

FY2024 results and 2025-2027 Business Plan Presentation

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#### Agenda

Generalfinance: overview and 2024 results

2024 results: Balance Sheet, P&L, Funding and Capital

**Business Plan 2025-2027: overview and initiatives** 

**Business Plan 2025-2027: financials** 

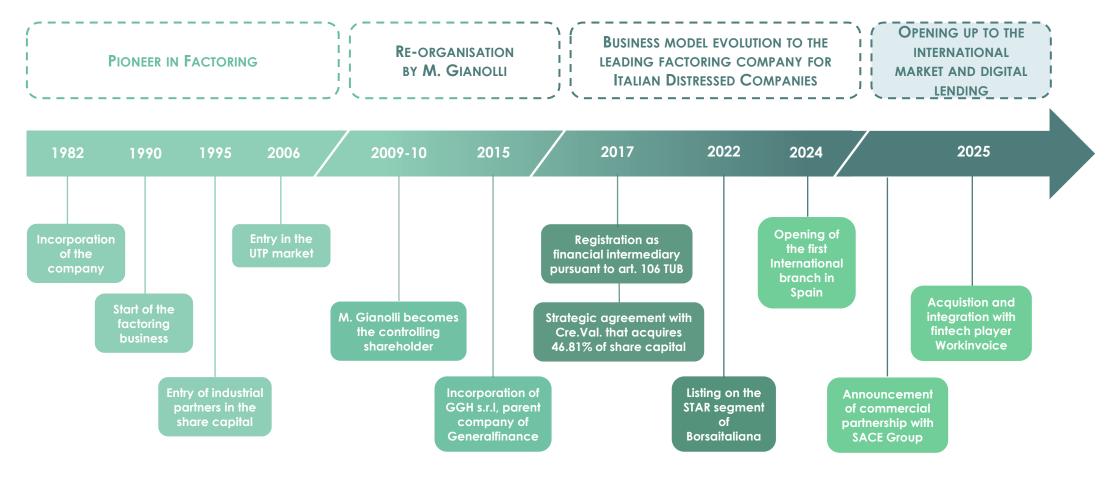
Key Takeaways



#### **Generalfinance: overview and 2024 results** Massimo Gianolli, Chief Executive Officer

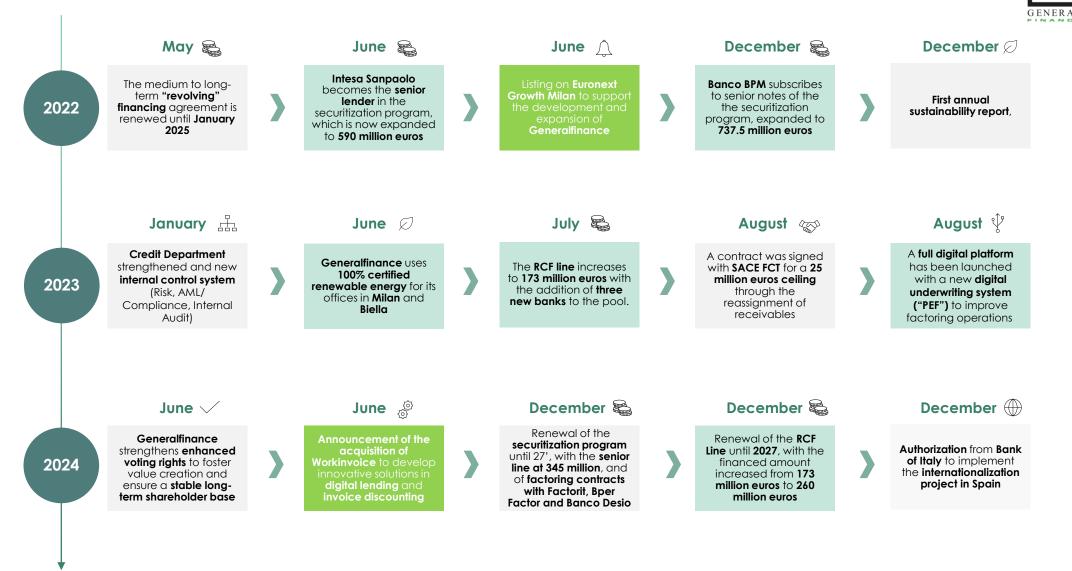
# Generalfinance: a long and successful story (1/2)





Long standing experience, specialization and unique positioning

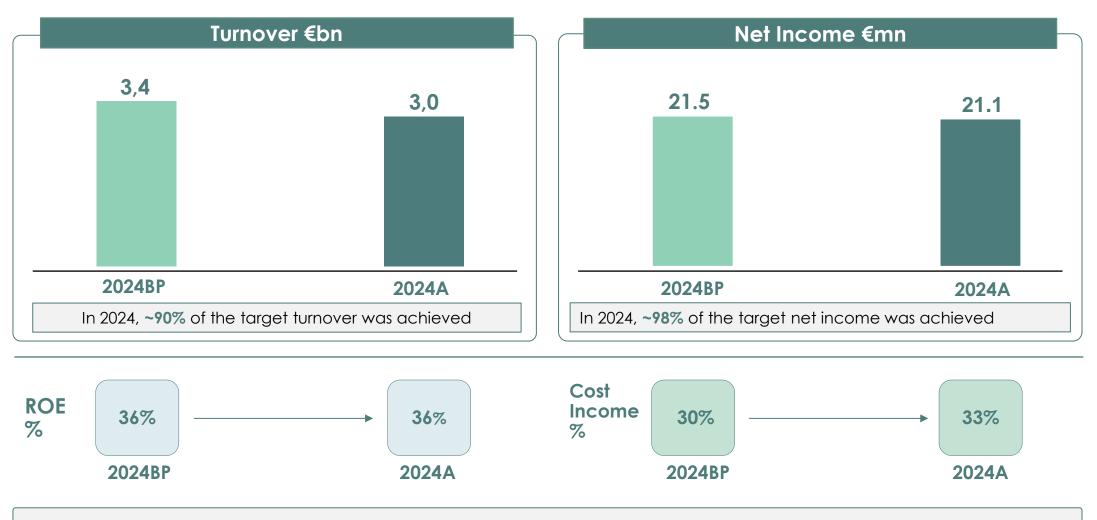
## Generalfinance: a long and successful story (2/2)



Innovation, soundness, and strategic vision for a path to sustainable and international growth

#### **Management team with strong delivery capabilities** Actual 2024 vs Business Plan 2024 results



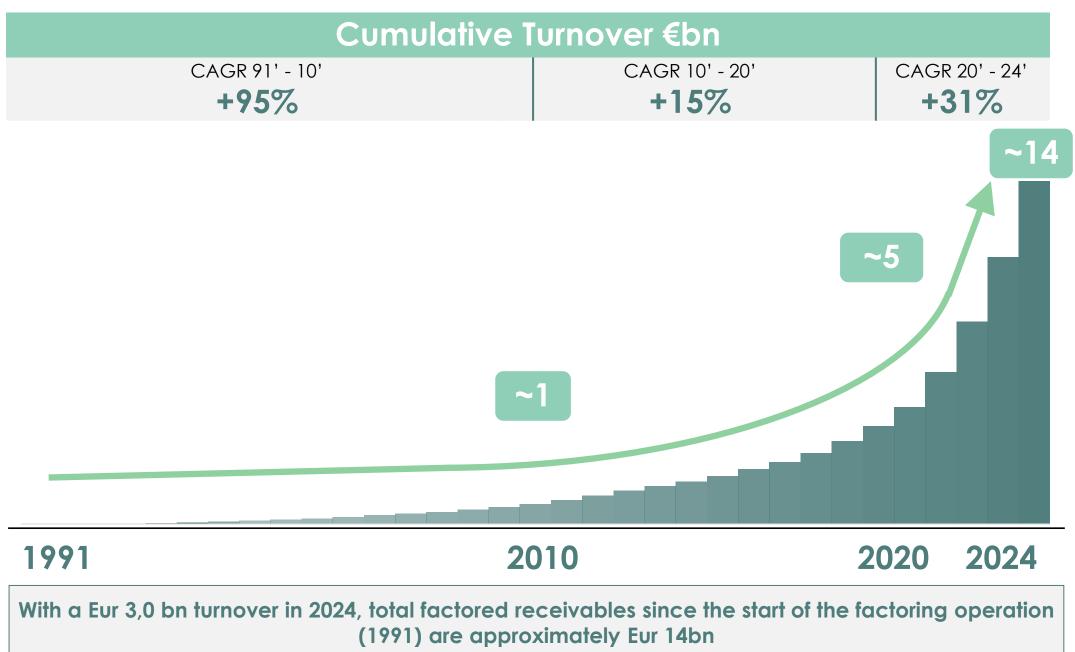


The management team showed great executions skills in achieving financial targets and driving value creation for shareholders and stakeholders.

# A sound and long-term oriented business model

Sustainability of financial results over >30 years

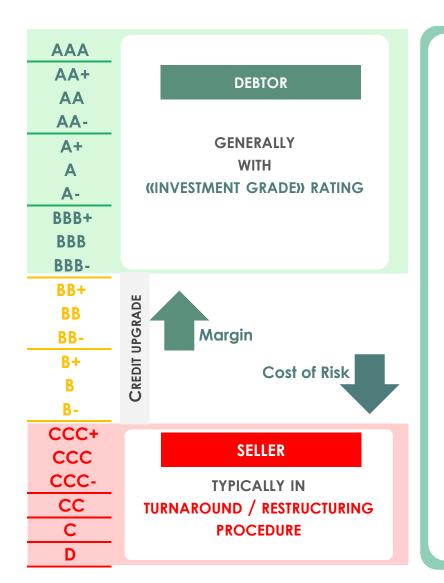


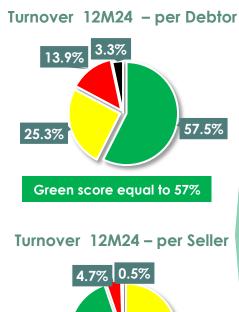


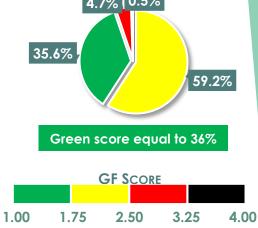
# A unique business model, leveraging factoring features

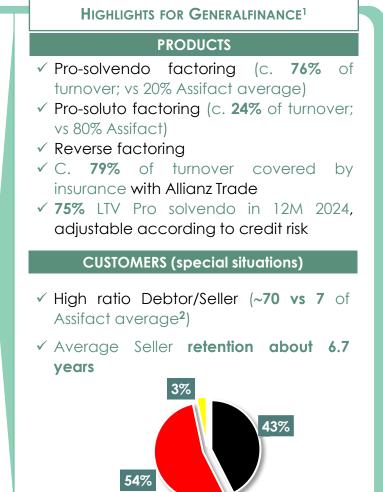


The peculiarity of Generalfinance's business model is the choice of Seller–Debtor, where clients (Sellers) typically have a low credit rating (turnaround situation) while the **Debtors** underlying customer loans refer to a high credit rating (normally investment grade)









