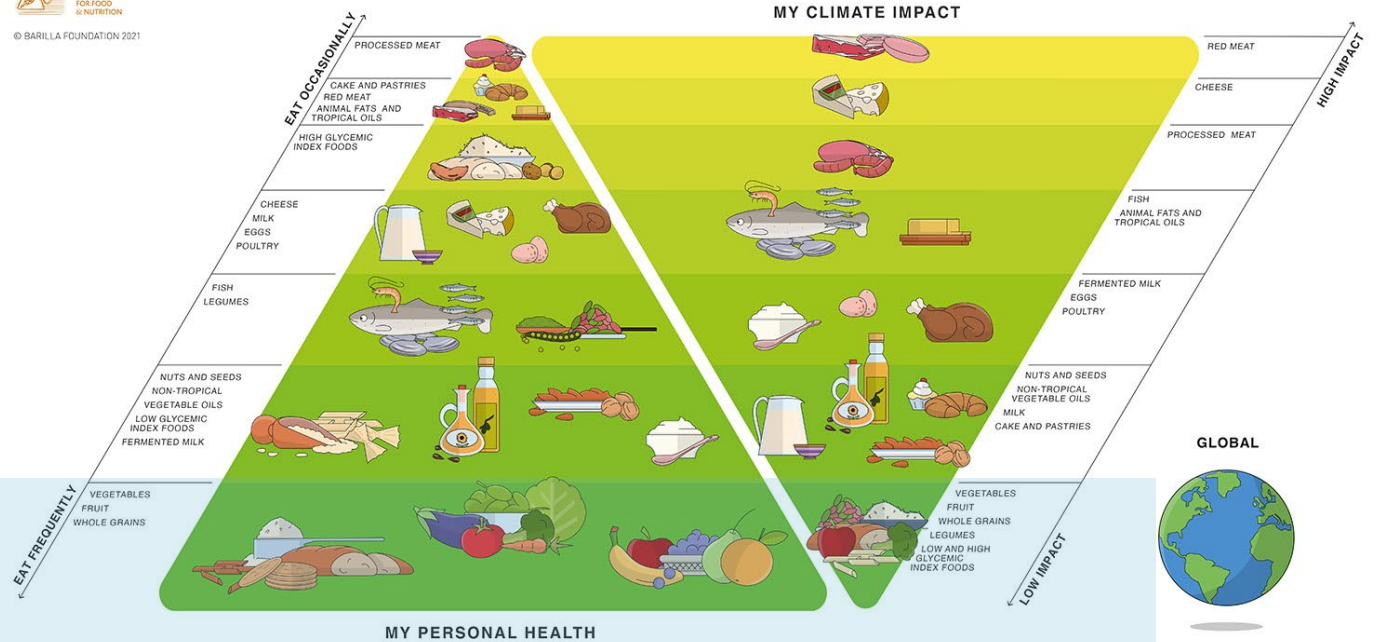
How can a diet be defined as healthy and sustainable? Easy to see, thanks to the **Double Pyramid** model developed by the Barilla Foundation.

Fruit and vegetables are among the **staples of human wellbeing and health** and have the **lowest environmental impact** on our planet.

The environmental impacts of one kilo of fruit and vegetables are particularly low.



© BARILLA FOUNDATION 2021



EMISSIONS
1 kg of fruit
70 g of CO₂e =
a one-hour video call



WATER
1 kg of seasonal vegetables
106 litres of water =
two loads of laundry



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Orsero's 2021 - 2025 Strategic Sustainability Plan

1



100% of fruit and vegetables from suppliers¹ involved in social and environmental issues by 2025

¹ Suppliers with a volume of product contributed of 10,000 kg or more

2025 update: Supplier Code of Conduct encompasses 88% of produce and Sedex 51%

2



Completing the energy efficiency plan by 2028 by reducing energy consumption by 20%

2025 update: the energy consumption index was at 74.19 kWh/m³, -18.9% vs 2018 baseline

3



Promote the reduction of food waste along the value chain, testing at least one innovative solution each year

2025 update: Conducted a test on trays treated with a coating designed to extend the shelf life of fruits and vegetables

4



100% of market stands engaged in activities to fight food waste by 2025

2025 update: 100% of stands engaged

5



100% of Fratelli Orsero packaging to be recycled, recyclable, reusable or compostable by 2025

2025 update: 99.7% recycled, recyclable, reusable, or compostable packaging

6



100% of Group companies involved in packaging circularity assessment by 2025

2025 update: 100% of Group companies involved

7



Inspiring people inside and outside the Group by launching a communication project every year aimed at promoting healthy, sustainable lifestyles

2025 update: “A la découverte des fruits et des légumes” project

8



100% of Group companies participating in the GOWelfare programme by 2025

2025 update: 100% of Group companies involved

9



100% of Group employees involved in sustainability training and awareness initiatives by 2025

2025 update: 100% of employees have undergone sustainability training

10



100% of the Group's storage and processing warehouses certified for food safety by 2025

2025 update: 100% of certified warehouses

11



100% of Group companies engaged in a project aimed at supporting local communities by 2030

2025 update: 20% of companies engaged



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ESG Guidance goals



Orsero's 2026-2031 Strategic Sustainability Plan

10 GOALS		5 AMBITIONS		1 COMMUNICATION PROJECT
We develop responsible supply chains		 Specific supply chain commitments for key products, through which to strengthen collaboration with strategic suppliers, clarify our sustainability ambitions, and generate shared value along the supply chain.		
1	100% strategic suppliers compliant with Orsero Group’s sustainability requirements, by 2031	 Promote the decarbonization of the value chain by strengthening the data collection system for packaging and transport supply chains and conducting a three-year trial to assess the effects of using refrigerants with lower GWP on Group’s carbon emissions.		
2	Annually, realization of at least one project to support local communities along strategic supply chains , co-designed with selected suppliers			
We reduce our impact on the planet		 Spread clear and accessible information on the proper storage of products, through consistent and straightforward communication.		
3	90% of packaging used for Group brands to be made from circular materials (recycled, recyclable, compostable, or reusable) by 2028			
4	Launch an annual project dedicated to protecting biodiversity along the Group's strategic supply chains	 Countering false beliefs regarding fruit and vegetable consumption by promoting accurate information on the safety, quality, and sustainability of fresh produce.		
We fight against food waste				
5	✦ 100% of the Group's warehouses involved in activities to fight food waste by 2028	 Promote the Group's values to ensure they are a concrete guide for everyday decisions and actions.		
6	Save as much fruit and vegetables as are destroyed by 2031			
We promote a healthy, sustainable diet				
7	✦ Maintain food safety certification in 100% of the Group's warehouses , certifying any new sites within two years of their opening.			
We recognize the value of people				
8	100% of Group companies participating in the O-Care initiative aimed at promoting the psychological, physical, economic, and social well-being of employees by 2031			
9	✦ Maintain 100% of employees trained on sustainability topics			
10	✦ 100% of employees involved in the Group’s Listening Program by 2028			

ESG ratings

EthiFinance
ESG ratings



S&P Global
Ratings



Issuing date*:	Rating dedicated to listed European small and medium-sized enterprises. About 120 criteria are assessed, divided into four pillars (E-S-G + Stakeholder Dialogue).		Eco Vadis awards companies that meet sustainability standards across environment, ethics, labor and human rights, and sustainable procurement.		The CSA is an annual rating of a company's sustainability practices: it allows companies to compare their performance with that of other companies in the sector.		Rating designed to transparently and objectively measure a company's ESG performance, commitment and effectiveness.	
2025	↑	80/100	Silver medal	77/100	↑	43/100	79° percentile (industry average 29/100)	ongoing
2024	↑	70/100				39/100		B
2023	↑	64/100				35/100	80° percentile (industry average 22/100)	B
2022		55/100				-		B-

* The result pertains to the year preceding the issuing year.



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Financial historical trend



Historical Guidance trend

	2021		2022		2023		2024		2025	
M€	ACTUAL	GUIDANCE	ACTUAL	GUIDANCE	ACTUAL	GUIDANCE	ACTUAL	GUIDANCE	ACTUAL	GUIDANCE
Revenues	1.069,8 ✓	1.040 1.060	1.196,3 ✓	1.130 1.160	1.540,8 ✓	1.500 1.550	1.571,3 ✓	1.530 1.590	1.700,6 ✓	1.700 1.740
Adjusted EBITDA	52,9 ✓	49 51	76,1 ✓	67 70	107,1 ✓	105 110	83,7 ✓	77 84	86,9 ✓	78 83
Adjusted Net Profit	19,1 ✓	14 16	36,9 ✓	32 34	54,0 ✓	52 55	31,5 ✓	28 32	33,0 ✓	25 29
NFP	84,3 ✓	80 85	67,4 ✓	63 68	127,8 ✓	127 122	111,2 ✓	123 118	116,1* ✓	107 102



Guidance trend:
Actual results are in line with the Guidance targets or better than expected.

