



IRTOP LUGANO INVESTOR DAY

OCTOBER 10, 2025

THE SUSTAINTECH CORPORATION

PIONEERING THE TWIN TRANSITION FOR SMEs SINCE 1999

SUSTAINABLE TRANSITION

**TWIN
TRANSITION**

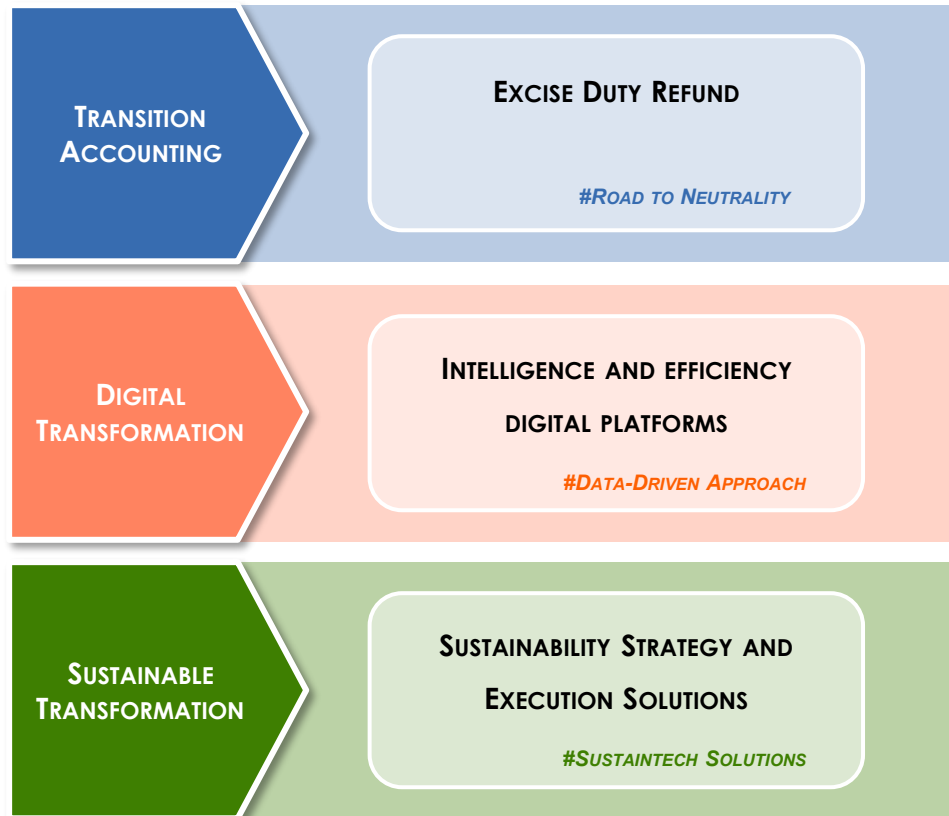
DIGITAL TRANSITION

TO EUROPE

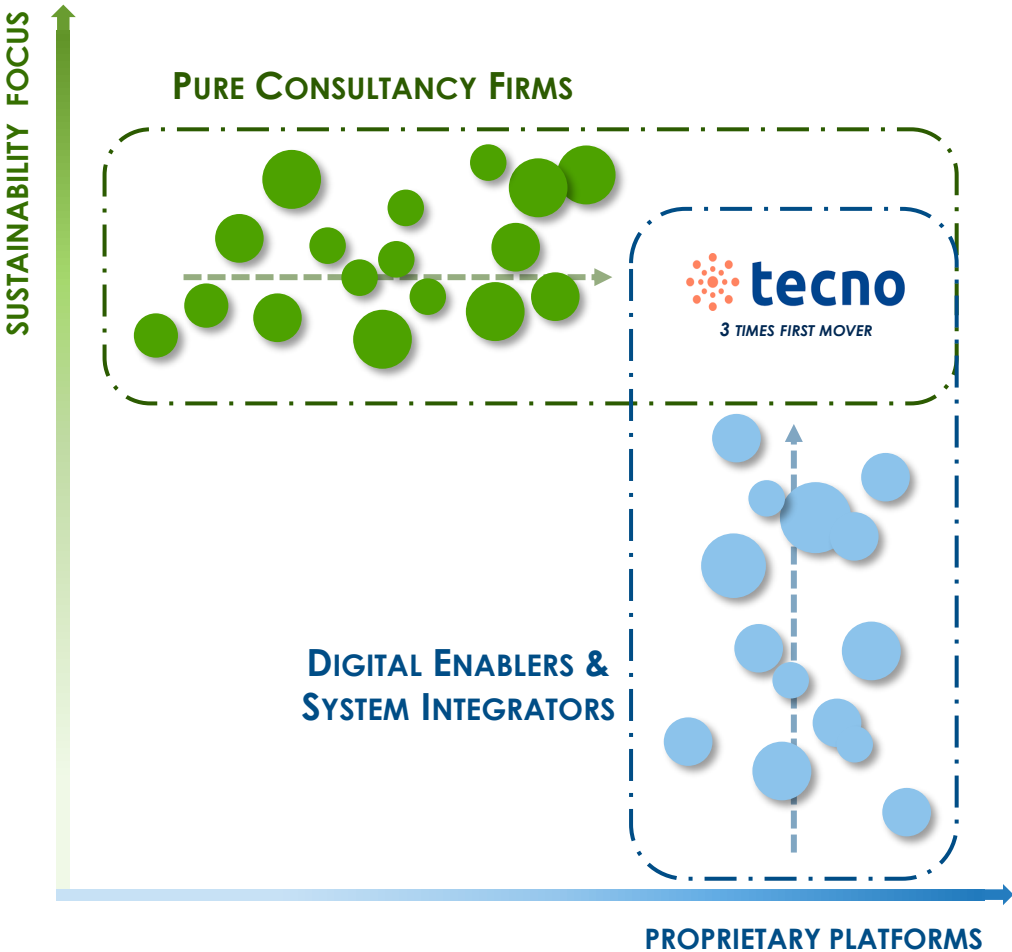
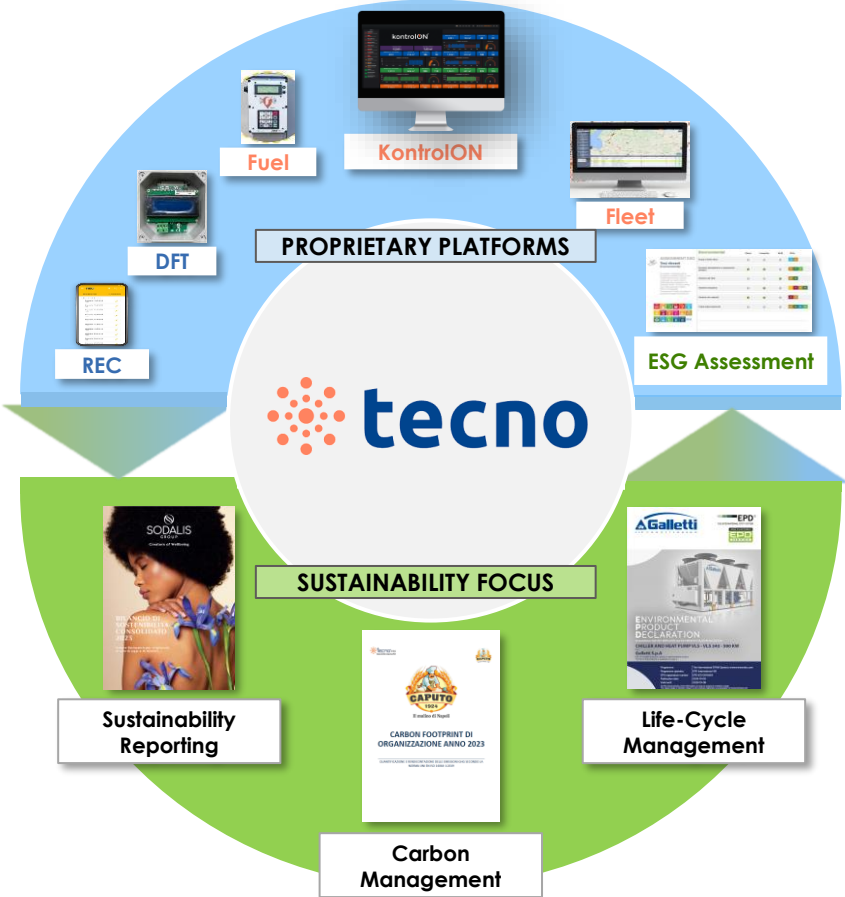


