



**IRTOP LUGANO INVESTOR DAY**  
OCTOBER 10, 2025

**THE SUSTAINTECH CORPORATION**

PIONEERING THE TWIN TRANSITION FOR SMEs SINCE 1999

**SUSTAINABLE TRANSITION**

**TWIN  
TRANSITION**

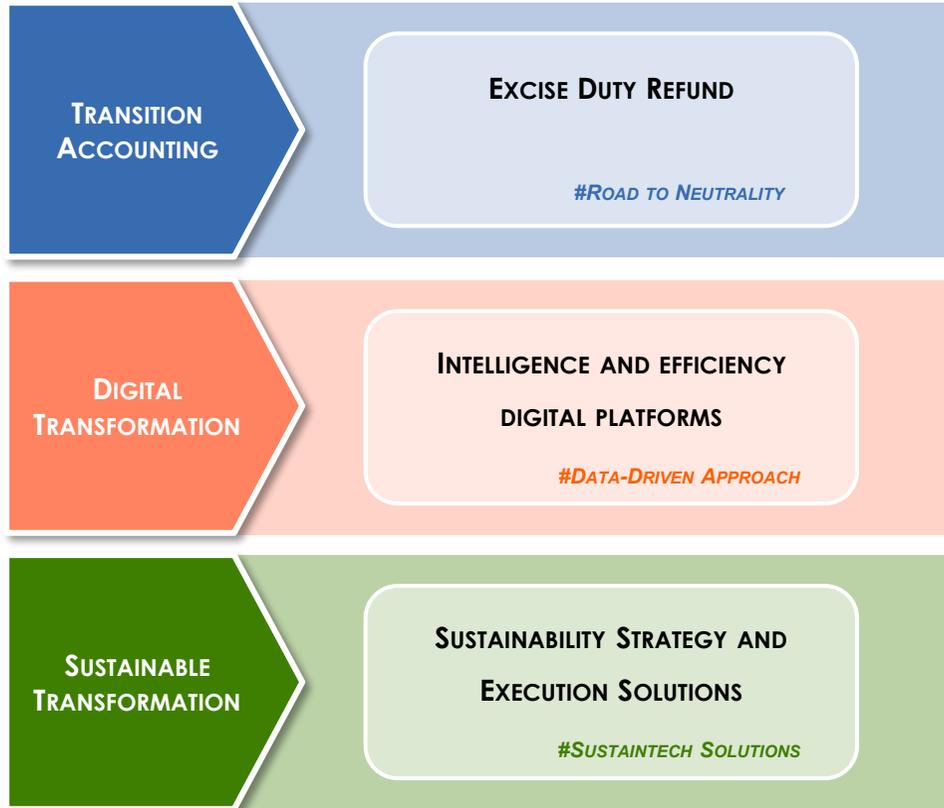