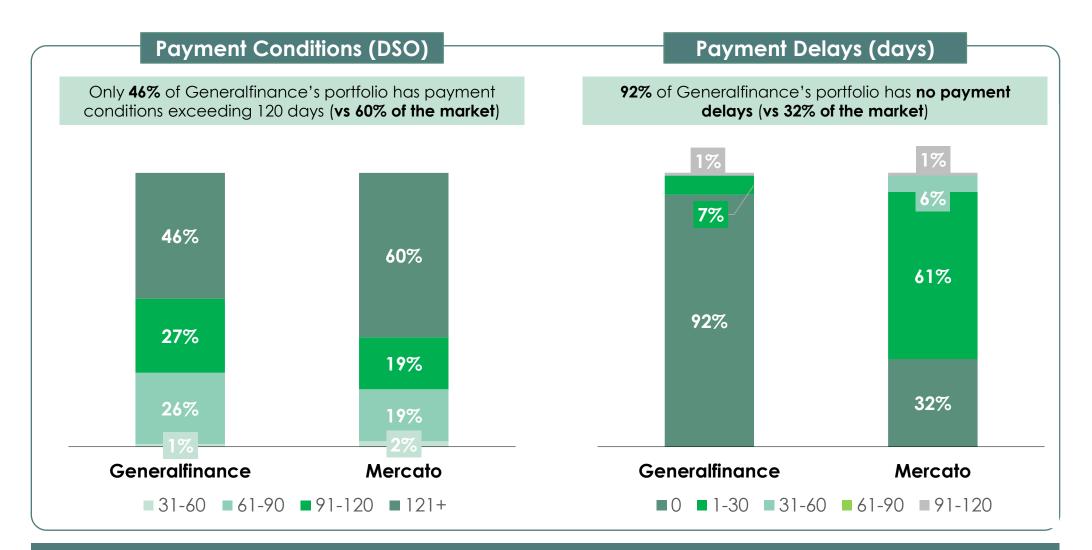
Distressed Bonis (High risk) NewCo

1) Generalfinance data refers to December 31, 2024 (LTM); Assifact data refers to September 30, 2024;

2) Assifact data net of household debtors; 3) NewCo: New Company after the definition of the turnaraund plan

# Collection performance: a strategic delivery to our Customers

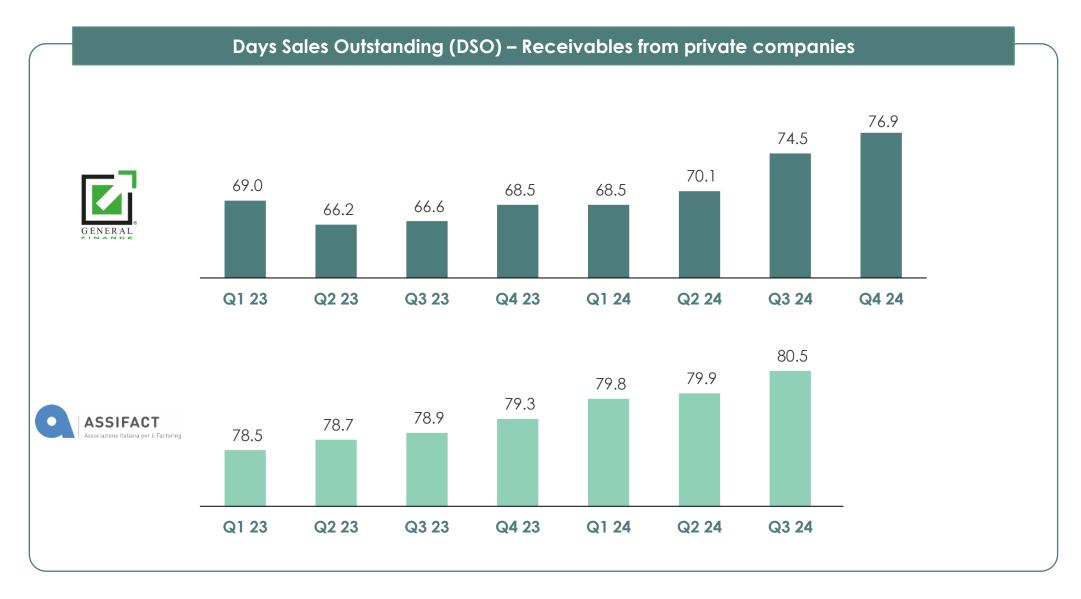




Generalfinance boasts a portfolio quality, both in terms of Payment Conditions and Payment Delays, better than the rest of the market

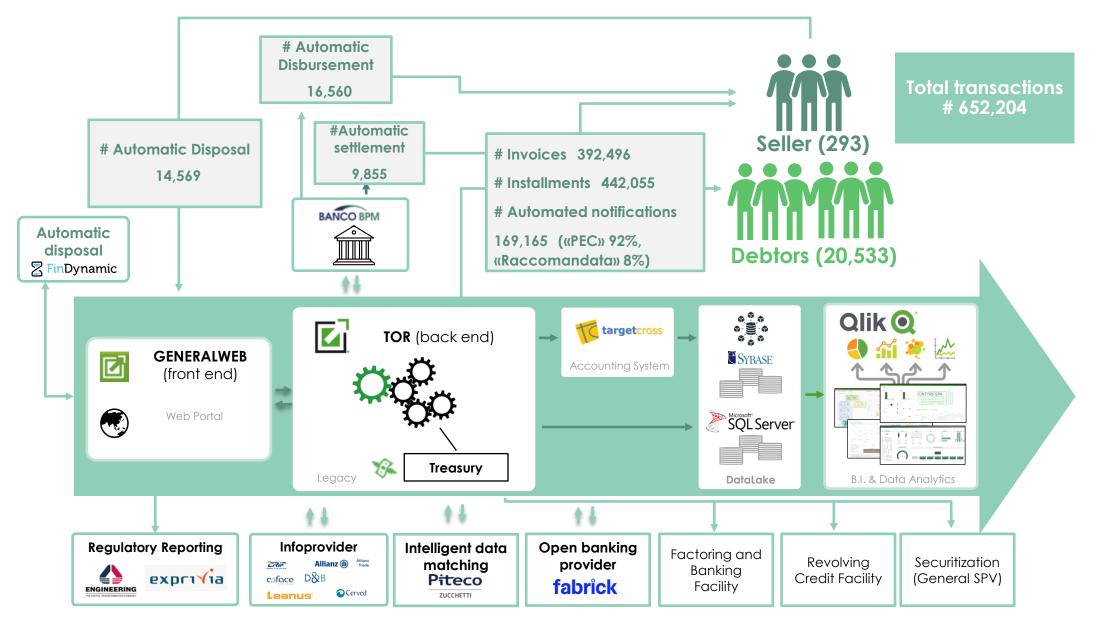
## DSO expressing very low portfolio duration





# A strategic asset: our proprietary digital platform

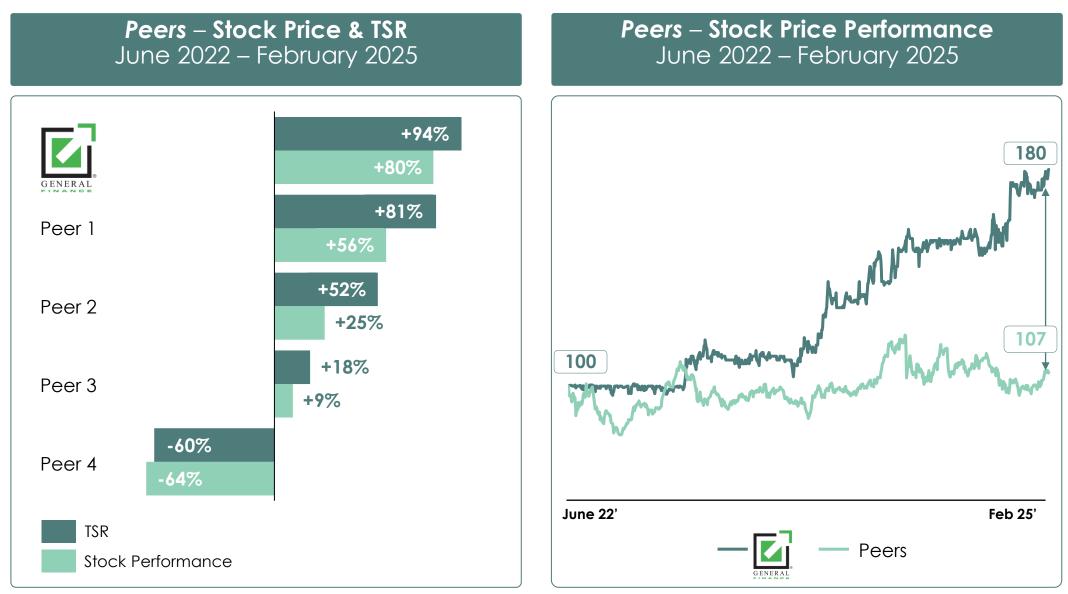




Total transactions: sum of Automaric Disponsal, Automatic Disbursement, Automatic settlement, Installments and Automated notifications

#### Value creation for shareholders well above the peers



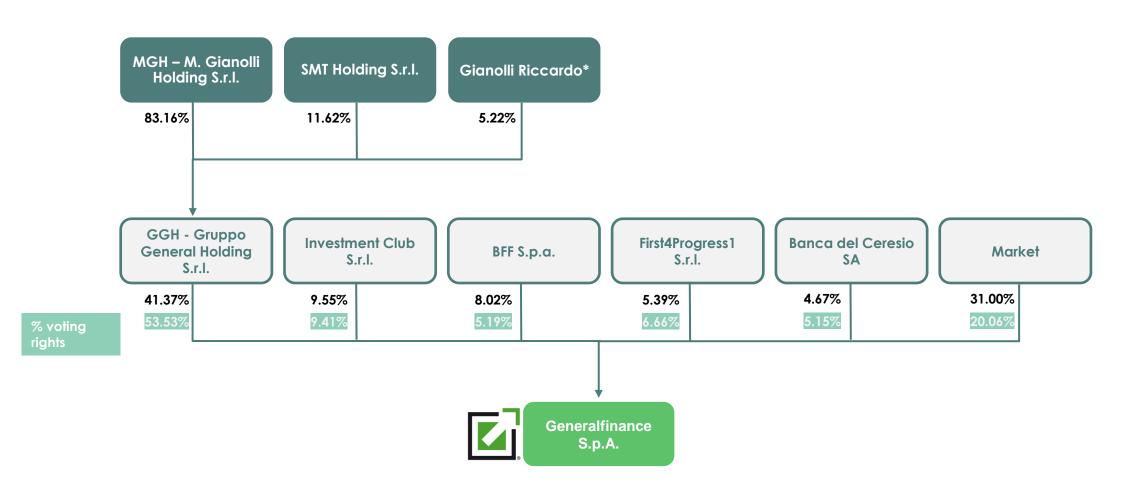


Stock price trend during the period 29.06.2022 - 26.02.2025; TSR: Total Shareholder Return (dividends related to 2024 profit non included) Peers include Banca Sistema, BFF, Banca Ifis, Illimity Bank Source: Teleborsa