FROM NAPLES

LOOKING FORWARD TO BECOMING
THE #1 DIGITAL SUSTAINTECH-AS-A-SERVICE COMPANY IN EUROPE



**PLATFORM-BASED
SOLUTIONS FOR THE
TWIN TRANSITION**



TYPICAL CLIENT:
ENERGY-INTENSIVE SME



ASKS FOR SERVICES



OPERATES IN 3 STEPS

TECHNOLOGY
IMPLEMENTATION

STEP 1

DATA
ACQUISITION AND
VALORIZATION

STEP 2

STEP 3

EXISE DUTY REFUND

DIGITAL EFFICIENCY

ESG STRATEGY

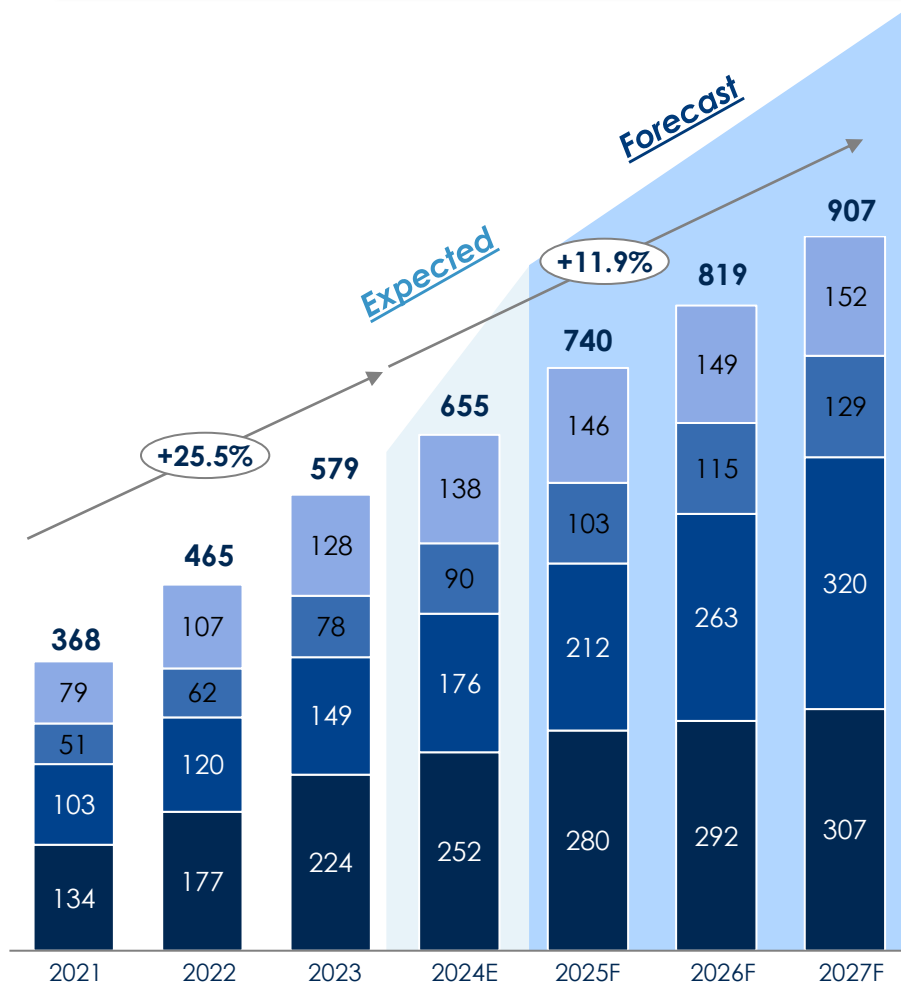
THROUGH

TRANSITION
ACCOUNTING

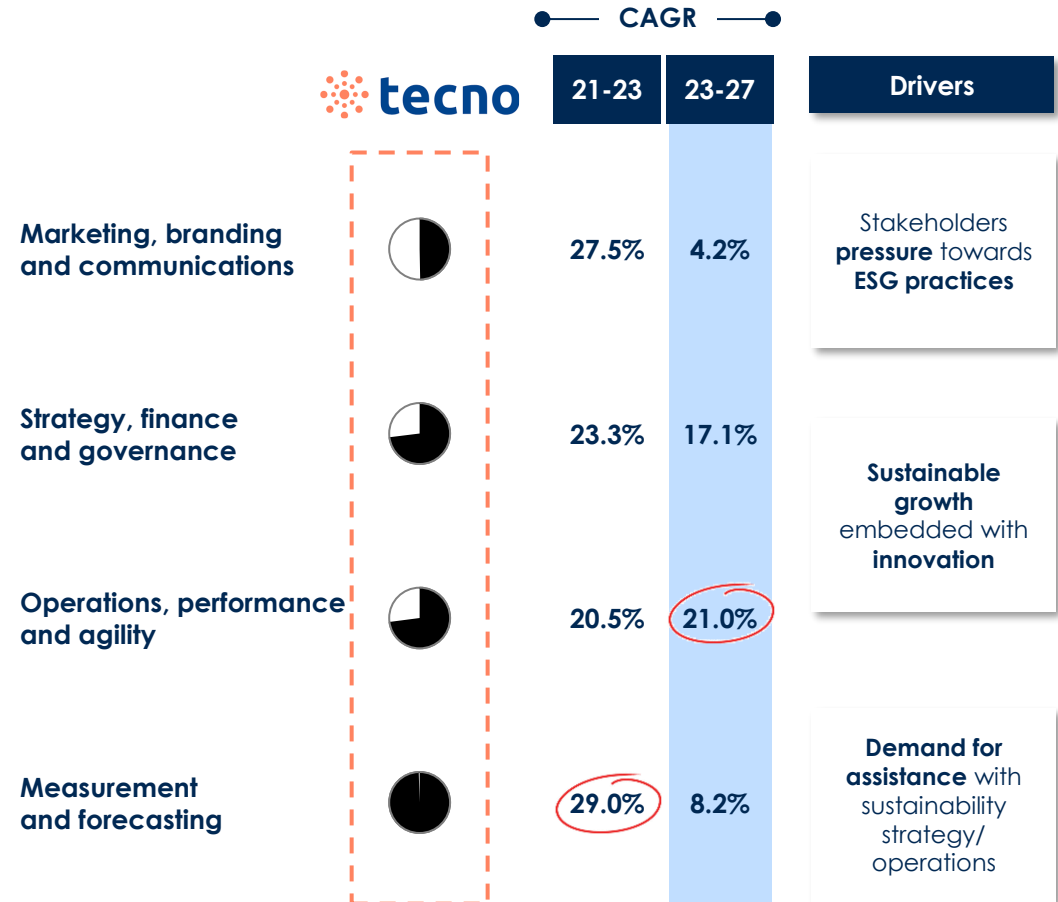
SUSTAINABLE
TRANSFORMATION

DIGITAL
TRANSFORMATION

ITALIAN SUSTAINABLE CONSULTING MARKET (€M, 2021-2027)