**DIGITAL TRANSITION**

TO EUROPE



FROM NAPLES

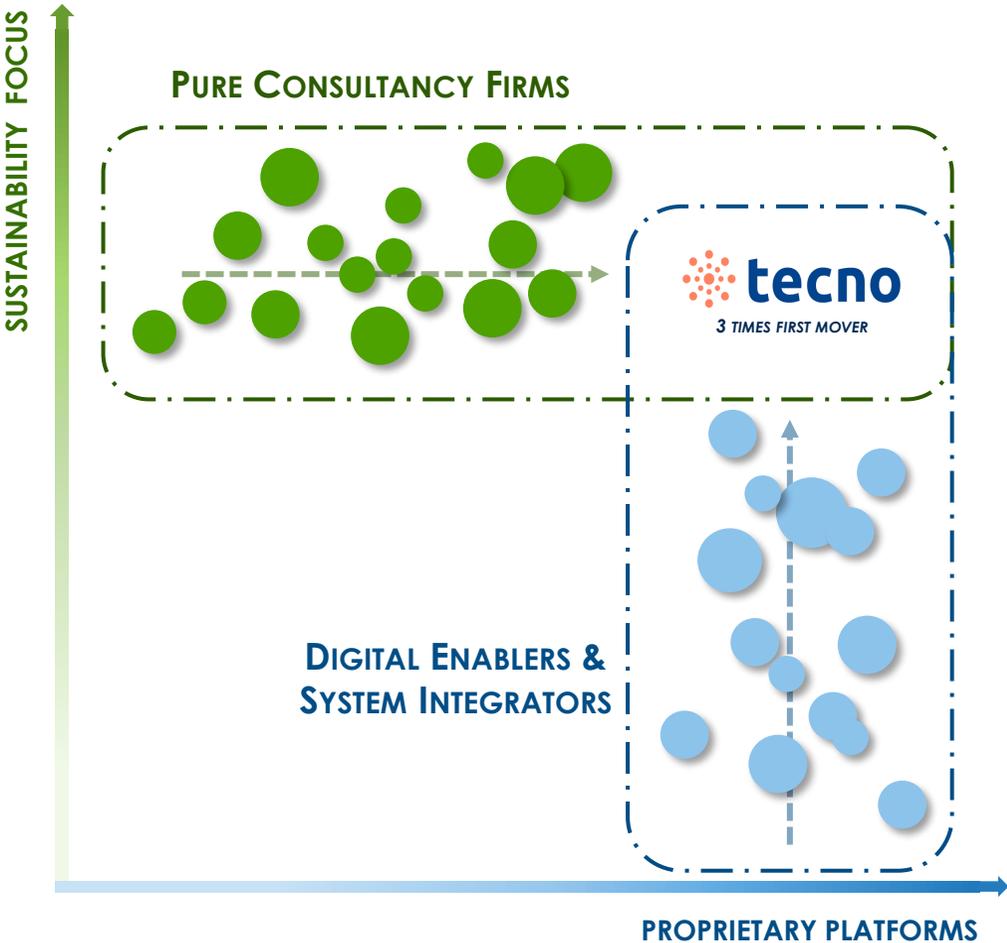
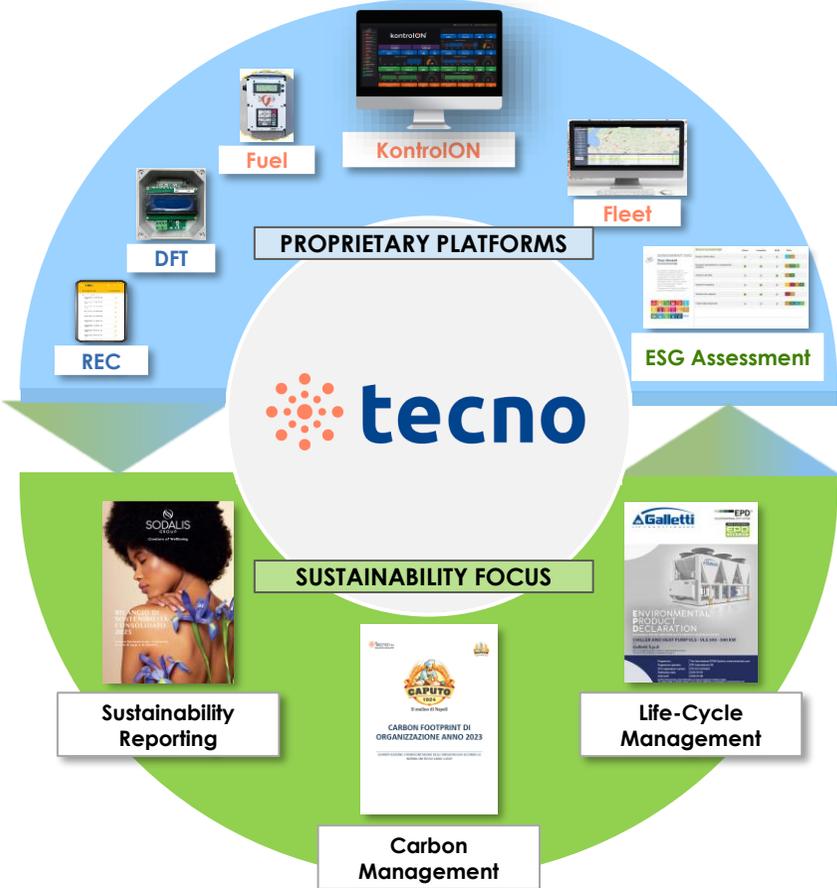
LOOKING FORWARD TO BECOMING  
THE #1 DIGITAL SUSTAINTECH-AS-A-SERVICE COMPANY IN EUROPE