Peers: average of the stock performance during the period 29.06.2022 – 26.02.2025

#### Strong and long-term oriented shareholder base

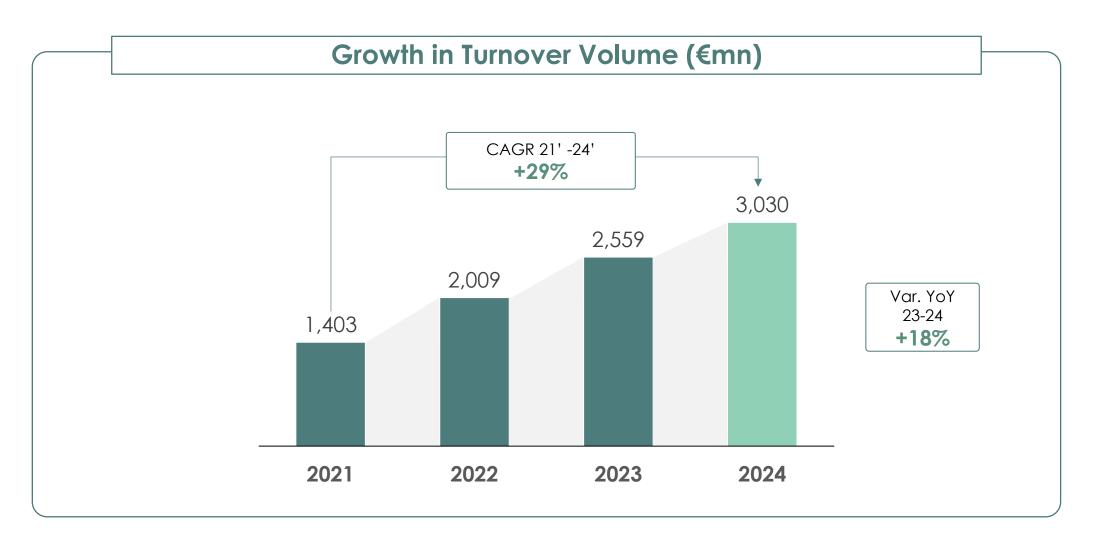
#### Shareholding structure





#### Turnover showing a strong growth story



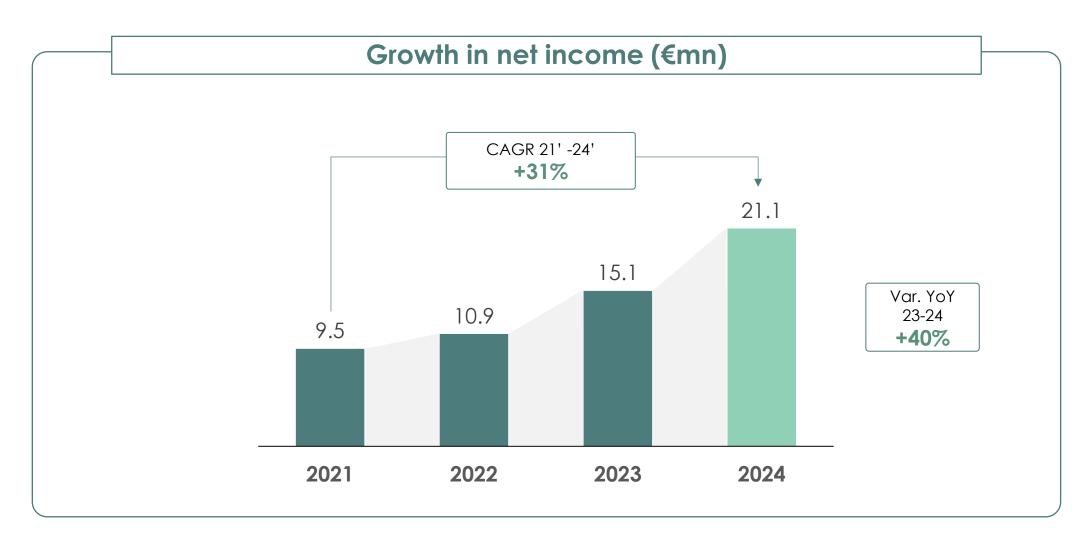


#### 2024 annual growth rate (18%) well above market average (-0.4%)

Turnover includes future receivables; market average: Assifact, December 2024

#### Net income: high profitability from operations





Very strong profitability level, higher than 2024 guidance



#### **2024 results: Balance Sheet, P&L, Funding and Capital** Ugo Colombo, Chief Financial Officer

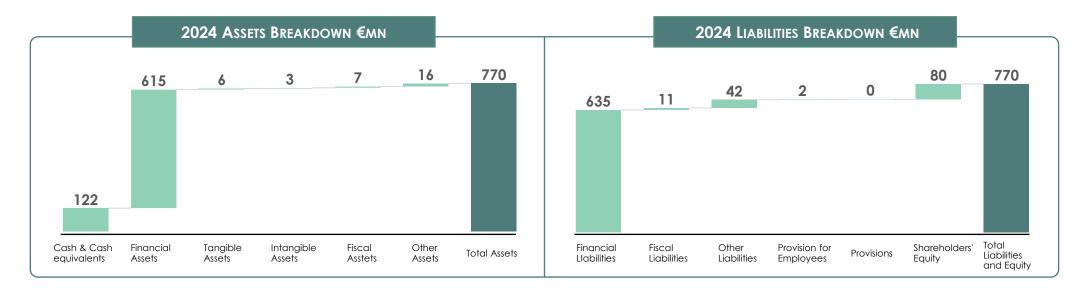
# A low volatility P&L, based on fees and commissions