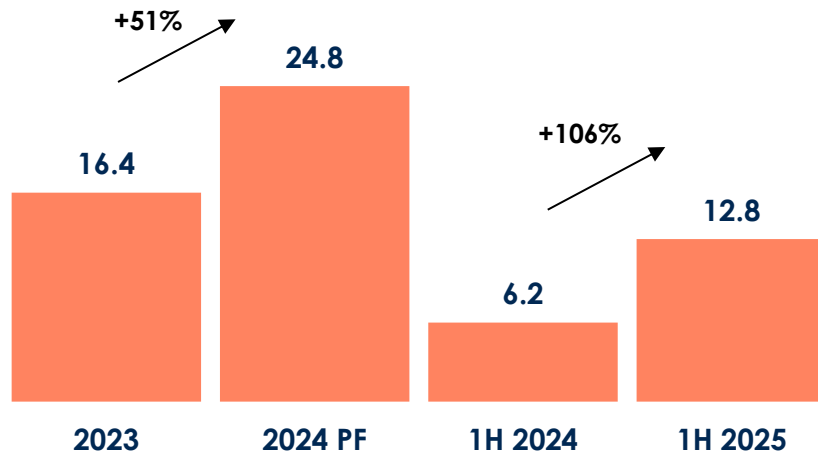
Source: Management elaboration on Assoconsult and Gartner



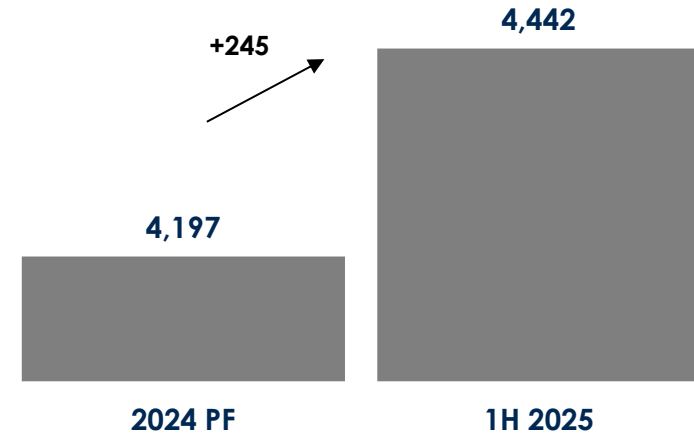


FINANCIALS

Sales €m



Clients

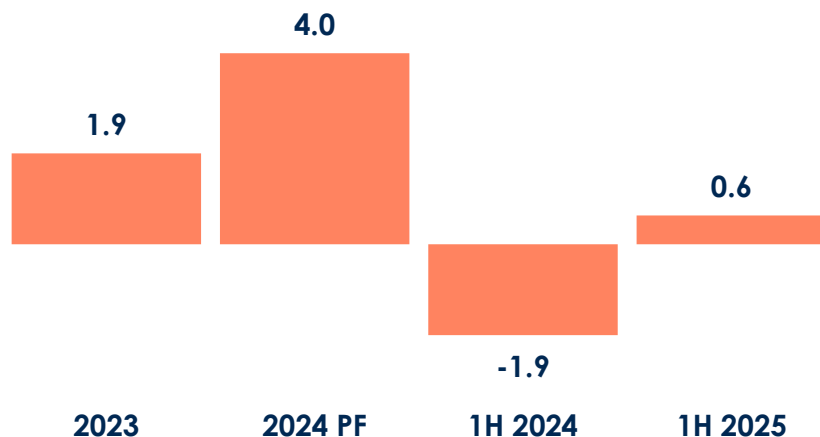


The Group closed the first half of 2025 with **Sales of €12.8m, +106%** compared to €6.2m as of June 30, 2024.

This performance is **attributable for over 55% to organic growth (€ 3.8m)**, as well as to the contribution from newly acquired companies (Ergo and Energika), which generated revenues of € 2.8m.

As of June 30, 2025, the Group boasts a **portfolio of 4,442 clients**, up from 4,197 clients as of December 31, 2024 (**on a like-for-like consolidation basis**).