✓ in line
 ✓ better than expected

* The reported NFP considers the renewal of the charter contract for the fifth ship operated by the Shipping BU on a three-year basis (2026-2028 period), instead of two-year period as was the case until 2025, with an incremental effect on lease liabilities equal to approximately one year's charter (€5.5 million)



Consolidated Income Statement

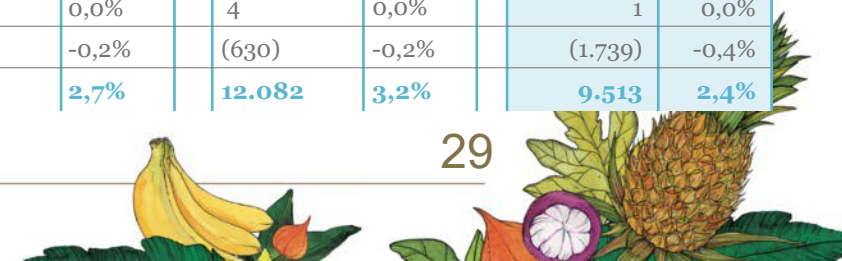
AMOUNTS IN €/000	FY 2021	%	FY 2022	%	FY 2023	%	FY 2024	%	FY 2025	%		Q1 2025	%	Q1 2026	%
Net sales	1.069.776	100,0%	1.196.284	100,0%	1.540.813	100,0%	1.571.270	100,0%	1.700.555	100,0%		379.600	100,0%	389.164	100,0%
Cost of sales	(975.562)	-91,2%	(1.077.434)	-90,1%	(1.369.334)	-88,9%	(1.424.362)	-90,7%	(1.547.567)	-91,0%		(343.100)	-90,4%	(351.875)	-90,4%
Gross profit	94.214	8,8%	118.850	9,9%	171.478	11,1%	146.908	9,3%	152.988	9,0%		36.500	9,6%	37.289	9,6%
General and administrative expense	(71.071)	-6,6%	(75.831)	-6,3%	(100.254)	-6,5%	(99.139)	-6,3%	(103.812)	-6,1%		(25.245)	-6,7%	(26.557)	-6,8%
Other operating income/expense	(19)	0,0%	(3.077)	-0,3%	(6.293)	-0,4%	(3.751)	-0,2%	(3.975)	-0,2%		827	0,2%	(1.219)	-0,3%
Operating Result (Ebit)	23.125	2,2%	39.942	3,3%	64.931	4,2%	44.018	2,8%	45.201	2,7%		12.082	3,2%	9.513	2,4%
Financial income	352	0,0%	321	0,0%	1.512	0,1%	2.072	0,1%	2.405	0,1%		265	0,1%	542	0,1%
Financial expense and exchange rate diff.	(3.665)	-0,3%	(5.690)	-0,5%	(12.457)	-0,8%	(11.111)	-0,7%	(11.639)	-0,7%		(2.750)	-0,7%	(2.088)	-0,5%
Other income/expenses from investments	4	0,0%	(483)	0,0%	524	0,0%	60	0,0%	324	0,0%		4	0,0%	(12)	0,0%
Share of profit/loss of associates and joint ventures accounted for using equity method	1.019	0,1%	2.041	0,2%	1.614	0,1%	2.047	0,1%	2.008	0,1%		371	0,1%	440	0,1%
Profit before tax	20.835	1,9%	36.131	3,0%	56.124	3,6%	37.086	2,4%	38.298	2,3%		9.972	2,6%	8.395	2,2%
Income tax expense	(2.327)	-0,2%	(3.671)	-0,3%	(7.995)	-0,5%	(9.406)	-0,6%	(8.310)	-0,5%		(2.507)	-0,7%	(1.864)	-0,5%
NET PROFIT	18.508	1,7%	32.460	2,7%	48.129	3,1%	27.680	1,8%	29.988	1,8%		7.465	2,0%	6.531	1,7%

ADJUSTED EBITDA – EBIT BRIDGE :

ADJUSTED EBITDA	52.929	4,9%	76.058	6,4%	107.114	7,0%	83.690	5,3%	86.868	5,1%		21.532	5,7%	20.798	5,3%
D&A – excl. IFRS16	(18.011)	-1,7%	(15.554)	-1,3%	(16.845)	-1,1%	(17.615)	-1,1%	(19.071)	-1,1%		(4.266)	-1,1%	(4.798)	-1,2%
D&A – Right of Use IFRS16	(6.983)	-0,7%	(12.560)	-1,0%	(14.647)	-1,0%	(15.423)	-1,0%	(16.328)	-1,0%		(3.952)	-1,0%	(3.948)	-1,0%
Provisions	(2.408)	-0,2%	(2.245)	-0,2%	(2.841)	-0,2%	(1.953)	-0,1%	(1.249)	-0,1%		(350)	-0,1%	(266)	-0,1%
Top Management Incentives	(1.753)	-0,2%	(3.033)	-0,3%	(3.185)	-0,2%	(2.241)	-0,1%	(2.363)	-0,1%		(257)	-0,1%	(537)	-0,1%
Non-recurring Income	1.909	0,2%	-	0,0%	2.533	0,2%	1.042	0,1%	342	0,0%		4	0,0%	1	0,0%
Non-recurring Expenses	(2.557)	-0,2%	(2.725)	-0,2%	(7.198)	-0,5%	(3.481)	-0,2%	(2.998)	-0,2%		(630)	-0,2%	(1.739)	-0,4%
OPERATING RESULT (EBIT)	23.125	2,2%	39.942	3,3%	64.931	4,2%	44.018	2,8%	45.201	2,7%		12.082	3,2%	9.513	2,4%



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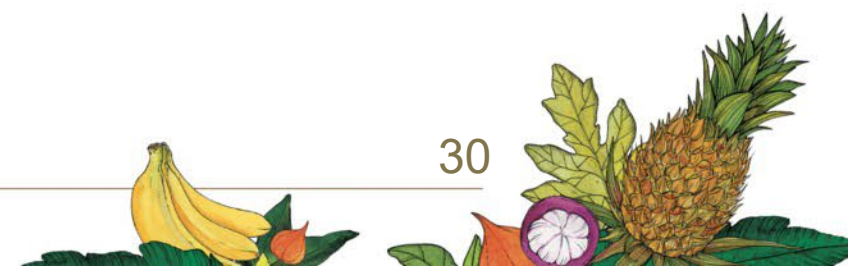
Segment Reporting – Sales and Adjusted EBITDA

NET SALES	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
M€						
Distribution	982,8	1.000,5	1.091,7	1.453,0	1.496,1	1.620,4
Var. y.o.y.	3,4%	1,8%	9,1%	33,1%	3,0%	8,3%
Shipping	95,3	103,8	142,4	132,7	116,0	115,3
Var. y.o.y.	11,8%	9,0%	37,2%	-6,8%	-12,6%	-0,7%
Holding & Service	10,5	10,6	11,6	11,0	10,8	10,8
Inter Segment	(47,1)	(45,1)	(49,4)	(55,9)	(51,6)	(45,9)
Net Sales	1.041,5	1.069,8	1.196,3	1.540,8	1.571,3	1.700,6
Var. y.o.y.	3,6%	2,7%	11,8%	28,8%	2,0%	8,2%

ADJUSTED EBITDA	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
M€						
Distribution	36,7	35,4	35,0	73,7	69,1	70,4
% to Net Sales	3,7%	3,5%	3,2%	5,1%	4,6%	4,3%
Shipping	17,7	24,4	48,3	41,6	22,2	25,3
% to Net Sales	18,5%	23,5%	33,9%	31,3%	19,1%	21,9%
Holding & Service	(5,9)	(6,9)	(7,3)	(8,2)	(7,6)	(8,8)
ADJUSTED EBITDA	48,4	52,9	76,1	107,1	83,7	86,9
% to Net Sales	4,6%	4,9%	6,4%	7,0%	5,3%	5,1%