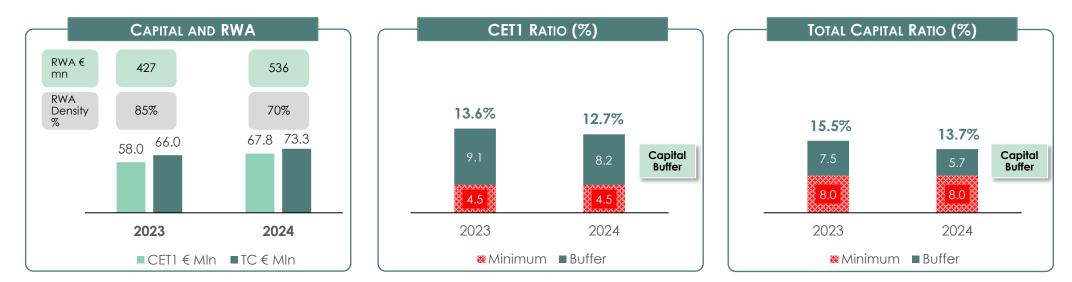


Interest Margin   Lotal	Income Statement (€mn)	2021A	2022A	2023A	2024A	ΥοΥ%	CAGR '21-'24
Net Commission   17.7   23.6   27.2   36.4   33.7%   27.2%     Net Banking Income   23.9   30.9   36.2   48.8   34.9%   26.8%     Net value adjustments / write-backs for credit risk   (0.2)   (1.2)   (1.3)   (1.2)   (7.7%)   75.1%     Operating Costs   (9.8)   (13.2)   (12.9)   (16.0)   24.0%   17.9%     Net Profit   9.5   10.9   15.1   21.1   40.0%   30.7%     (m)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Turnover   1,402.9   2.009.4   2.559.3   3.029.5   18.4%   29.3%     Disbursed Amount   1,118.5   1,674.0   2,161.4   2,393.6   10.7%   28.9%     LTV   79.7%   83.3%   84.5%   79.0%   (6.4%)   (0.3%)     IV Pro-solvendo   78.6%   8.7%   8.5%   9.1%   6.1%   (1.9%)     Interest Margin / Net Banking Income (%)   26.0%   23.5%   24.8	* *						
Net Banking Income   23.9   30.9   36.2   48.8   34.9%   26.8%     Net value adjustments / write-backs for credit risk   (0.2)   (1.2)   (1.3)   (1.2)   (7.7%)   75.1%     Operating Costs   (9.8)   (13.2)   (12.9)   (16.0)   24.0%   17.9%     Net Profit   9.5   10.9   15.1   21.1   40.0%   30.7%     (€m)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Turnover   1,402.9   2,009.4   2,559.3   3,029.5   18.4%   29.3%     IV   79.7%   83.3%   84.5%   79.0%   (6.4%)   (0.3%)     IV   79.7%   83.3%   84.5%   79.0%   (6.4%)   (0.3%)     IV Pro-solvendo   78.6%   81.6%   79.7%   75.9%   (4.8%)   (1.9%)     Interest Margin / Net Banking Income (%)   9.6%   8.7%   8.5%   9.1%   6.1%   (1.9%)     Cost Income Ratio   40.9%   42.7%   35.7%							
Net value adjustments / write-backs for credit risk   (0.2)   (1.2)   (1.3)   (1.2)   (7.7%)   75.1%     Operating Costs   (9.8)   (13.2)   (12.9)   (16.0)   24.0%   17.9%     Net Profit   9.5   10.9   15.1   21.1   40.0%   30.7%     (€m)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Tumover   1,402.9   2,009.4   2,559.3   3,029.5   18.4%   29.3%     Disbursed Amount   1,118.5   1,674.0   2,161.4   2,393.6   10.7%   28.9%     LIV   79.7%   83.3%   84.5%   79.0%   (6.4%)   (0.3%)     ITV Pro-solvendo   78.6%   81.6%   79.7%   25.4%   2.2%   (0.9%)   (1.2%)     Iterest Margin / Net Banking Income (%)   26.0%   23.5%   24.8%   25.4%   2.2%   (0.9%)     ROE (%)   42.0%   23.7%   29.3%   35.8%   21.9%   (5.2%)     Balance Sheet (€mn)   2021A   <							
Operating Costs   (9.8)   (13.2)   (12.9)   (16.0)   24.0%   17.9%     Net Profit   9.5   10.9   15.1   21.1   40.0%   30.7%     (€m)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Turnover   1,402.9   2,009.4   2,559.3   3,029.5   18.4%   29.3%     Disbursed Amount   1,118.5   1,674.0   2,161.4   2,393.6   10.7%   28.9%     LIV   79.7%   83.3%   84.5%   79.0%   (6.4%)   (1.2%)     Itrest Margin / Net Banking Income / Average Loan (%)   9.6%   8.7%   8.5%   9.1%   6.1%   (1.9%)     Interest Margin / Net Banking Income (%)   2.60%   23.5%   24.8%   25.4%   2.2%   (0.9%)     ROE (%)   42.0%   23.7%   29.3%   35.8%   21.9%   (5.2%)     Balance Sheet (£mn)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Cash & Cash Equivalents   33.5   43.7	-						
Net Profit   9.5   10.9   15.1   21.1   40.0%   30.7%     (€m)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Turnover   1,402.9   2,009.4   2,559.3   3,029.5   18.4%   29.3%     Disbursed Amount   1,118.5   1,674.0   2,161.4   2,393.6   10.7%   28.9%     LTV   79.7%   83.3%   84.5%   79.0%   (6.4%)   (0.3%)     LTV Pro-solvendo   78.6%   8.7%   8.5%   9.1%   6.1%   (1.9%)     Interest Margin / Net Banking Income (%)   9.6%   8.7%   8.5%   9.1%   6.1%   (1.9%)     Cost Income Ratio   40.9%   42.7%   35.7%   32.9%   (8.0%)   (7.0%)     ROE (%)   2021A   2022A   2023A   2024A   YoY%   CAGR '21-'24     Cash & Cash Equivalents   33.5   43.7   21.7   122.4   465.0%   54.0%     Financial Assets   321.0   385.4   462.4   614.9 <td>•</td> <td></td> <td></td> <td></td> <td></td> <td>• •</td> <td></td>	•					• •	
Image: Constraint of the set of	•						
Turnover 1,402.9 2,009.4 2,559.3 3,029.5 18.4% 29.3%   Disbursed Amount 1,118.5 1,674.0 2,161.4 2,393.6 10.7% 28.9%   LTV 79.7% 83.3% 84.5% 79.0% (6.4%) (0.3%)   LTV Pro-solvendo 78.6% 81.6% 79.7% 75.9% (4.8%) (1.2%)   Net Banking Income / Average Loan (%) 9.6% 8.7% 8.5% 9.1% 6.1% (1.9%)   Interest Margin / Net Banking Income (%) 26.0% 23.5% 24.8% 25.4% 2.2% (0.9%)   Cost Income Ratio 40.9% 42.7% 35.7% 32.9% (8.0%) (7.0%)   ROE (%) 2021A 2022A 2023A 2024A YoY% CAGR '21-'24   Cash & Cash Equivalents 33.5 43.7 21.7 122.4 465.0% 54.0%   Financial Assets 321.0 385.4 462.4 614.9 33.0% 24.2%   Other Assets 10.8 14.7 15.9 32.3 102.7% 43.8%   Total Assets 31			10.7			10.070	00.770
Turnover 1,402.9 2,009.4 2,559.3 3,029.5 18.4% 29.3%   Disbursed Amount 1,118.5 1,674.0 2,161.4 2,393.6 10.7% 28.9%   LTV 79.7% 83.3% 84.5% 79.0% (6.4%) (0.3%)   LTV Pro-solvendo 78.6% 81.6% 79.7% 75.9% (4.8%) (1.2%)   Net Banking Income / Average Loan (%) 9.6% 8.7% 8.5% 9.1% 6.1% (1.9%)   Interest Margin / Net Banking Income (%) 26.0% 23.5% 24.8% 25.4% 2.2% (0.9%)   Cost Income Ratio 40.9% 42.7% 35.7% 32.9% (8.0%) (7.0%)   ROE (%) 2021A 2022A 2023A 2024A YoY% CAGR '21-'24   Cash & Cash Equivalents 33.5 43.7 21.7 122.4 465.0% 54.0%   Financial Assets 321.0 385.4 462.4 614.9 33.0% 24.2%   Other Assets 10.8 14.7 15.9 32.3 102.7% 43.8%   Total Assets 31	(€m)	2021A	2022A	2023A	2024A	ΥοΥ%	CAGR '21-'24
LTV LTV Pro-solvendo79.7% 78.6%83.3% 81.6%84.5% 79.7%79.0% 75.9%(6.4%) (4.8%)(0.3%) (1.2%)Net Banking Income / A verage Loan (%) Interest Margin / Net Banking Income (%)9.6%8.7%8.5%9.1%6.1% (1.9%)(1.9%) (1.9%)Cost Income Ratio ROE (%)40.9%42.7%35.7%32.9%(8.0%)(7.0%) (5.2%)Balance Sheet (€mn)2021A2022A2023A2024AYoY%CAGR '21-'24 (5.2%)Cash & Cash Equivalents Financial Assets33.543.721.7122.4465.0% 3.0%54.0% 24.2%Other Assets10.814.715.932.3102.7%43.8%Financial Liabilities314.6368.4409.4635.255.2%26.4% 26.4%Other Liabilities18.718.624.254.3124.1%42.7%		1,402.9	2,009.4	2,559.3	3,029.5	18.4%	29.3%
LTV Pro-solvendo78.6%81.6%79.7%75.9%(4.8%)(1.2%)Net Banking Income / Average Loan (%)9.6%8.7%8.5%9.1%6.1%(1.9%)Interest Margin / Net Banking Income (%)26.0%23.5%24.8%25.4%2.2%(0.9%)Cost Income Ratio40.9%42.7%35.7%32.9%(8.0%)(7.0%)ROE (%)2021A2022A2023A2024AYoY%CAGR '21-'24Cash & Cash Equivalents33.543.721.7122.4465.0%54.0%Financial Assets321.0385.4462.4614.933.0%24.2%Other Assets10.814.715.932.3102.7%43.8%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	Disbursed Amount	1,118.5	1,674.0	2,161.4	2,393.6	10.7%	28.9%
LTV Pro-solvendo78.6%81.6%79.7%75.9%(4.8%)(1.2%)Net Banking Income / Average Loan (%)9.6%8.7%8.5%9.1%6.1%(1.9%)Interest Margin / Net Banking Income (%)26.0%23.5%24.8%25.4%2.2%(0.9%)Cost Income Ratio40.9%42.7%35.7%32.9%(8.0%)(7.0%)ROE (%)42.0%23.7%29.3%35.8%21.9%(5.2%)Balance Sheet (€mn)2021A2022A2023A2024AYoY%CAGR '21-'24Cash & Cash Equivalents33.543.721.7122.4465.0%54.0%Financial Assets321.0385.4462.4614.933.0%24.2%Other Assets10.814.715.932.3102.7%43.8%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	LTV	79.7%	83.3%	84.5%	79.0%	(6.4%)	(0.3%)
Interest Margin / Net Banking Income (%)26.0%23.5%24.8%25.4%2.2%(0.9%)Cost Income Ratio40.9%42.7%35.7%32.9%(8.0%)(7.0%)ROE (%)42.0%23.7%29.3%35.8%21.9%(5.2%)Balance Sheet (€mn)2021A2022A2023A2024AYoY%CAGR '21-'24Cash & Cash Equivalents33.543.721.7122.4465.0%54.0%Financial Assets321.0385.4462.4614.933.0%24.2%Other Assets10.814.715.932.3102.7%43.8%Total Assets365.3443.8500.0769.653.9%28.2%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	LTV Pro-solvendo	<b>78.6</b> %	81.6%	<b>79.7</b> %	<b>75.9</b> %	(4.8%)	
Interest Margin / Net Banking Income (%)26.0%23.5%24.8%25.4%2.2%(0.9%)Cost Income Ratio40.9%42.7%35.7%32.9%(8.0%)(7.0%)ROE (%)42.0%23.7%29.3%35.8%21.9%(5.2%)Balance Sheet (€mn)2021A2022A2023A2024AYoY%CAGR '21-'24Cash & Cash Equivalents33.543.721.7122.4465.0%54.0%Financial Assets321.0385.4462.4614.933.0%24.2%Other Assets10.814.715.932.3102.7%43.8%Total Assets365.3443.8500.0769.653.9%28.2%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	Net Banking Income / Average Loan (%)	9.6%	8.7%	8 5%	9.1%	61%	(1.9%)
Cost Income Ratio40.9%42.7%35.7%32.9%(8.0%)(7.0%)ROE (%)42.0%23.7%29.3%35.8%21.9%(5.2%)Balance Sheet (€mn)2021A2022A2023A2024AYoY%CAGR '21-'24Cash & Cash Equivalents33.543.721.7122.4465.0%54.0%Financial Assets321.0385.4462.4614.933.0%24.2%Other Assets10.814.715.932.3102.7%43.8%Total Assets365.3443.8500.0769.653.9%28.2%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%							• •
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Cash & Cash Equivalents33.543.721.7122.4465.0%54.0%Financial Assets321.0385.4462.4614.933.0%24.2%Other Assets10.814.715.932.3102.7%43.8%Total Assets365.3443.8500.0769.653.9%28.2%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	Balance Sheet (€mn)	2021A	2022A	2023A	2024A	ΥοΥ%	CAGR '21-'24
Other Assets10.814.715.932.3102.7%43.8%Total Assets365.3443.8500.0769.653.9%28.2%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%		33.5	43.7	21.7	122.4	465.0%	54.0%
Total Assets365.3443.8500.0769.653.9%28.2%Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	Financial Assets	321.0	385.4	462.4	614.9	33.0%	24.2%
Financial Liabilities314.6368.4409.4635.255.2%26.4%Other Liabilities18.718.624.254.3124.1%42.7%	Other Assets	10.8	14.7	15.9	32.3	102.7%	43.8%
Other Liabilities   18.7   18.6   24.2   54.3   124.1%   42.7%	Total Assets	365.3	443.8	500.0	769.6	<b>53.9%</b>	28.2%
	Financial Liabilities	314.6	368.4	409.4	635.2	55.2%	26.4%
Total Liabilities   333.3   387.0   433.6   689.5   59.0%   27.4%	Other Liabilities	18.7	18.6	24.2	54.3	124.1%	42.7%
	Total Liabilities	333.3	387.0	433.6	689.5	59.0%	27.4%
Shareholder's Equity   32.0   56.8   66.4   80.1   20.6%   35.8%	Shareholder's Equity	32.0	56.8	66.4	80.1	20.6%	35.8%

