



Press Release

MISITANO & STRACUZZI S.P.A.: **UPDATE ON ECONOMIC AND FINANCIAL EXPECTATIONS FOR FY 2025**

Messina (ME), Italy – 1st September, 2025 – **Misitano & Stracuzzi S.p.A.**, one of the main Italian business to business (B2B) operator active at international level in the creation, production and marketing of citrus essential oils mainly of natural origin and to a lesser extent in the production of citrus juice ("**M&S** or the "**Company**"), listed on the Euronext Growth Milan market – announces an update on its economic and financial expectations for the full year 2025, in light of recent market trends and the evolution of main cost factors. The consolidated interim report as of 30 June 2025 will be presented on 19 September 2025 (instead of 20 September 2025 as previously announced to the market).

Although the Company has not issued *public guidance*, in line with its principles of transparency towards the market, it deems it appropriate to anticipate that current internal projections – for the full year 2025 – will differ from analysts' consensus (last updated in April 2025 and available on official sources), which envisages revenues of around Euro 85 million and an EBITDA margin of approximately 16%.

For FY 2025, management confirms a growth in revenue, slightly below consensus but still in the significant compared to 2024, while EBITDA margin is expected to be below public consensus estimates, and in the "high single digit" range, mainly due to: the increase in raw material costs, which accelerated particularly from the end of 2024 and throughout 2025; the uncertainty stemming from the introduction of tariffs affecting trade with the US, as well as the ongoing change in the sizes of the same.

The Company has proactively launched a series of initiatives to mitigate these temporary impacts and remains focused on the progressive recovery of profitability through (1) expansion of the product portfolio, alongside the enlargement of its client base and reference markets. This strategy is supported by the appointment of *Mohamed Erraji as Chief Commercial & Strategy Officer*, bringing over 20 years of international experience in the Flavours & Fragrances industry, and *Melanie Cooksey-Stott as Vice President of Sales, USA*, after more than two decades at Treatt, further strengthening the Company's US presence; (ii) greater procurement efficiency, to manage raw material volatility; (iii) operational efficiency gains, especially in logistics, which will be fully realized thanks to the ramp-up of the new production facilities. Specifically, as of May 2025 the new plant in Pace del Mela (ME), dedicated to the production of essential oils and aromatic solutions, has become operational, while the new facility for citrus processing in San Filippo del Mela (ME) is nearing completion and is expected to be fully operational from January 2026.

Antonio Stracuzzi, Chairman and CEO of the Company, commented: *"Our business growth is supported by favourable market trends and tangible industrial development. At the same time, we are aware that we are going through a phase of margin compression, mainly due to exogenous factors and uncertainty around tariff decisions. I would like to emphasize, however, that our two new production sites (covering over 30,000 sqm), designed with cutting-edge technology, will deliver increased production efficiency and reduced internal logistics times – benefits that we are already experiencing at the completed facility. Strategically - **Antonio Stracuzzi continues** - we intend to pursue expansion also in the Fragrances segment where our current footprint is still limited but growth opportunities are significant. Meanwhile, the food flavourings market, where we were born and established our reputation, continues to offer strong growth*



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potential, with new products under development based on emerging technologies, and the sustainability of raw materials. We are also continuing to secure important supply contracts with our long-standing clients, who not only reaffirm their trust in the quality and innovation of our products but are also benefiting from the added value brought by our new facilities.”

As a reminder, the Company closed FY 2024 with Revenues of Euro 72.8 million (Euro 59.0 million in FY 2023), an EBITDA of Euro 15.6 million, and Net Income attributable to the Group of Euro 8.9 million.

This press release is also available in the 'Investor Relations' section of the website." It is hereby noted that the Company uses the IINFO system, managed by Computershare, for the dissemination of regulated information.

ABOUT MISITANO & STRACUZZI

The Misitano & Stracuzzi Group is one of the main Italian one of the main Italian business to business (B2B) operator active at international level in the creation, production and marketing of citrus essential oils mainly of natural origin and to a lesser extent in the production of citrus juice. The Company purchases citrus essential oils worldwide and produces proprietary solutions tailored to each individual customer's needs. The citrus essential oils are highly appreciated at the international level and are applied in a variety of fields, including food and drink, perfumes and fragrances, cosmetics and aromatherapy. The products made by the M&S Group are mainly intended for international customers, including large producers of flavours and fragrances and sometimes directly for producers active in food and beverage, personal and home care, aromatherapy, perfumery, cosmetics and pharma.

In December 2016, Misitano & Stracuzzi USA Corp. was established, a company incorporated under US law, wholly owned by Misitano & Stracuzzi S.p.A. M&S USA carries out distribution activities of essential oils and aromatic essences in the United States. The strategic position assumed by the subsidiary represents a key factor in the development of the Group's business.

The Company is listed on the Euronext Growth Milan market, organized and managed by Borsa Italiana S.p.A., since 29th July 2024 (ISIN code IT0005603078, ticker MS).

For further information

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