2024				2025				2026			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
320,3	386,8	393,8	395,2	360,5	443,8	412,1	404,0	367,6			
-0,9%	-1,7%	3,4%	11,0%	12,6%	14,7%	4,7%	2,2%	2,0%			
28,1	29,9	25,8	32,3	28,6	31,4	26,7	28,6	29,1			
-18,6%	-13,5%	-11,9%	-6,1%	1,9%	5,0%	3,2%	-11,4%	1,7%			
2,6	2,7	2,6	2,8	2,6	2,7	2,6	2,9	3,0			
(13,1)	(13,2)	(11,3)	(14,1)	(12,1)	(12,3)	(10,5)	(11,0)	(10,6)			
337,9	406,2	411,0	416,2	379,6	465,6	430,8	424,6	389,2			
-2,7%	-2,4%	2,9%	10,1%	12,3%	14,6%	4,8%	2,0%	2,5%			

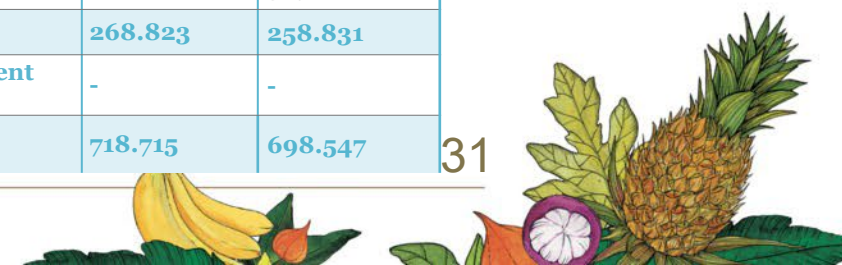
2024				2025				2026			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
11,7	20,2	24,9	12,3	15,7	21,8	22,7	10,2	16,2			
3,7%	5,2%	6,3%	3,1%	4,4%	4,9%	5,5%	2,5%	4,4%			
7,2	5,7	3,1	6,2	7,9	7,2	5,7	4,4	6,9			
25,6%	19,1%	12,1%	19,1%	27,5%	23,1%	21,5%	15,5%	23,7%			
(2,1)	(1,8)	(2,0)	(1,7)	(2,0)	(2,1)	(2,3)	(2,4)	(2,3)			
16,8	24,1	26,0	16,8	21,5	26,9	26,2	12,3	20,8			
5,0%	5,9%	6,3%	4,0%	5,7%	5,8%	6,1%	2,9%	5,3%			



Consolidated Statement of Financial Position

AMOUNTS IN €/000	31/03/2026	31/12/2025
Goodwill	127.447	127.447
Intangible assets other than Goodwill	9.361	9.546
Property, plant and equipment	198.505	200.315
<i>Of which right of use (IFRS16 leases)</i>	65.654	65.624
Investment accounted for using equity method	22.720	23.063
Non-current financial assets	7.853	7.654
Deferred tax assets	6.951	7.003
NON-CURRENT ASSETS	372.837	375.029
Inventories	67.514	54.887
Trade receivables	154.140	159.603
Current tax assets	12.522	12.057
Other receivables and other current assets	26.243	19.265
Cash and cash equivalents	85.459	77.706
CURRENT ASSETS	345.877	323.518
Non-current assets held for sale	-	-
TOTAL ASSETS	718.715	698.547

AMOUNTS IN €/000	31/03/2026	31/12/2025
Share Capital	69.163	69.163
Other Reserves and Retained Earnings	207.388	174.516
Profit/loss attributable to Owners of Parent	5.984	29.240
Equity attributable to Owners of Parent	282.535	272.920
Non-controlling interests	2.091	1.535
TOTAL SHAREHOLDERS' EQUITY	284.627	274.454
Financial liabilities	146.213	146.398
<i>Of which IFRS16 lease liabilities</i>	51.011	51.221
Other non-current liabilities	492	551
Deferred tax liabilities	4.180	3.887
Provisions	5.005	5.111
Employees benefits liabilities	9.376	9.315
NON-CURRENT LIABILITIES	165.265	165.262
Financial liabilities	47.380	47.680
<i>Of which IFRS16 lease liabilities</i>	15.277	15.144
Trade payables	186.130	173.423
Current tax liabilities	6.239	5.947
Other current liabilities	29.074	31.781
CURRENT LIABILITIES	268.823	258.831
Liabilities directly associated with non-current assets held for sale	-	-
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	718.715	698.547



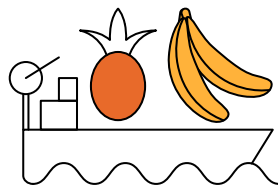
Appendix



Business info



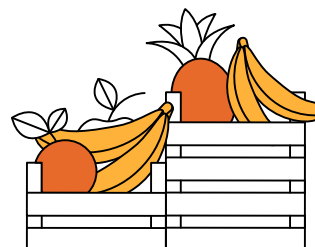
Company structure



Shipping

COSIARMA
Italy

ORSERO CR
Costa Rica



Distribution

FRUTTITAL
Italy

AGRICOLA AZZURRA *
Italy 50%

I FRUTTI DI GIL
Italy 51%

SIMBA
Italy

SIMBACOL
Colombia

BELLA FRUTTA
Greece

EUROFRUTAS
Portugal

COMM. DE FRUTA
ACAPULCO
Mexico

AZ FRANCE
France

BLAMPIN **
France

CAPEXO
France

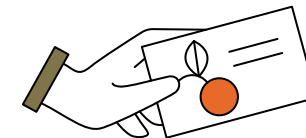
FRUTTICA
France

H.NOS
FERNANDEZ LOPEZ
Spain

BONAORO *
Spain 50%

CITRUMED***
Tunisia 50%

MOÑO AZUL *
Argentina 19,2%



Holding & Services

ORSERO SPA
Italy

FRESCO
SHIP'S AGENCY & FOWARDING
Italy

ORSERO
SERVIZI
Italy

FRUPORT *
Spain 49%

Acquired in
June 2026

TRUCCO HOLDINGS INC.****
United States 45%



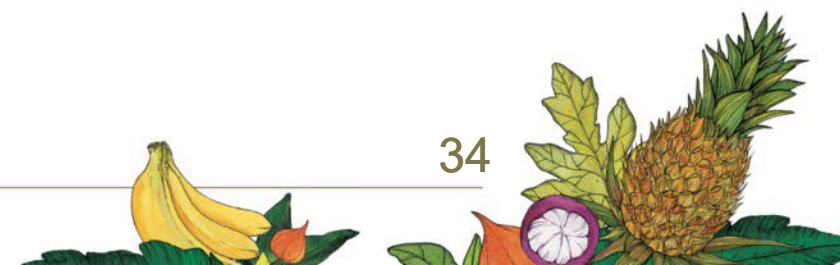
GRUPPO
ORSERO

* Equity Method

** 80,04% of fully diluted share capital + call option on 13,33%

*** at cost

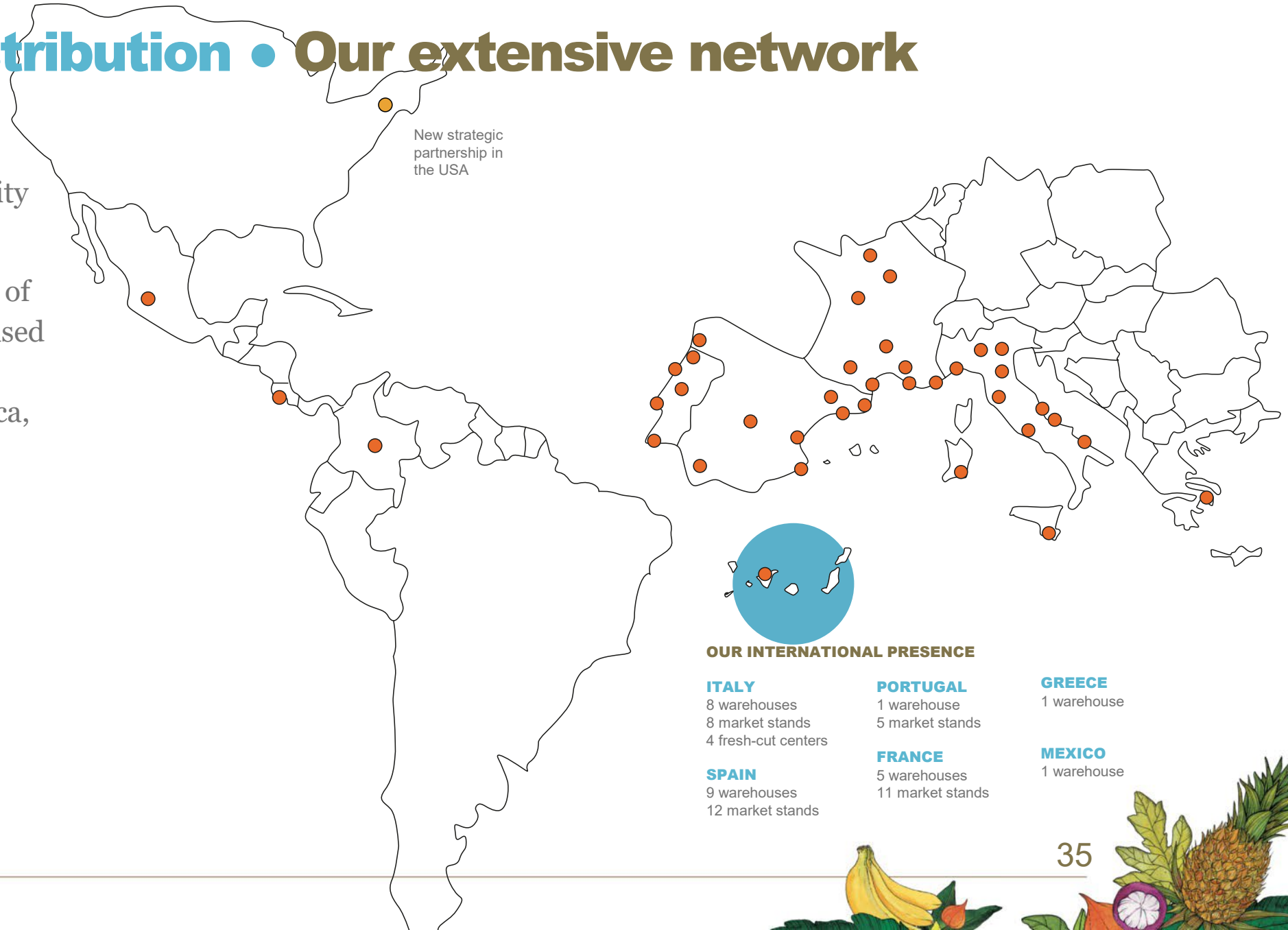
**** Call option on 15% in order to own up to 60%