# A very simple balance sheet with a strong capital position...





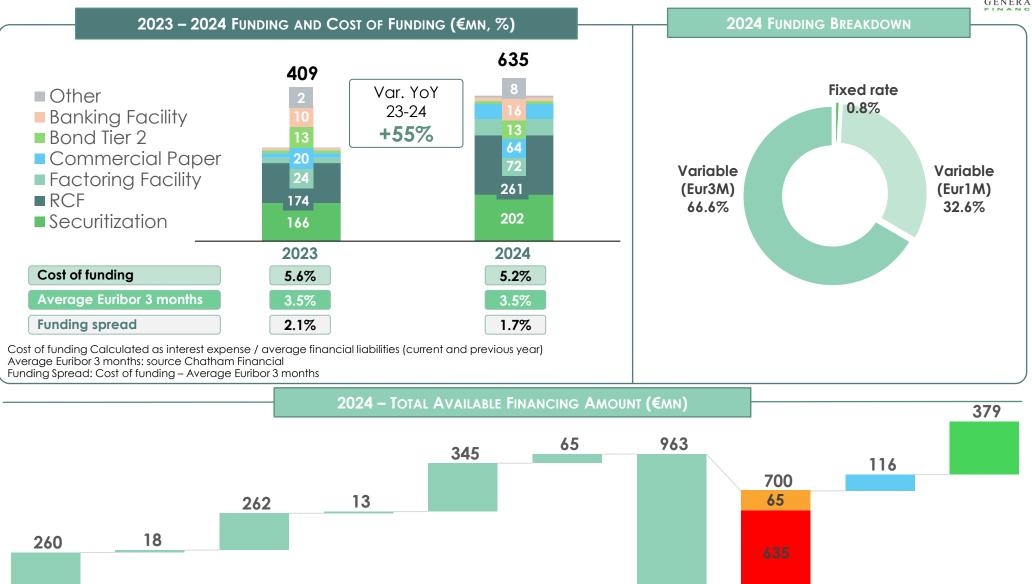


RWA Density: RWA / Total Asset

Note: CET1 Ratio and Total Capital Ratio calculated taking into account net profit of the 2024, net of total dividends to be distributed (payout 50% of net profit)

# ...coupled with a robust funding and liquidity position





Commercial

Paper

**Available** 

Funding

Use of

Funding

Securitization: included only for an amount equal to the credit lines approved by banks

Factoring

Facility

**Bond Tier 2** 

**Securitization** 

Banking

Facility

RCF

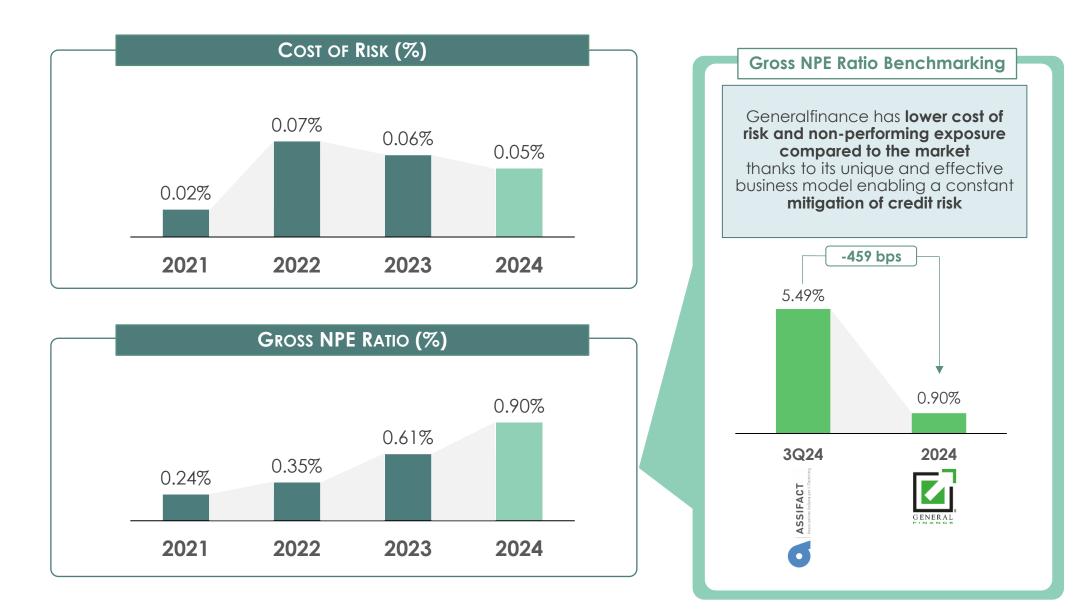
Capacity

Liquidity Counterbalancing

Position

#### A low risk model with best in class asset quality

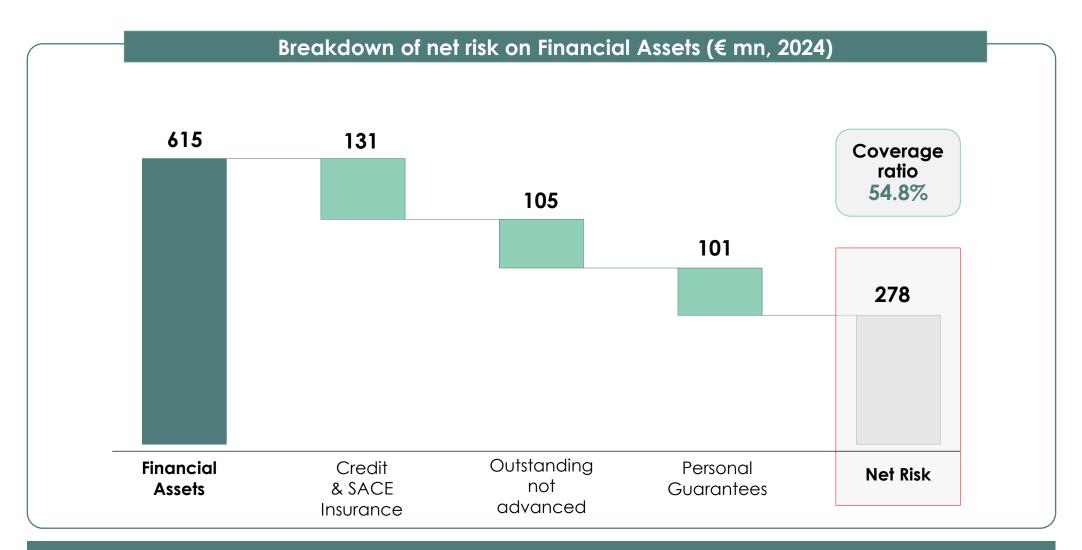




Cost of Risk has been computed as Credit Risk Adjustments / Annual Disbursed Loans; Gross NPE («Non-Performing Exposure») Ratio has been computed as Gross NPE / Gross Loans to Customers

# High protection of risk due to conservative credit stance





The Net Risk borne by Generalfinance on total financial assets as at December 31, 2024 was €278 mn.

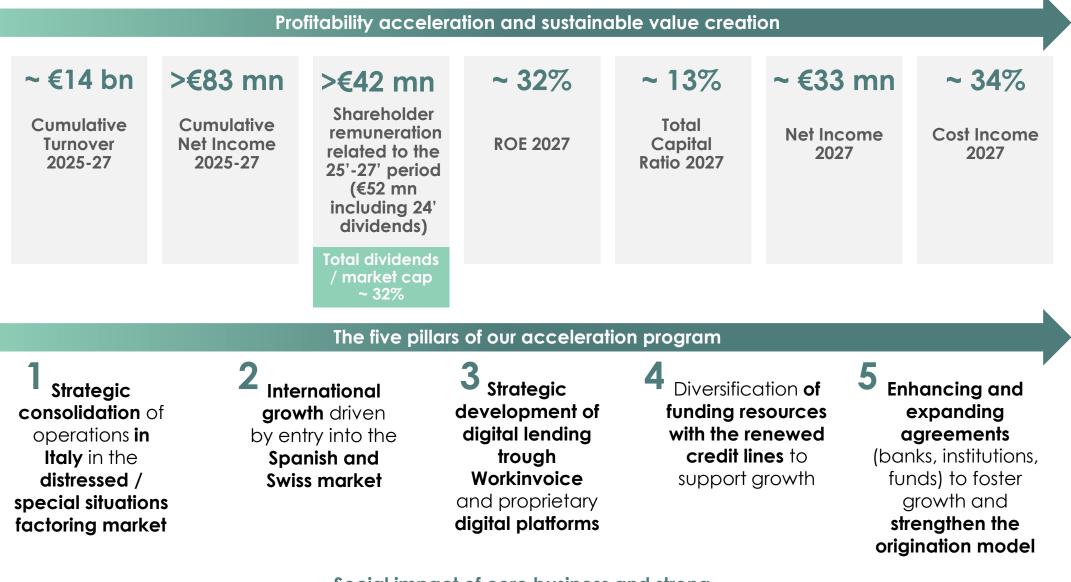
Insurance: Allianz Trade (Credit Insurance) cap equal to 50x annual premiums for total €57 mn; Sace Guarantees for total €74 mn Personal guarantees: calculated by summing the smaller value between "Guarantee" and "Exposure" for each factoring relationship between Generalfinance and the seller Coverage ratio: Sum of guarantees / Financial Assets



#### **Business Plan 2025-2027: overview and initiatives** Massimo Gianolli, Chief Executive Officer

#### Value creation, a way forward

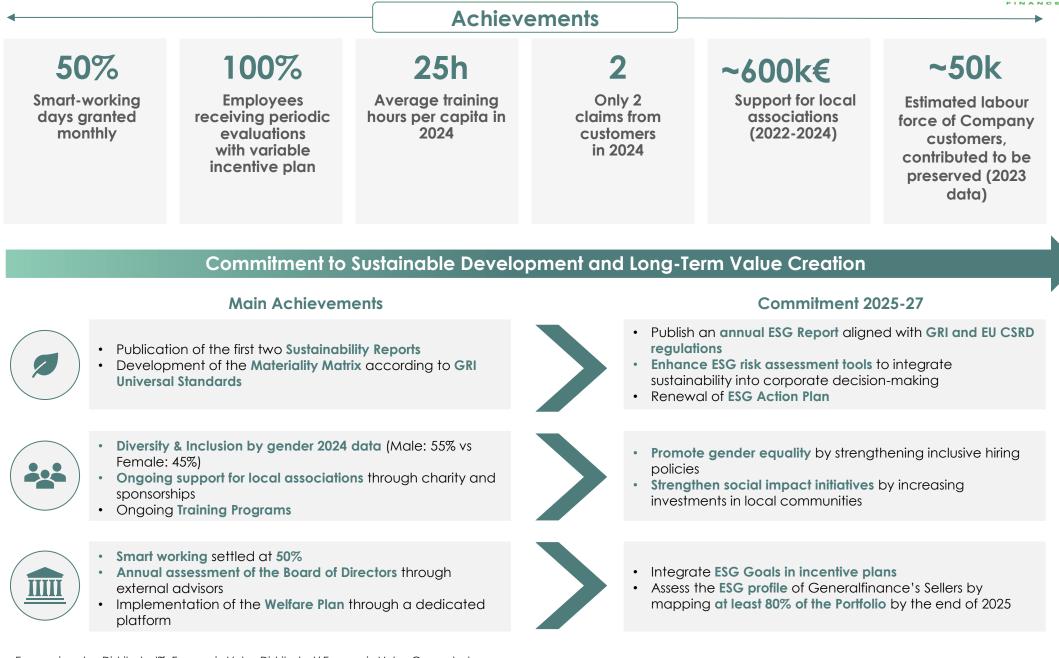




Social impact of core business and strong governance to support growth

## Sustainability & Human Capital to create long-term value



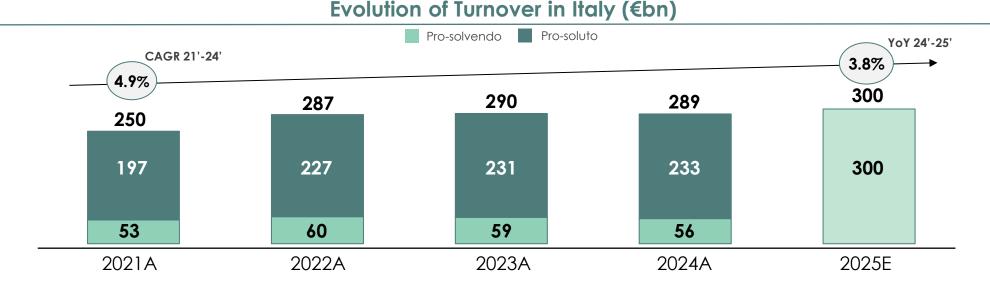


Economic value Distributed%: Economic Value Distributed/ Economic Value Generated Economic Value Distributed: Suppliers, Staff, Public Administration, Local Community, Shareholders