EBITDA €m



2025 OUTLOOK

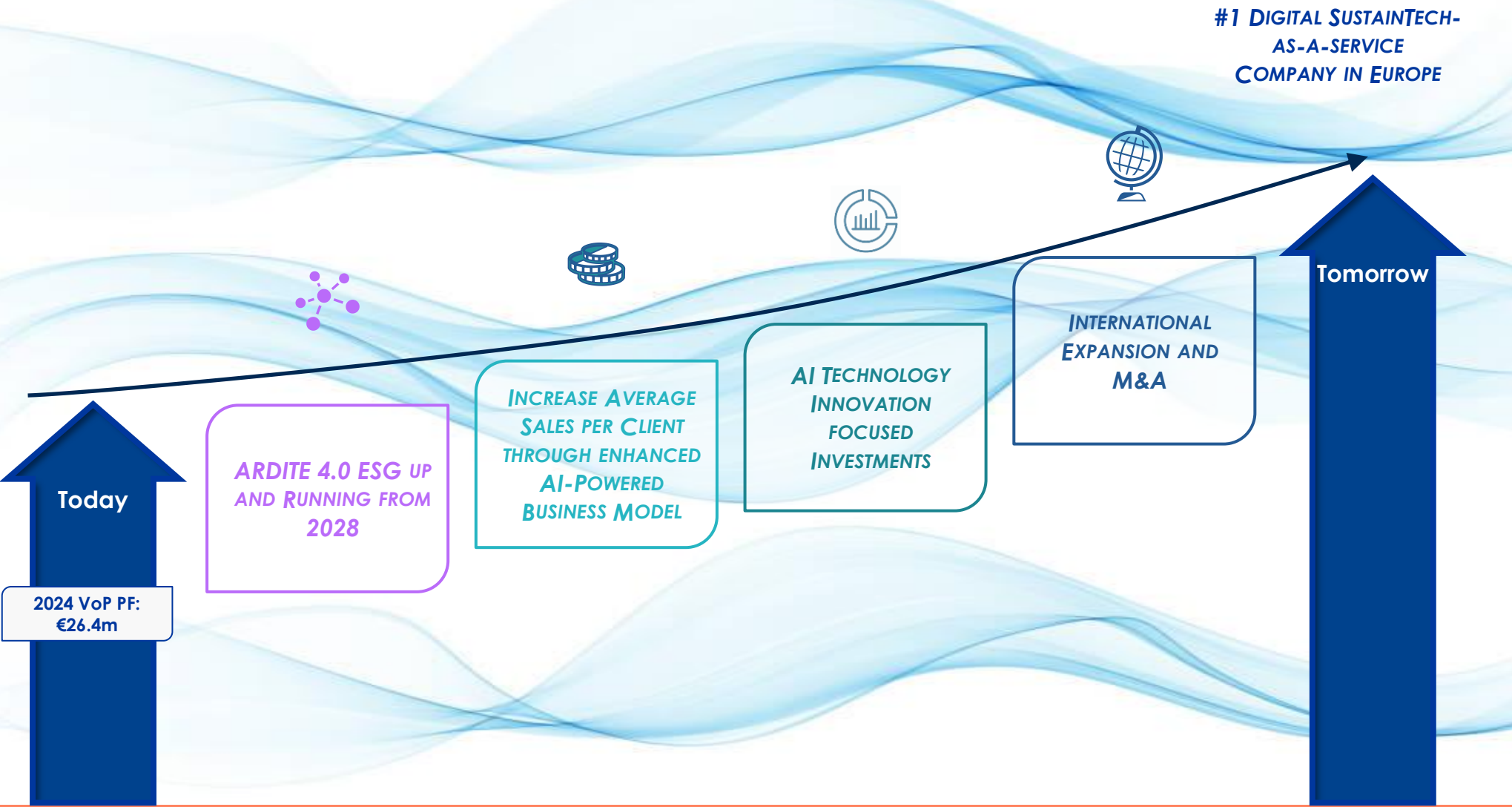
**EBITDA up 50%
compared to
€ 4.0m in 2024 PF**

Historically, the **first half of the year is not representative of the Group's full-year performance.**

Due to the combined effect of revenue recognition patterns - such as success fees linked to the timing of approvals by relevant authorities for *Transition Accounting* and backloaded revenues for *Sustainable Transformation* - and a more even distribution of costs throughout the year, **the Group typically records a significant concentration of both revenues and margins in the second half.**



STRATEGY



Source: Management



Source: Management

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