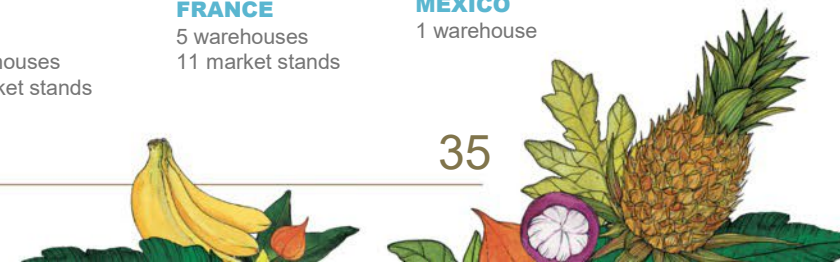
Focus on distribution • Our extensive network

If you know the road, quality can go very far.

The Orsero Group is made of a network of companies based in Italy, France, Spain, Portugal, Greece, Costa Rica, Colombia, Mexico and the United States.



GRUPPO
ORSERO



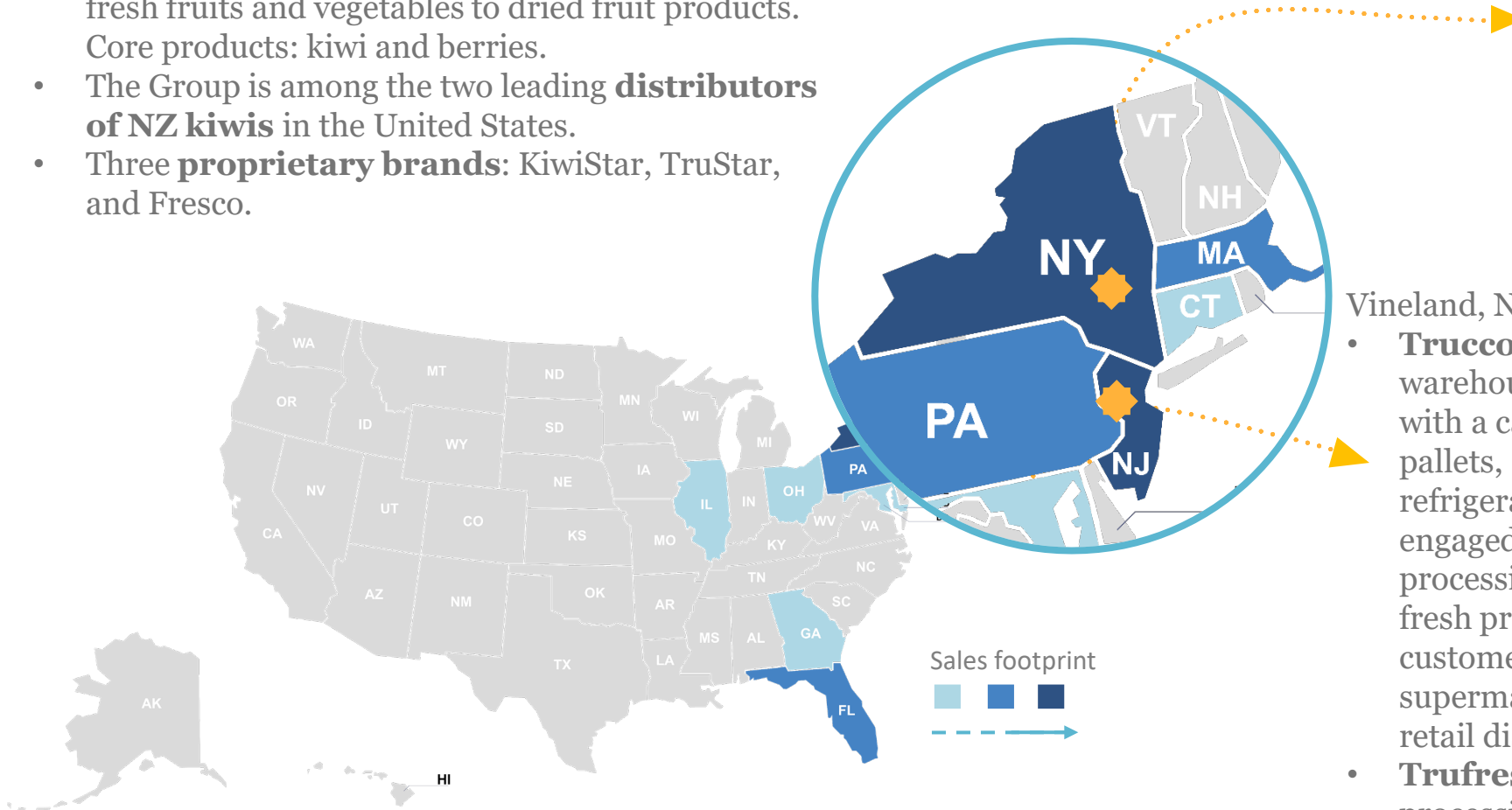
Orsero enters the US market

- **Execution** of an agreement for the strategic investments of **45% of Trucco Holdings Inc.** comprising:
 - **Trucco Inc.** (New Jersey)
 - **Trufresh Logistics LLC** (New Jersey)
- Signing of a definitive agreement for the investments of **46% of AJ Trucco Inc.** – which will be acquired subject to certain closing conditions relating to communications and approvals required from the relevant competent authorities. It will be subsequently contributed into Trucco Holdings Inc..
- The investment - on a debt-free / cash-free basis - totals **46 M\$**.
- The financing of the operations has been made partly through the Group's available financial resources and partly through bank financing by a pool of European banks (already granted in December 2025).
- Orsero entered into a shareholders agreement (**SHA – Stockholders Agreement**) with the Pacia family to regulate the governance of Trucco Group and the put&call rights. Main provisions are:
 - The Trucco Group's BoD has five members: three appointed by the Seller and two by Orsero for as long as Orsero does not hold majority ownership of the share capital. Following the acquisition of majority ownership, Orsero will have the right to appoint the majority of the board members.
 - Possibility of acquiring an **additional 15% of the share capital of Trucco Group** through the exercise of a put & call option 3 years after the completion date of the acquisition. Its purchase price will also depend on the future performance of the companies.
- Trucco Group will be accounted for using the equity method for as long as Orsero does not hold a majority interest in the share capital. Following the exercise of the put & call option, the Trucco Group would be fully consolidated within the Group's perimeter.



Trucco Group

- Total Group's **revenues** equal to **250 M\$**
- **100 product references** commercialized - from fresh fruits and vegetables to dried fruit products. Core products: kiwi and berries.
- The Group is among the two leading **distributors of NZ kiwis** in the United States.
- Three **proprietary brands**: KiwiStar, TruStar, and Fresco.



Bronx, New York:

- **AJ Trucco Inc.** sells fresh produce to traditional retailers through its stand within the «Hunts Point Produce Market» premises.