# Leader in the Italian special situation market

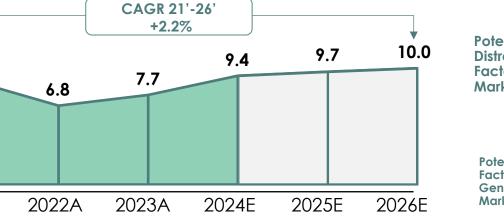


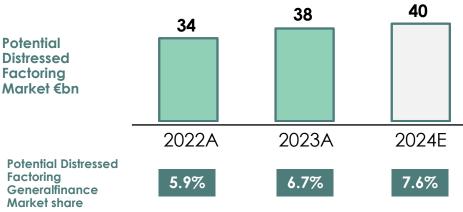
In the overall fast-growing factoring market (turnover in Italy is expected to grow from €289bn in 2024 to €300bn in 2025) Generalfinance focuses on **special situations** (companies classified into the UTP, forborne and past due categories by banks) with a portfolio of performing debtors





Potential turnover of factoring to distressed enterprises (€bn, 2022-2024E)<sup>(2)</sup>





2025E: Forecast data - "Forefact n.1 2025"

9.0

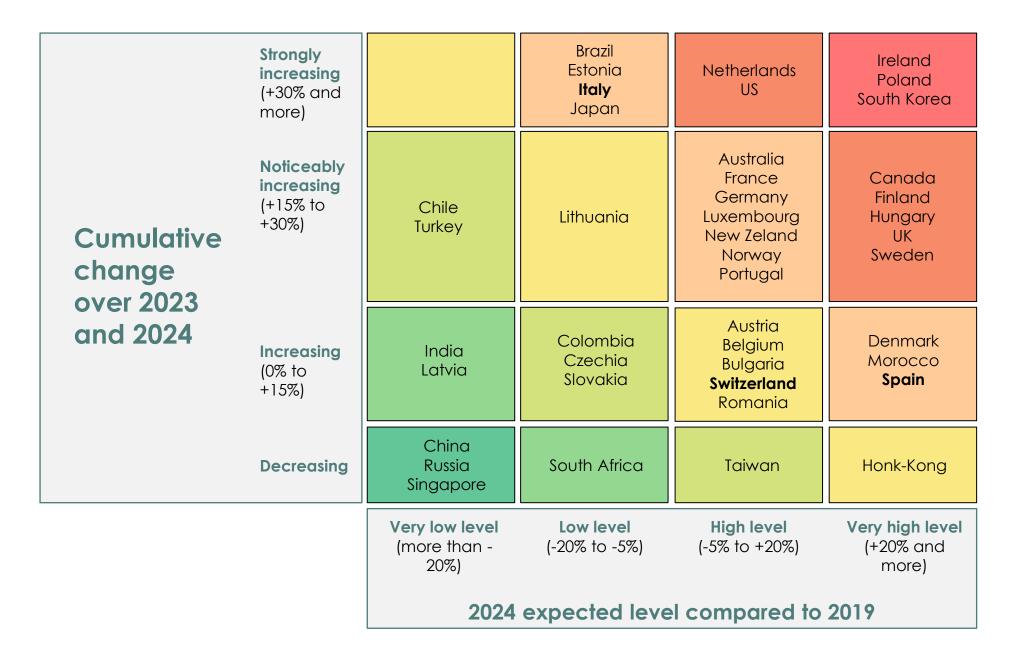
2021A

(1) Range of values estimated in the report of Allianz « Global Insolvency Outlook »

(2) Range of values estimated in the Deloitte report «II Factoring come strumento per il rilancio delle imprese in crisi» Nov. 2023, mkt. share based on distressed segment

# Insolvency trend confirms actractiveness of foreign market





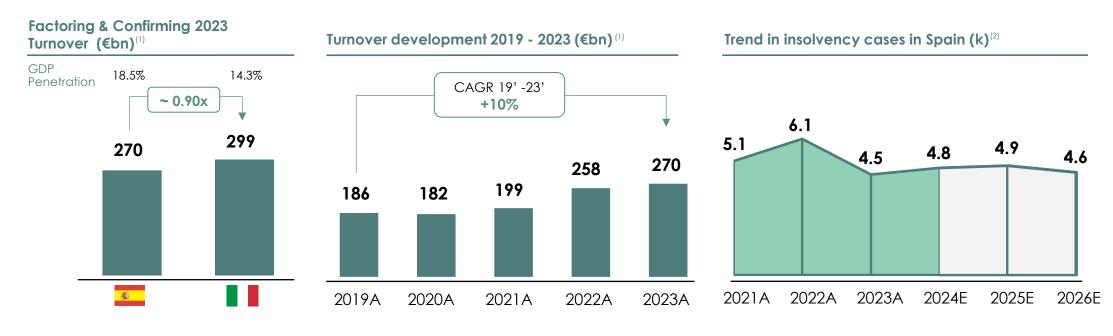
# International growth in the Spanish market



- ✓ Spain offers a legal and regulatory framework similar to Italy, allowing greater operational flexibility as factoring is considered an atypical contract and is not subject to restrictions.
- Generalfinance plans to replicate its operational and origination model in Spain, adapting it to local specifics.
- ✓ The absence of specialized players in distressed factoring highlights a strategic opportunity for Generalfinance.
- ✓ The branch is based on a low cost model and is located in Madrid.



The Factoring & Confirming market in **Spain reached ~270 €bn in 2023** (~ 18.5% of GDP) with a **turnover CAGR of ~10%** between 19'-23'



(1) Source EuFederation

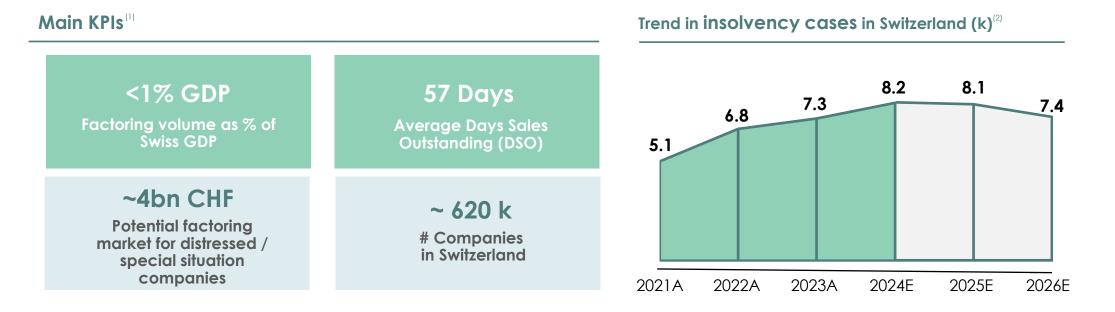
(2) Range of values estimated in the report of Allianz « Global Insolvency Outlook »

# International growth in the Swiss market



- ✓ The post-pandemic credit crunch sees Swiss banks becoming more restrictive in their lending to SMEs and could open opportunity for factoring.
- ✓ The structure of the Swiss economy is characterized by small and mediumsized enterprises (>99% of companies); ~55% of employees work for companies with more than 50 employees and therefore fall into the initial target market of Generalfinance.
- The Swiss economy has remained stable from both real economy and financial market perspectives in recent years, yet credit deterioration and high bankruptcy risks persist.





(1) Estimation of Alvarez & Marsal

(2) Range of values estimated in the report of Allianz « Global Insolvency Outlook »

#### Acquisition of Workinvoice Launch of the Fintech&Digital Lending department



Key Highlights 2024 - Workinvoice

110 mn	0.4 mn	2.1 mn	110	+10 years	+800 mn
Turnover	Adj EBITDA	Revenues	Number of clients in 2024	First mover in the invoice trading market	Receivable traded on the market since 2013

- Generalfinance aims to further specialise its factoring framework, particularly focusing on distressed corporate: gradually, retail customers will be directed to the Workinvoice platform.
- Workinvoice will be merged by incorporation into Generalfinance. Following the merger, a new Generalfinance "Fintech & Digital Lending" Department will be established.
- ✓ **New factoring / invoice discounting digital offer** for small business into the open market.

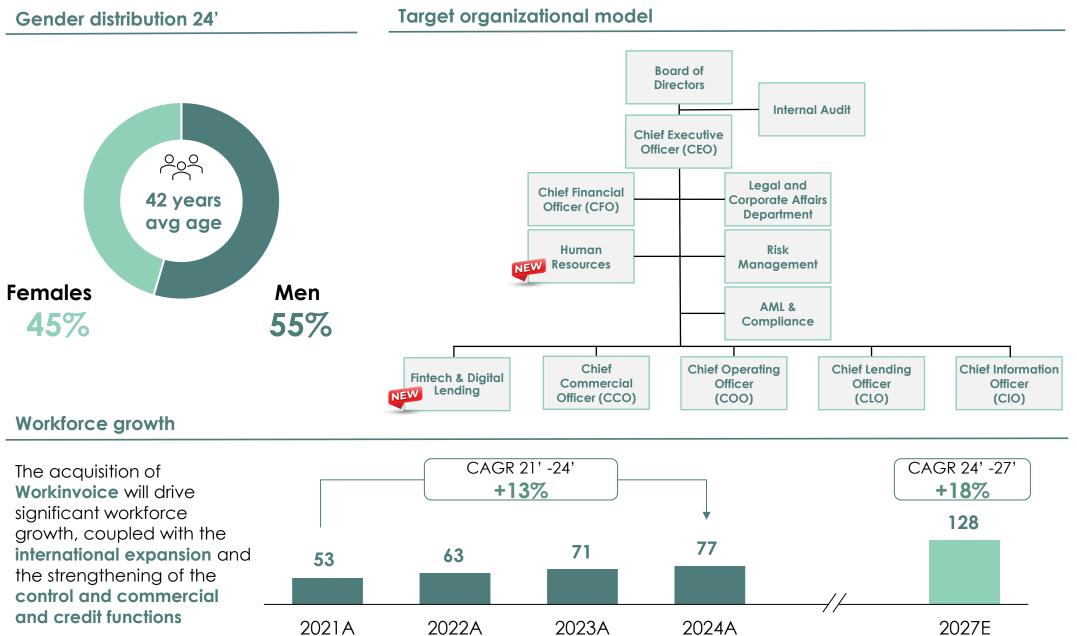
Generalfinance S.p.A., announced in June 24' that has signed a contract for the acquisition of Workinvoice S.r.I., a leading operator and pioneer in the invoice trading market in Italy.

