



IR DAY –  
UVM Acquisition

PATTERN  
GROUP

13<sup>th</sup> June, 2024

## Rationales of UVM acquisition

**Luca Sburlati**, CEO of Pattern Group, along with **Franco Martorella and Fulvio Botto**, Founders and Majority Shareholders of Pattern: "Today we announce the most significant acquisition made by our company since its listing on the Stock Exchange in 2019: the inclusion of the Mattioli family into our Group, through the Umbria Verde Mattioli knitting mill in Perugia, marks yet another strategic leap in absolute technical excellence, fostering solid industrial and product synergies. Indeed, this acquisition heralds the creation of a "one supply chain" in knitwear, positioned among the largest globally in the Luxury segment. It is guided by 4 primary directives:

- i) complete the product range with **super thin knitwear** and **customer portfolio**;
- ii) fostering engineering and innovation across **4 inherently complementary sites**;
- iii) establishing a **unified internal industrial platform**, certified in accordance with ESG principles;
- iv) driving **technological advancements** in both **products and semi-finished goods within knitwear**, a sector anticipated to experience significant evolution in the years ahead.

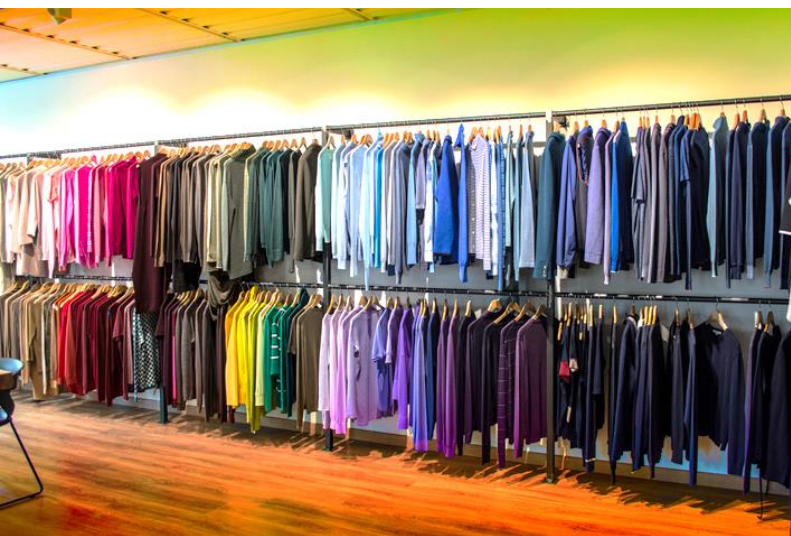
We integrate the rich traditions of Emilia and Umbria - regions where we already hold a robust presence - ensuring an additional layer of excellence".



## June 2024 – Purchased the 100% of Umbria Verde Mattioli (UVM)

**Umbria Verde Mattioli S.r.l. (UVM)** is an Umbrian company specialized in the production, processing and marketing of thin and super thin luxury knitwear in Italy and internationally.

On 12<sup>th</sup> June 2024, Pattern, through its subsidiary (80%) **S.M.T. - Società Manifattura Tessile S.r.l.**, finalized acquisition of **100% of the share capital of Umbria Verde Mattioli S.r.l.** from the two founding partners Simone and Leonardo Mattioli.



- The price is € 20.0 million**, to be paid by SMT to the sellers. This includes:
- i) **€ 8.0 million** already paid at the execution date, and **€ 3.0 million** distributed in equal annual installments until the third anniversary following the execution date, contingent upon the sellers' continued membership on UVM's board of directors.
  - ii) **the remaining amount** of the consideration, equal to **€ 9.0 million**, will not be paid, but will be a **credit** that the Sellers on the execution date will use, through **compensation**, to subscribe and fully release a **capital increase of SMT reserved for them**, for the purposes of the acquisition, on their part, of a minority stake in SMT, equal to a total of 10%\*.

\* Pattern continues to hold 80% stake in SMT following the purchase of 8% from Camer S.r.l.

## June 2024 – Purchased the 100% of Umbria Verde Mattioli (UVM)

The **Umbria Verde Mattioli** knitting mill has been **producing high-end knitwear since 1959**. Over the years, UVM has established itself as a **leader in Italy**, renowned for its specialization in thin and super thin knitwear, underpinned by an unwavering commitment to unparalleled quality. UVM provides customers with its wealth of experience in utilizing premium fibers and exclusive processing methods to bring their creative visions to life. Ongoing research, driven by global customer input, enables the discovery of unique solutions, some of which may be patented or exclusively licensed to customers, resulting in truly original and personalized garments.

The knitting mill is now among the **largest in Italy in terms of production capacity for thin knitwear**, using English Cotton Machines with gauges of 21gg, 24gg, 27gg, 30gg, 33gg, and 37gg. Linked to this is a significant and meticulously organized electronic machinery department, continuously advancing with the latest generation of technology. The machine called 37gg is UVM's flagship. This handcrafted machine is a testament to the skill in customizing and refining work tools to guarantee precision in processing super thin yarns like 2/80, 2/120, and even 2/150.