Vineland, New Jersey:

- **Trucco Inc.**'s distribution centre and warehouse of ca. 18,000 square meter, with a capacity of more than 6,000 pallets, 15 packaging lines and 7 refrigerated rooms.. Trucco Inc. is engaged in the storage, quality control, processing, packaging, and shipment of fresh produce, serving a diversified customer base that includes regional supermarket chains and large-scale retail distribution.
- **Trufresh Logistics LLC** provides processing, packaging, and logistics services to Trucco and third-party customers.

Trucco Holdings Inc.

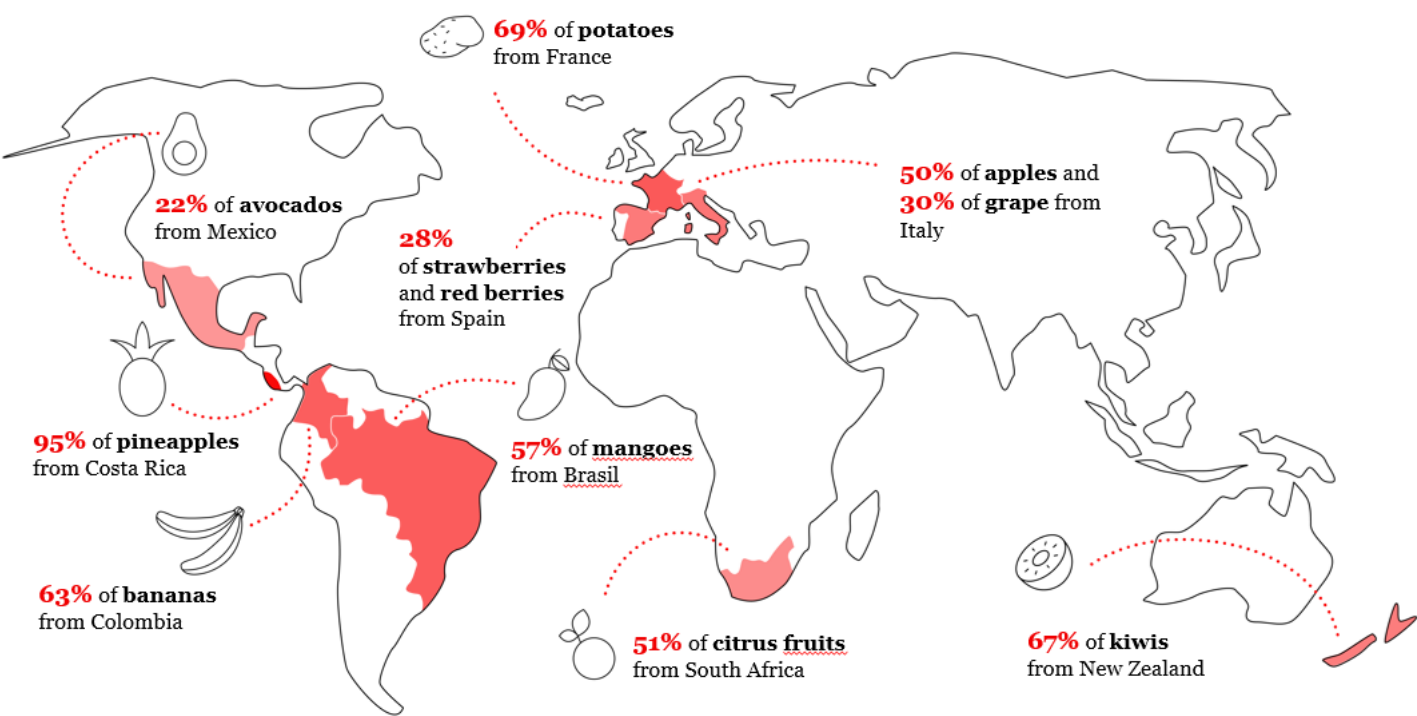


GRUPPO
ORSERO

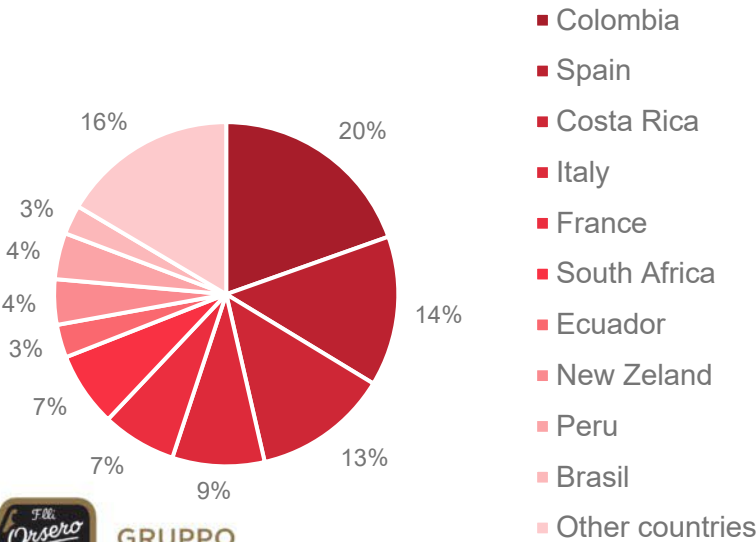


Focus on distribution • Our global supply partners

Thanks to the **extensiveness** of our **distribution and commercial network**, we bring fruit and vegetables to Europe from wherever they are available throughout the year: tropical countries and the southern hemisphere, European and national producers.

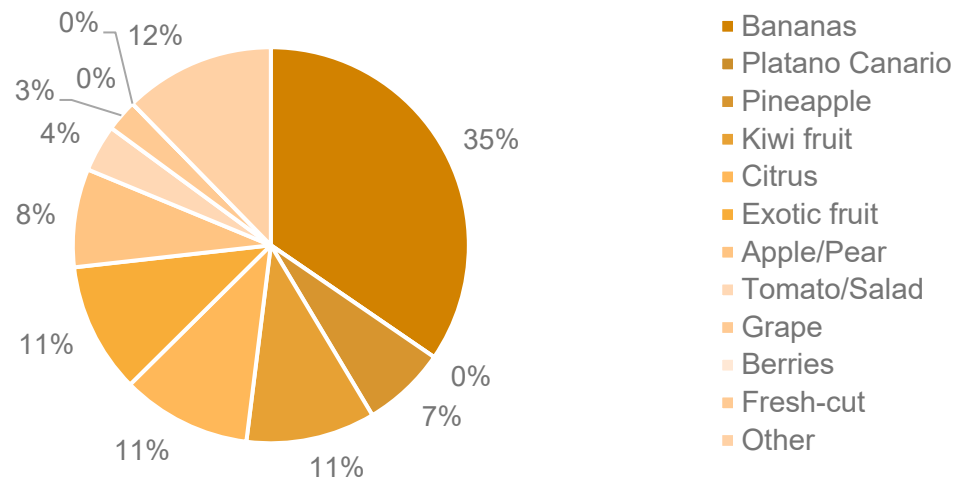


MIX BY ORIGIN (VOLUMES)

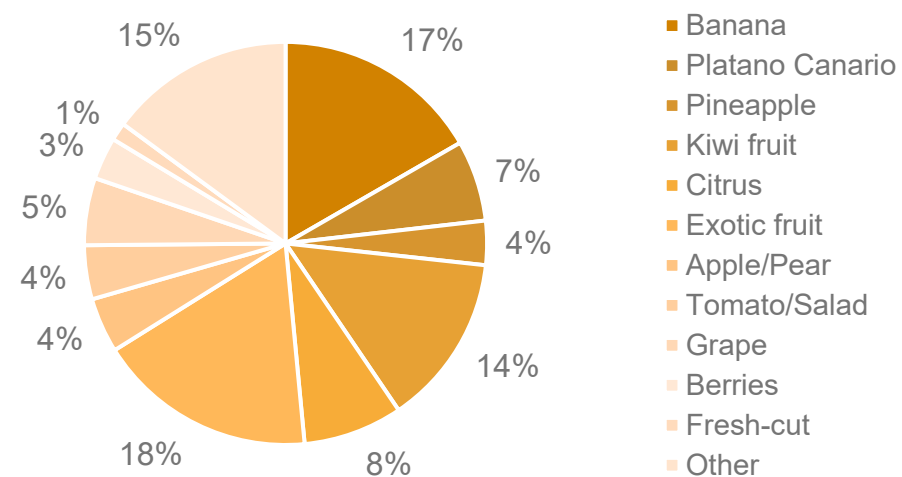


Business model • The best produce for every mouth

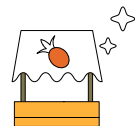
DISTRIBUTION SALES BY PRODUCT (2016)