The Transaction provides for an initial consideration of EUR 6.6 million . Of this amount, EUR 2 million will be paid in cash and EUR 4.6 million will be settled in newly issued Generalfinance shares, valued at a unit price of EUR 10,96.

Expected closing by year and with the full integration of Workinvoice in Generalfinance.

# Human capital as a strategic factor to drive the growth





# Solid and sustainable growth: the numbers driving the future





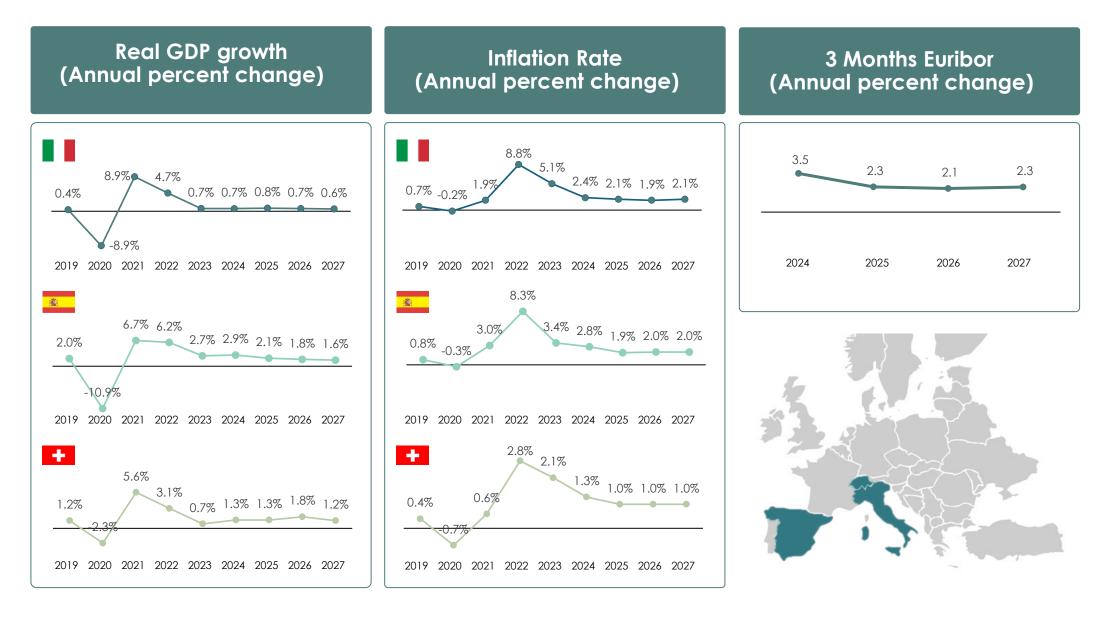
Turnover includes Future receivables ROE = Net Profit / (Equity - Net Profit) Cost income ratio 2022A: data adjusted (net of IPO costs)



#### **Business Plan 2025-2027: financials** Ugo Colombo, Chief Financial Officer

#### Macroeconomic scenario supportive for our business





Real GDP Growth: International Monetary Fund Inflation Rate: International Monetary Fund 3 Months Euribor: European Central Banks

# NII fully «hedged» against interest rates volatility

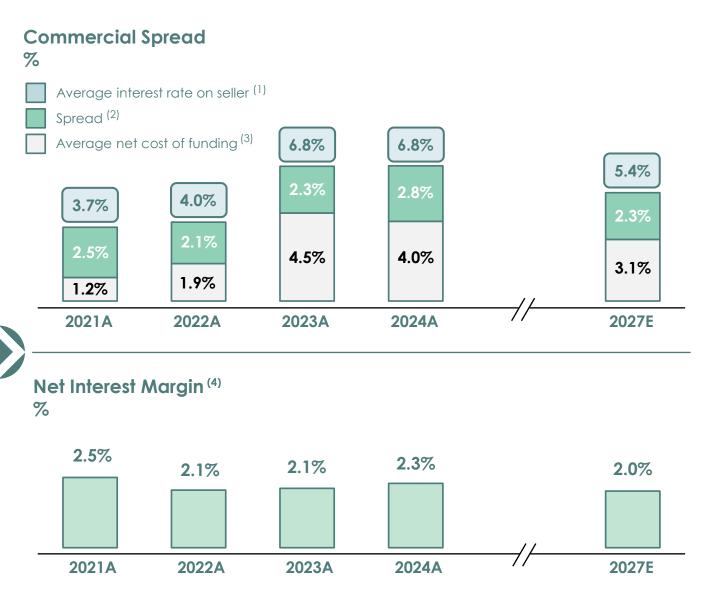


Spreadwillstaysubstantiallystableoverthe years.

**Net Interest Income (NII)** ~25% of the Net Banking Income in 2027.

Almost all funding available at variable rates (Euribor 1M, 3M and 6M).

All factoring contracts at variable rates (based on Euribor 3M).

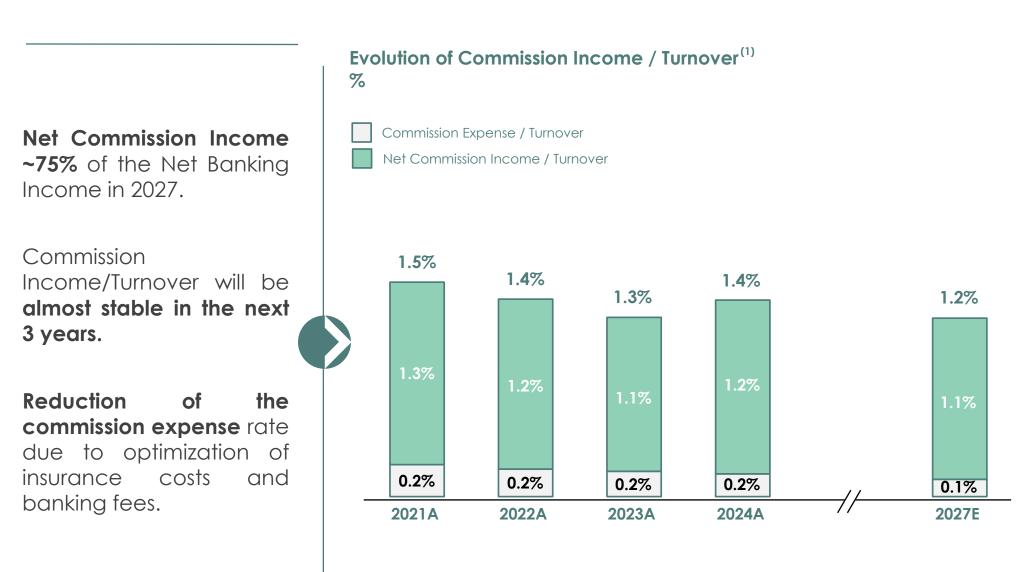


(1) (Interest income + delayed payment Interest + other interest)/ average loans (current and previous year)

- (2) Spread: average interest rate on seller average cost of funding
- (3) Calculated as (interest expense + interest of liquidity) / average financial liabilities (current and previous year)
- (4) Calculated as Net Interest income/ average loans (current and previous year)

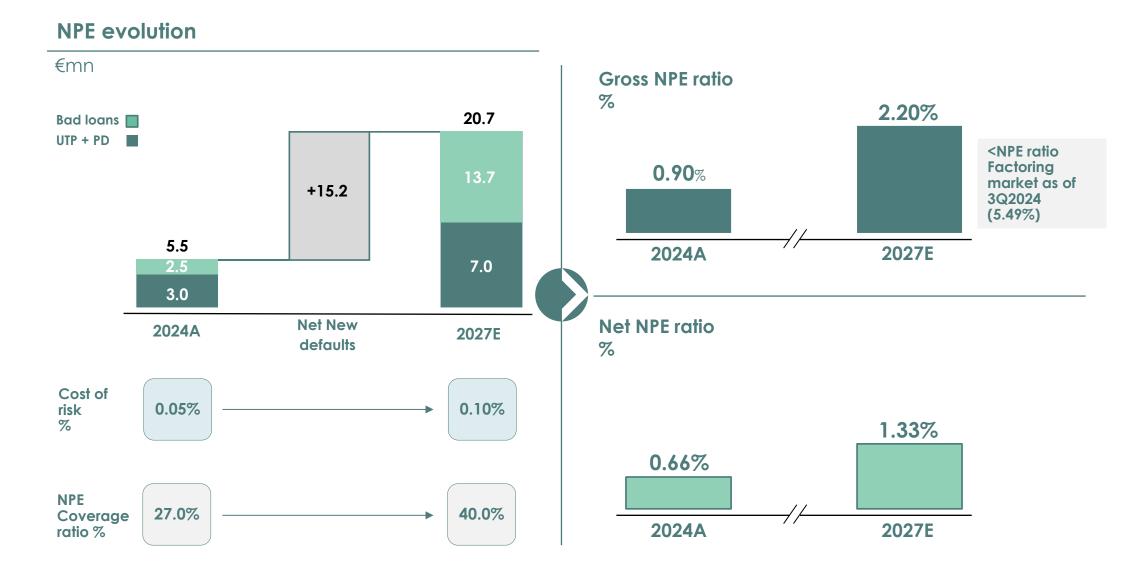
# Net commission income, the primary source of profitability