### UVM S.r.l. financials as at December 2023 as follows:

- **Value of Production:** approximately **€ 17.8 million**
- **EBITDA** approximately **€ 4.2 million**
- **Cash positive** approximately **€ 3.3 million**



## June 2024 – Purchased the 100% of Umbria Verde Mattioli (UVM)

Pattern Group continues on its path of accelerated growth, bolstering its districts and hubs of excellence.

The acquisition of **Umbria Verde Mattioli** helps **further expand the Group's foothold in the luxury knitwear segment**, adding, after SMT, Zanni S.r.l. (Zanni) and Nuova Nicol S.r.l. (Nuova Nicol), yet another **technical skill set of excellence in knitwear**.

Pattern Group, the **Italian Hub of Luxury Fashion Engineering & Production**, currently stands as one of the primary hubs and is organized as follows:



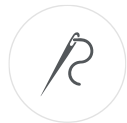
1. the **Innovation and R&D Centre** headed by **D-house** based in Milan, the Group's urban innovation and research laboratory;



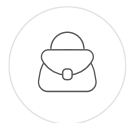
2. the **Technological Hub for the Production of Semi-finished Products, Accessories and Ready-to-Wear Finished Products** headed by **Dyloan Bond Factory** in the two Abruzzo locations of Chieti and Villamagna;



3. the **Men's and Womenswear Hub**, formed by **Pattern** in Turin, the parent company, specialized in menswear and outerwear engineering, **Roscini Atelier**, specialized in womenswear, haute couture and doubles in Umbria, and **D'Ambrosio Confezioni** in Apulia;