DISTRIBUTION SALES BY PRODUCT (2025)*

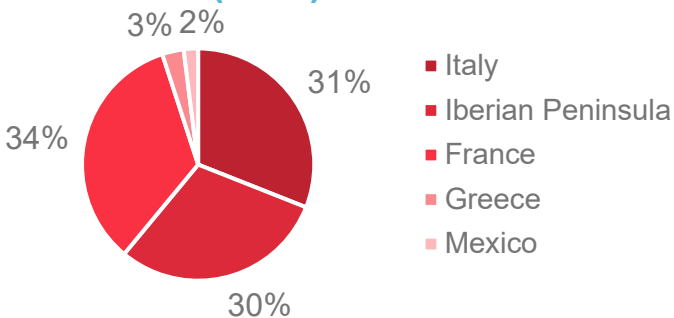


300+ product families
of fruit and vegetables
distributed every day



~ 890.000 TONNES
of fruit and vegetables
marketed every year

DISTRIBUTION SALES BY COUNTRY
(2025)*



GRUPPO
ORSERO

* Mix calculated on Distribution BU aggregated sales

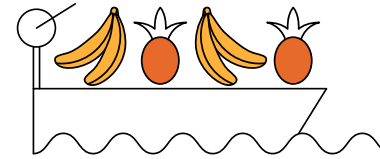


Competitive landscape • The international context

Orsero has conquered a notable place in the international market over the years, enjoying its size and growth rate.

Fresh Fruit and Vegetables distribution is highly **fragmented** internationally and even more so in Southern Europe, where some of the **major players** have been involved in an **M&A/consolidation phase**:

- 2015: *Chiquita Brands International* (US) was bought and delisted jointly by *Cutrale Group* and *Safra Group* (BR)
- 2017: *Fyffes* (IR) was bought out and delisted by *Sumitomo Group* (JP)
- 2018: *Total Produce* (IR) acquired a 45% stake of *Dole Food* (US), with an option to buy 6% more
- 2021: *Total Produce* (IR) and *Dole Food Inc.* (US) completed a merger agreement becoming *Dole Plc.* (Irish company listed on NYSE)
- 2026: *Fresh Del Monte Produce* (US) is acquiring *Del Monte Foods* (US)
- 2026: *Mission Produce* (US) is acquiring *Calavo Growers* (US)



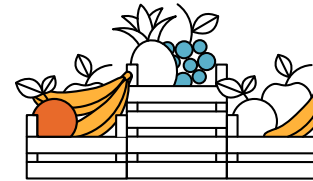
PRODUCER/IMPORTER

Vertical integration and specialisation in raw materials.

Activities

Production, Inbound Logistics, Imports

Operators



DISTRIBUTOR

Horizontal integration, wide product range.

Activities

Sourcing, Ripening and Packaging, Wholesaler Distribution, Outbound Logistics

Operators



Key Financials

Q1 2026*



* Three months ended 31 March 2026

Q1 2026 Results • Distribution BU driving Group's improvement

C
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- **Economic and Financial response**

- Q1 capex investments are in line with expectations, strengthening the Group's distribution footprint, through upgrades to buildings and equipment across all Group's warehouses in Italy (also related to fresh-cut capacity improvement), France and Spain.
 - In April 2026, the Group acquired a new distribution platform in Vigo (Northern Spain), already included in the 2026 Guidance projections
 - In April 2026, the Group was selected as one of the 2 official importers for the Madagascar Litchi campaign that will start in late November 2026
- Interest rates situation: the hedging strategies put in place by the Group allow for substantial stability in the cost of debt. Almost 100% of gross debt: about 2 years and 8 months duration, at about 3,2% interest rate; around 68% resulting in fixed rates.
- On May 13, 2026, Orsero's shareholders received a **dividend of € 0,50** per share **in cash** and a **dividend in kind** through the allocation of no. 1 Orsero share every 172 shares held

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- **Market context**

- The euro area annual inflation rate was 2,5% in March 2026, up from 1,9% in February, with unprocessed food inflation growing from 3,5% in December 2025 to 4,1% in March 2026*. The Group results are marked by an increase in prices, whereas volumes are almost unchanged versus Q1 2025 because of the impact of the banana product.

- **Distribution BU**

- Sales growth of +2,0% vs Q1 2025
 - Sales grew thanks to the combined effect of: increasing volumes and prices for high value-added categories in Europe (in particular, exotic fruit, kiwi fruit and berries); counterbalanced by lower banana volumes; and lower prices of Mexican avocados.
- Adjusted EBITDA margin comes in at 4,42% vs 4,35% in Q1 2025, thanks to the high value-added products' contribution

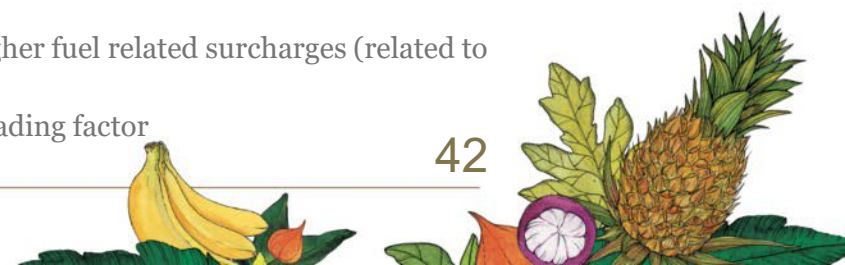
- **Shipping BU**

- Sales: a performance in line with expectations, thanks to a more favorable schedule and to rebilling of higher fuel related surcharges (related to environmental compliance, particularly EU-ETS)
- Adjusted EBITDA of 6,9 M€, representing 23,7% of net sales (Q1 2025: 27,5%), decreasing due to lower loading factor



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* Euro area annual inflation up to 2,5% - Euro indicators – Eurostat

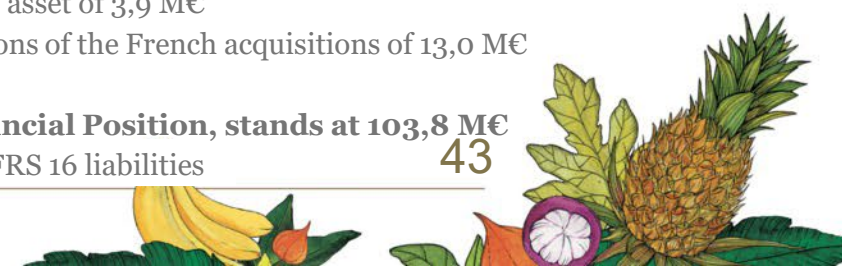


Executive summary • Consolidated figures

M€	Q1 2026	Q1 2025	TOTAL CHANGE	
			Amount	%
Net Sales	389,2	379,6	9,6	2,5%
Adjusted EBITDA*	20,8	21,5	(0,7)	-3,4%
Adjusted EBITDA Margin	5,3%	5,7%	-33 Bps.	
Adjusted EBIT	11,8	13,0	(1,2)	-9,1%
Adjusted Net Profit **	8,3	8,1	0,1	1,4%
Net Profit	6,5	7,5	(0,9)	-12,5%

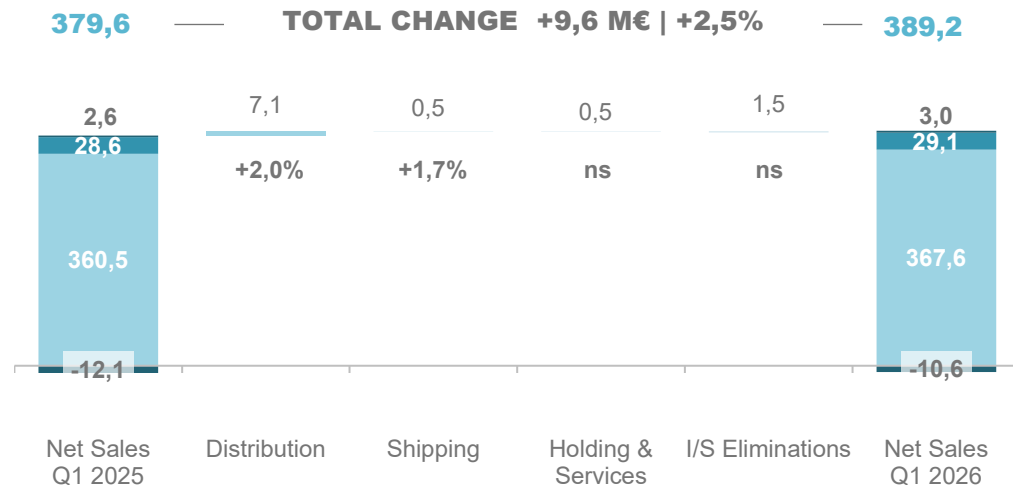
M€	31.03.2026	31.12.2025
Net Invested Capital	388,5	390,6
Total Equity	284,6	274,5
Net Financial Position	103,8	116,1
NFP/Total Equity	0,36	0,42
NFP/Adj. EBITDA	1,21	1,34
Net Financial Position excl. IFRS 16***	37,5	49,7
NFP/Total Equity excl. IFRS16	0,13	0,18
NFP/Adj. EBITDA excl. IFRS16	0,56	0,74