# Safeguarded asset quality, sound profile confirmed

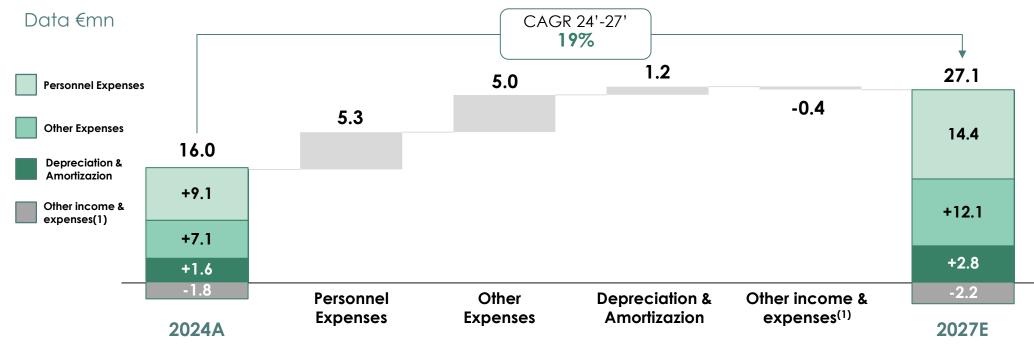


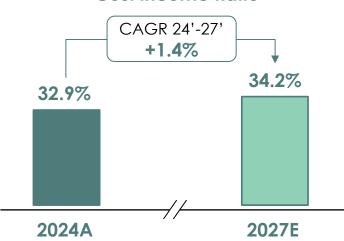


#### generalfinance.it 37

# Cost / Income reflecting the efficiency of the machine

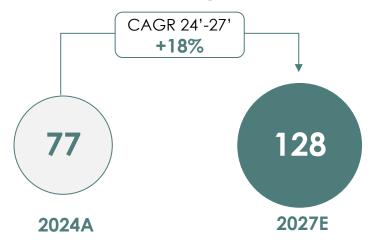






Cost income Ratio<sup>(2)</sup>



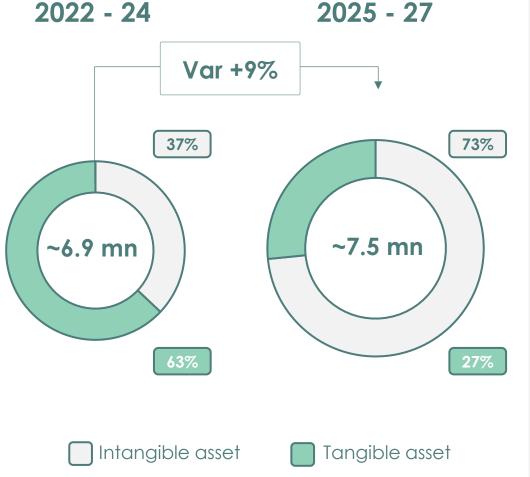


(2) Operating Costs / Net Banking Income

# Increased IT investments through tech and digital innovation



#### **Cumulative IT Investments**



#### **Key Investment Areas**

- Hardware renewal: upgrading infrastructure for efficiency and security



8

Platform evolution: developing digital projects for international expansion and business purposes



Data governance: enhancing data management and security



Organic growth : scaling up with new resources mainly in the IT development area

Cybersecurity: fostering cybersecurity system for built-in protection

ZØ

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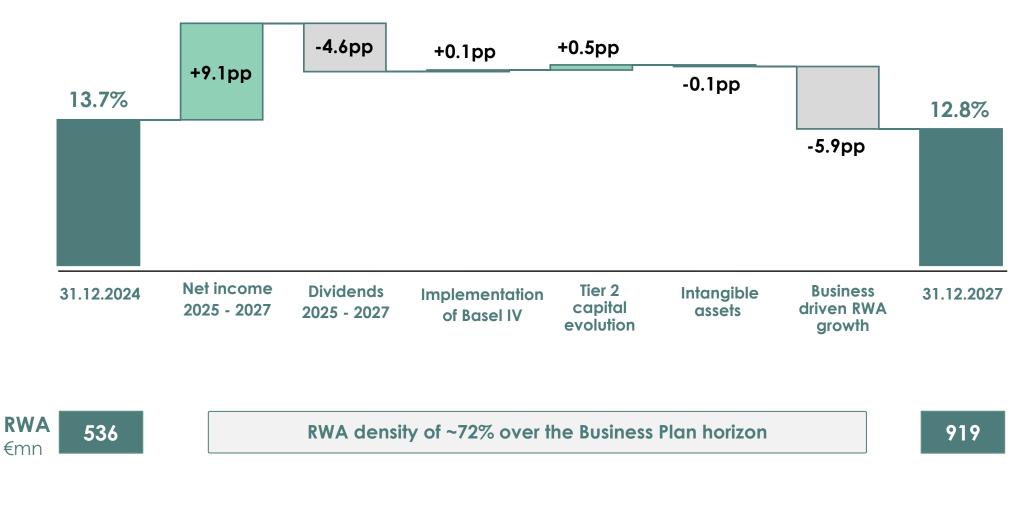
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Supporting ESG strategies

# Efficient use of capital with strong organic capital generation



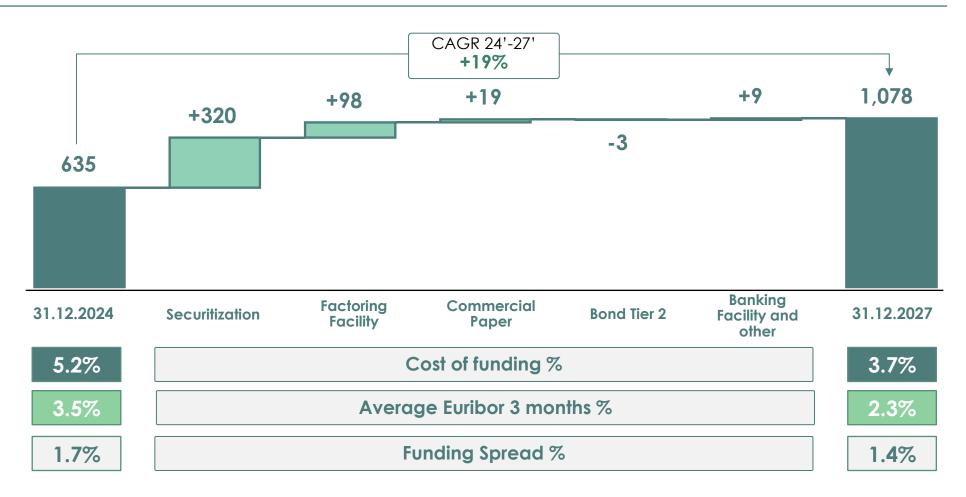
#### Total Capital ratio evolution %



# Optimization of funding structure and cost of funding



#### Financial indebtedness €mn



Cost of funding Calculated as interest expense / average financial liabilities (current and previous year) Average Euribor 3 months: source Chatham Financial Funding Spread: Cost of funding – Average Euribor 3 months

#### Business Plan targets (1/2)



Income Statement (€mn)	2024A	2027E	Cagr '24-'27
Interest Margin	12.4	20.2	17.8%
Net Commission	36.4	59.1	17.6%
Net Banking Income	48.8	79.3	1 <b>7.6</b> %
Net value adjustments / write-backs for credit risk	-1.2	-4.0	51.0%
Operating Costs	-16.0	-27.1	19.2%
Net Profit	21.1	32.5	15.5%

(€mn)	2024A	2027E	Cagr '24-'27
Turnover	3,029.5	5,300.3	20.5%
- Italy	3,029.5	4,253.3	12.0%
- Spain	-	350.2	-
- Switzerland	-	226.4	-
- Workinvoice	-	470.4	-
Net Banking Income / Average Loan (%)	9.1%	8.0%	(4.2%)
Interest Margin / Net Banking Income (%)	25.4%	25.5%	0.2%
Cost Income Ratio	32.9%	34.2%	1.4%
ROE (%)	35.8%	32.2%	-3.4%
Balance Sheet (€mn)	2024A	2027E	Cagr '24-'27
Cash & Cash Equivalents	122.4	157.6	8.8%
Financial Assets	614.9	1062.1	20.0%
Other Assets	32.3	43.5	10.5%
Total Assets	769.6	1,263.2	18.0%
Financial Liabilities	635.2	1077.5	19.3%
Other Liabilities	54.3	52.2	(1.3%)
Total Liabilities	689.5	1,129.7	17.9%
Shareholder's Equity	80.1	133.5	18.6%

#### Business Plan targets (2/2)



Capital an RWA	2024A	2027E	Cagr '24-'27
CET1 €mn	67.8	107.9	16.7%
Total Capital €mn	73.3	117.9	17.2%
RWA €mn	535.8	919.4	19.7%
CET1 (%)	12.7%	11.7%	(2.5%)
Total Capital (%)	13.7%	12.8%	(2.1%)
Credit Quality	2024A	2027E	Cagr '24-'27
NPE Ratio (%)	0.9%	2.2%	34.4%
Cost of Risk (bps)	0.05%	0.10%	25.7%



#### **Key Takeaways** Massimo Gianolli, Chief Executive Officer

#### High remuneration to Shareholders over the last 3 years...

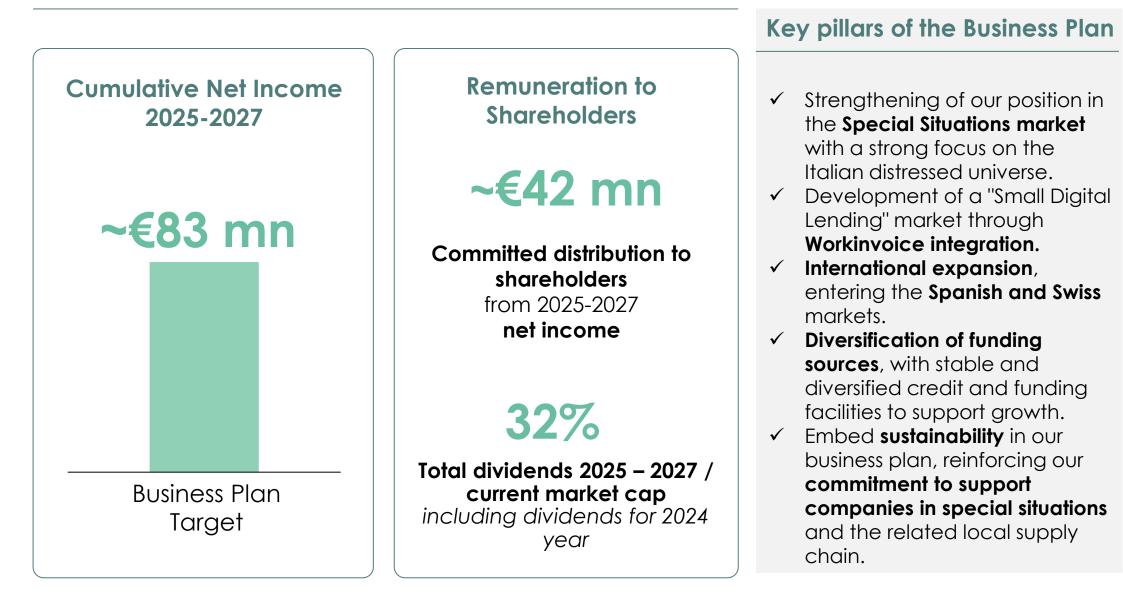


#### SHARE PERFORMANCE (29 JUNE 2022 – 26 FEBRUARY 2025)



Dividend yield 2024 calculated as dividend / average share price of the last 30 days, as of 26th Feb 2025; dividend yield 2022 - 2023: as reported in the press release







FY2024 results and 2025-2027 Business Plan Presentation