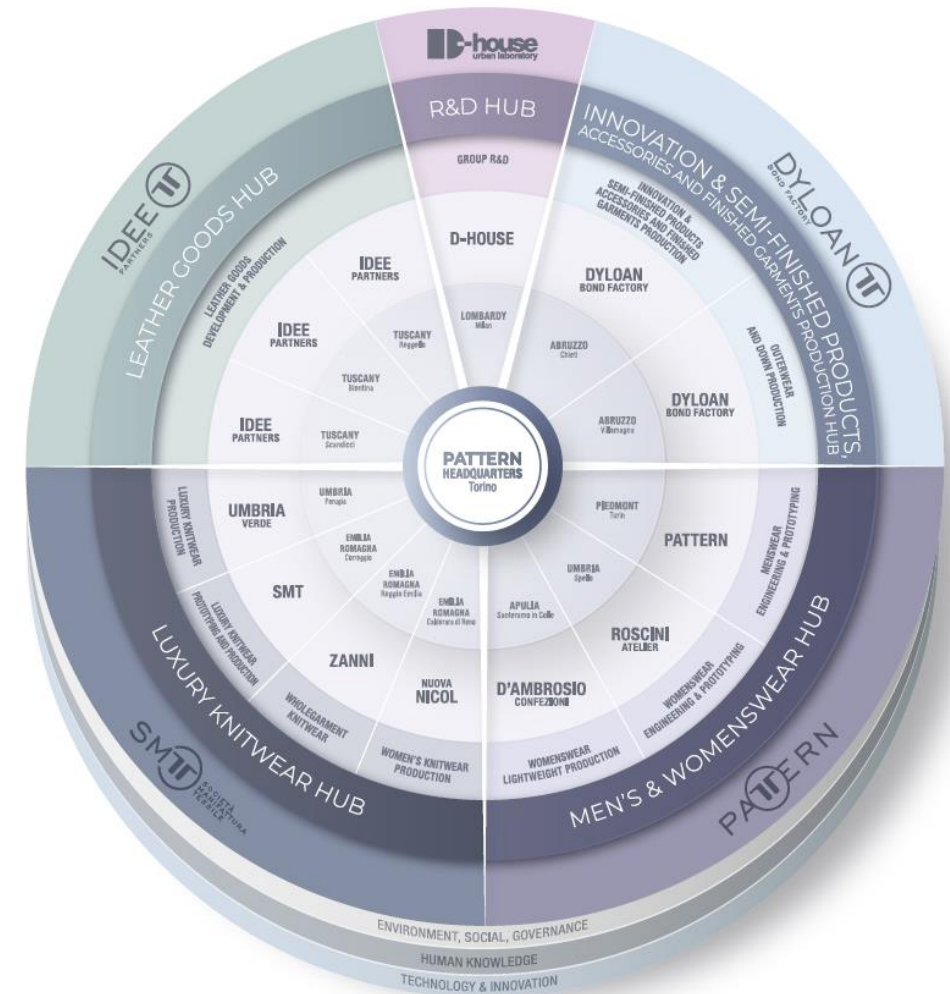
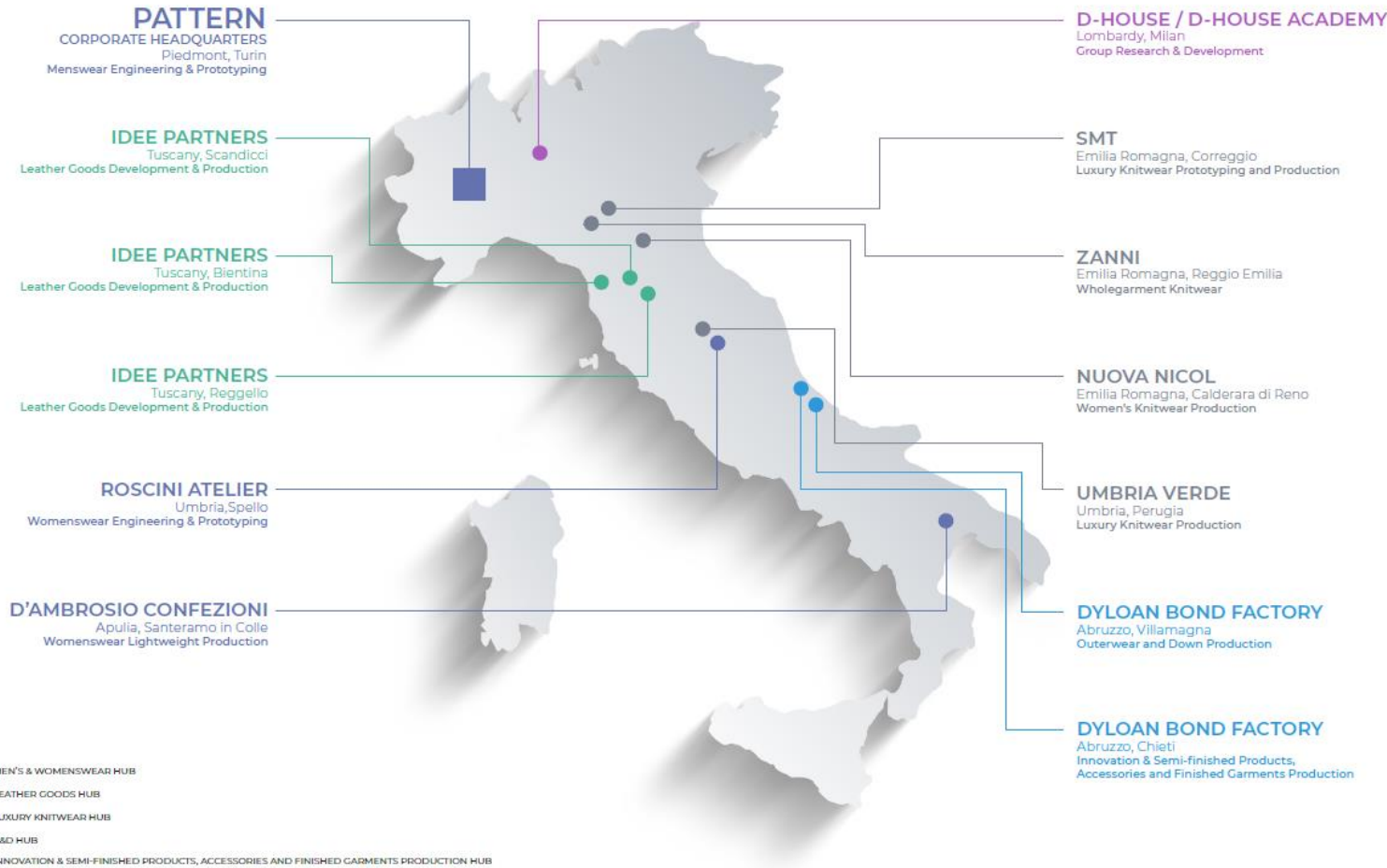


4. the **Luxury Knitwear Hub**, formed by **SMT, Zanni** and **Nuova Nicol** in Emilia-Romagna, now alongside **Umbria Verde Mattioli** in Umbria will be added upon completion of the operation;



5. the **Leather Hub** in Tuscany, formed by **Idee Partners'** three locations in Scandicci with the headquarters dedicated to product development, prototyping and production and the production plants in Bientina and Valdarno.

# The Italian Hub of Luxury Fashion Engineering & Production



Pattern Group is present in the **main product categories** (men's and womenswear, knitwear, still fabrics, leather goods, clothing and accessories) starting from the **Research and Engineering** phase all the way through to **Production**

# Group Strategy - The Italian Hub of Luxury Fashion Engineering & Production

Pattern Group is present in the **main product categories** (men's and womenswear, knitwear, stationary fabrics, leather goods, clothing and accessories) starting from the **Research and Engineering** phase all the way through to **Production**



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