- Net sales Q1 2026 are 389,2 M€, up +2,5% vs Q1 2025
 - Distribution BU: registered a consistent increase of +2,0%
 - Shipping BU: good performance, slightly improving versus last quarter's result (+1,7%), thanks to a more favorable schedule and to rebilling of higher fuel related surcharges.
- Adjusted EBITDA comes in at 20,8 M€, slightly down 0,7 M€ or -3,4% vs Q1 2025, with a margin of 5,3%, (down by 33 bps vs Q1 2025)
 - Overall performance is supported by the contribution of the Distribution BU, benefiting from a better mix of high value-added products, and counterbalancing the decrease in Shipping profitability caused by a lower loading factor.
- Adjusted EBIT moves downwards to 11,8 M€, down 1,2 M€ or -9,1% vs Q1 2025, as a direct consequence of lower operating results and higher depreciation
- Adjusted Net profit is almost unchanged to 8,3 M€, thanks to lower financials and a lower negative impact of the exchange rate
 - Net profit (reported) stands at 6,5 M€
- Total Equity rises to 284,6 M€, on the back of period net profit
- Net Financial Position Excl. IFRS 16*** is 37,5 M€ (Net Debt), including:
 - Cash and cash equivalents of 85,5 M€
 - Gross financial debt of 113,9 M€
 - Derivatives MTM net asset of 3,9 M€
 - Deferred considerations of the French acquisitions of 13,0 M€
- Reported Net Financial Position, stands at 103,8 M€
 - Including 66,3 M€ IFRS 16 liabilities



Net Sales and Adj. EBITDA

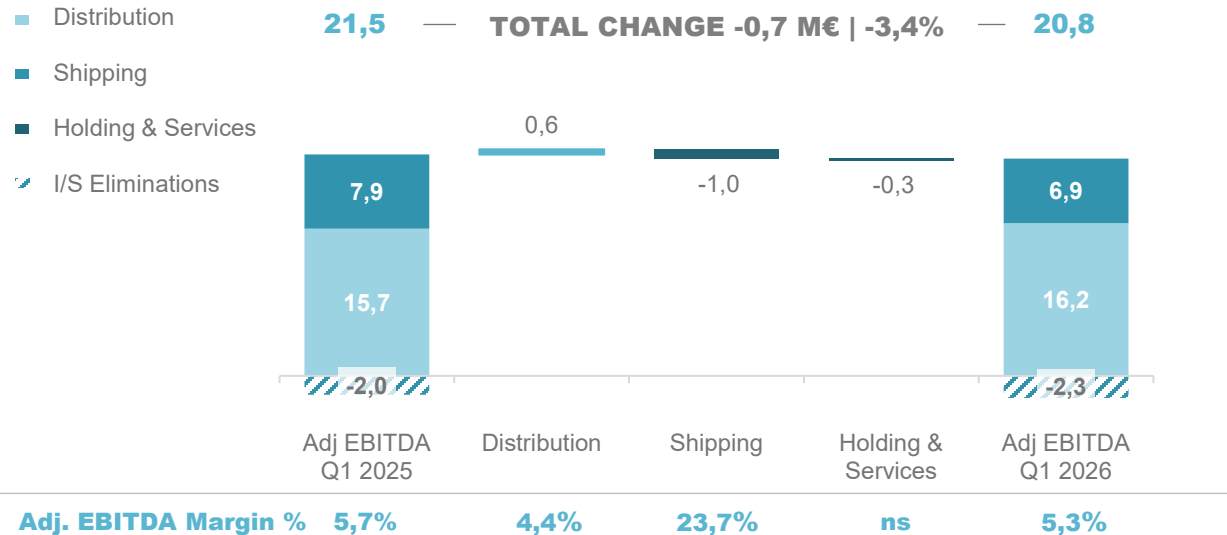
NET SALES VARIANCE (M€)



Q1 2026 net sales post an overall progress of 9,6 M€ or +2,5% vs Q1 2025

- **Distribution is up by 7,1 M€, or +2,0%:**
 - Increasing sales in Q1 2026, thanks to higher volumes/prices on some high value-added categories (exotic fruit, kiwifruit and berries) in Europe, counterbalanced by lower banana volumes and lower Mexican avocado prices.
- **Shipping increases by 0,5 M€, or +1,7%,** slightly up due to a better schedule context and to rebilling of higher fuel related surcharges.
- **Holding & Services is unchanged and inter-segment eliminations is up by 1,5 M€** (less eliminations)

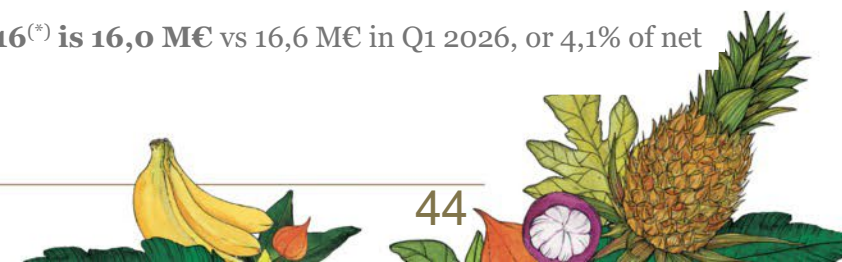
ADJUSTED EBITDA VARIANCE (M€)



Q1 2026 Adjusted EBITDA is slightly down by 0,7 M€ or -3,4% vs Q1 2025, margin is 5,3% (5,7% in Q1 2025):

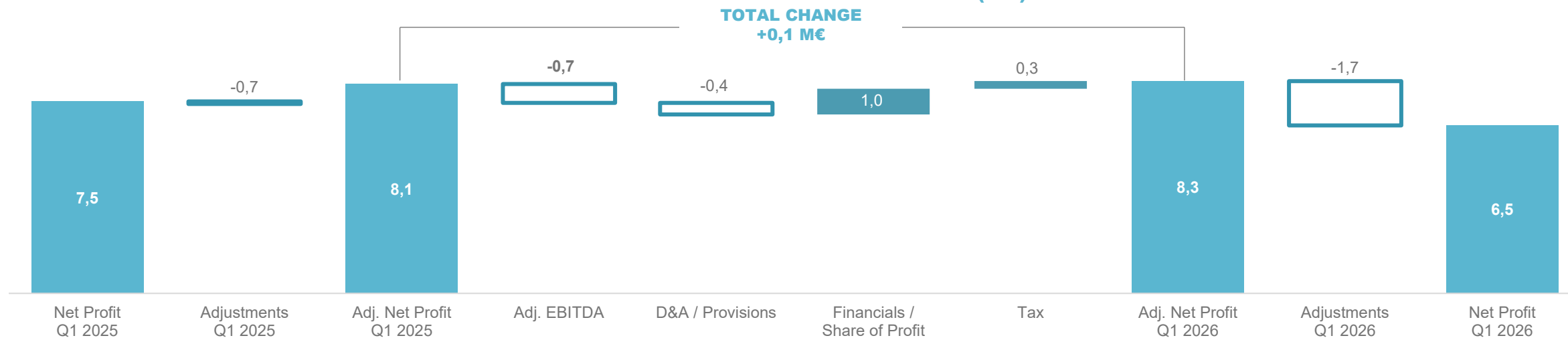
- **Distribution improves +3,6% versus Q1 2025 thanks to:**
 - The contribution of the gross margin of high value-added categories (in particular, kiwifruit, exotic fruit and berries)
- **Shipping decreases by 1,0 M€:**
 - The results is driven by lower loading factor versus Q1 2025, due to decreasing transported banana volumes and operational setbacks impacting the vessels schedule
- **Holding & Services decreases 0,3 M€**

Adjusted EBITDA excl. IFRS 16^(*) is 16,0 M€ vs 16,6 M€ in Q1 2026, or 4,1% of net sales versus 4,4% in Q1 2025



Consolidated Net Profit

ADJUSTED NET PROFIT VARIANCE (M€)



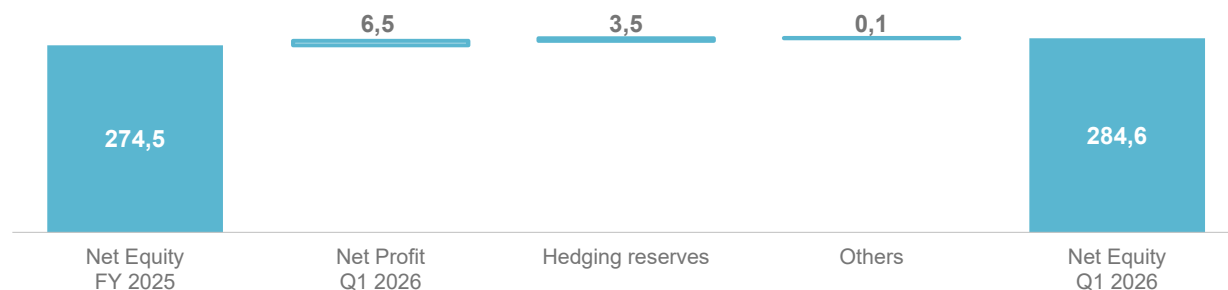
Adjusted Net Profit Q1 2026 increases to 8,3 M€, excluding the adjustments and their tax effect:

- Resulting from lower margins, higher D&A/provisions, counterbalanced by lower financials, lower impact of exchange rate and decreased taxes (with a decreased tax rate, tax rate Q1 2026 is equal to 22,2% vs 25,1% in Q1 2025)
- Total adjustments in Q1 2026 equal to a loss of -1,7 M€, net of estimated tax, comprising:
 - provision for employees' profit sharing in Mexico and France of 200 K€, Top Management MBO of 408 K€, and other items, also related to non-recurring chartering costs
- Net Profit comes in at 6,5 M€.



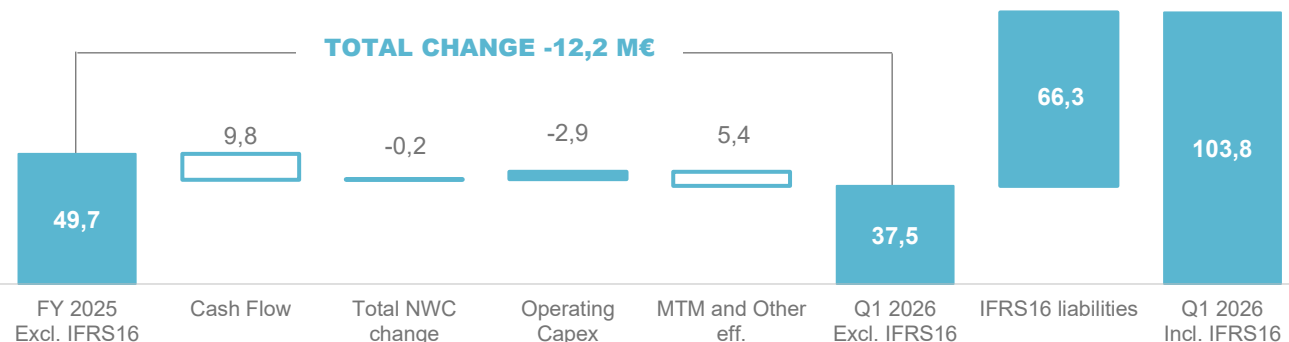
Consolidated Net Equity and NFP

NET EQUITY VARIANCE (M€)

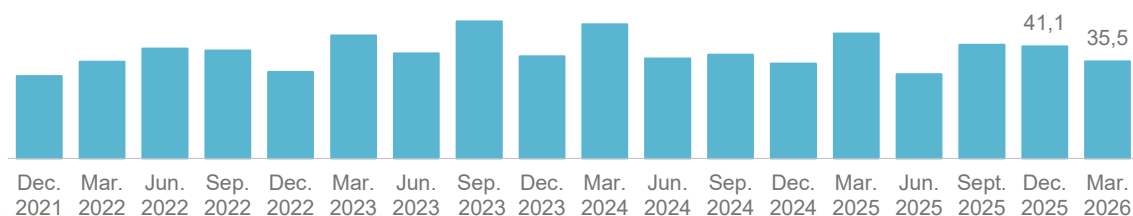


NFP EXCL. IFRS 16 VARIANCE - ILLUSTRATIVE (M€)

TOTAL CHANGE -12,2 M€



COMMERCIAL NWC - SEASONAL PATH (M€)***



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Total Shareholders' Equity comes in at 284,6 M€ as a result of:

- Net profit of the period of 6,5 M€
- Positive MTM of hedging derivatives at +3,5 M€ (bunker fuel, EUA/EU ETS, interest rates and USD)
- Others positive of 0,1 M€

NFP excl. IFRS16 comes in at 37,5 M€, or 103,8 M€ with IFRS16 liabilities:

- **Positive cash flow generation of abt. 9,8 M€**
- **Total NWC substantially unchanged^(*)**, thanks to an efficient working capital management, in spite of the usual seasonal trends in the first quarter
- **Operating Cash Capex^(**) are 2,9 M€, for investments in core activities:**
 - 0,7 M€ warehouse improvements across France, Spain, Portugal, Italy and Greece
 - 0,5 M€ fresh-cut capacity improvement in Verona
 - 0,2 M€ IT systems upgrades in Italy, Spain and France
 - 1,5 M€ related to several minor recurring investments on distribution platforms
- **Others totalling +5,4 M€ of positive effect, including:** positive cash items of 0,7 and 4,7 M€ positive variance in MTM versus 31.12.2025

Cash and cash equivalents come in at 85,5 M€

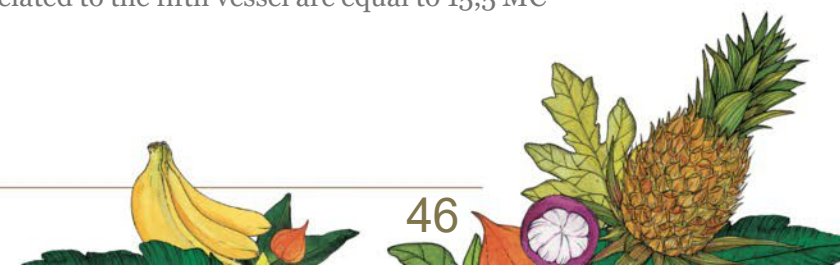
Liabilities related to IFRS 16 are equal to 66,3 M€

- The incremental IFRS 16 right-of-use of Q1 2026 are equal to 4,2 M€
- The IFRS 16 liabilities related to the fifth vessel are equal to 15,5 M€

* Total net working capital, including commercial net working capital and other receivables and liabilities. Change net of bad debt accruals

** Excluding non-cash capex related to incremental IFRS 16 right-of-use equal to 4,2 M€

*** Amounts gross of bad debt accruals



Definitions & Symbols

Y.o.y. = year on year

Abt. = about

Adjusted EBITDA = Earning Before Interests Tax, Depreciation and Amortization excluding non-recurring items and costs related to LT incentives

AGM = Annual General Meeting

Approx. = Approximately

ASM = Annual Shareholder's Meeting

BAF = Bunker Adjustment Factor

BC = Business Combination

BoD = Board of Directors

Bps. = basis points

BU = Business Unit

CAM Line = *Central-South America* | *South Europe* Shipping Route

D&A = Depreciations and Amortizations

EBIT = Earnings Before Interests Tax

EBITDA = Earnings Before Interests Tax Depreciations and Amortizations

Excl. = excluding

F&V = Fruit & Vegetables

FTE = Full Time Equivalent

FY = Full Year | Fiscal Year (twelve months ended 31 December)

H1 = first half (six months ended 30 June)

H2 = second half (six months from 1 July to 31 December)

HFL = Hermanos Fernández López S.A.

I/S = Inter Segment

I/co = Intercompany

LFL = Like for like

LTI = Long-Term Incentive/long term bonus

LY = Last Year

MBO = Management by Objectives/Short term bonus

M&A = Merger and Acquisition

MLT = Medium Long-Term

MTM = Mark to market

NFP = Net Financial Position, if positive is meant debt

NS = Not significant

PBT = Profit Before tax

Pit. = Pallet

PY = previous year or prior year

Q = Quarter/trimester

SPAC = Special Purpose Acquisition Company

T-MEC = Mexico-United States-Canada Treaty

TTM = Trailing 12 months

YTD = Year to date

FY = Twelve months ended December 31.

WW = Word Wide

M = million

K = thousands

€ = EURO

, (comma) = separator of decimal digits

. (full stop) = separator of thousands



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Thank you

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