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

Sources: Management; Management accounts; Financial statements

Notes: (1) Computed on Income Statement account A1 (2023A of € 16.4m, 2024PF of € 24.8m); (2) CLV stands for Customer Lifetime Value; (3) From 2015 to 2024



## 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

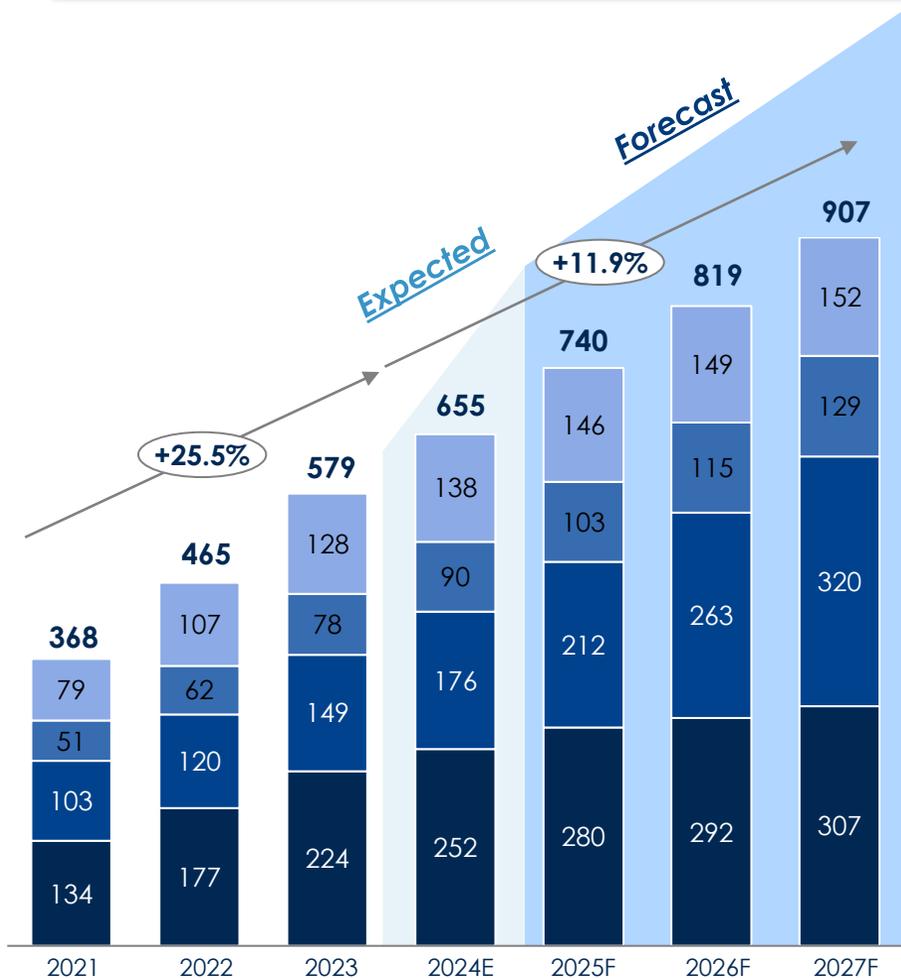
THROUGH

TRANSITION ACCOUNTING

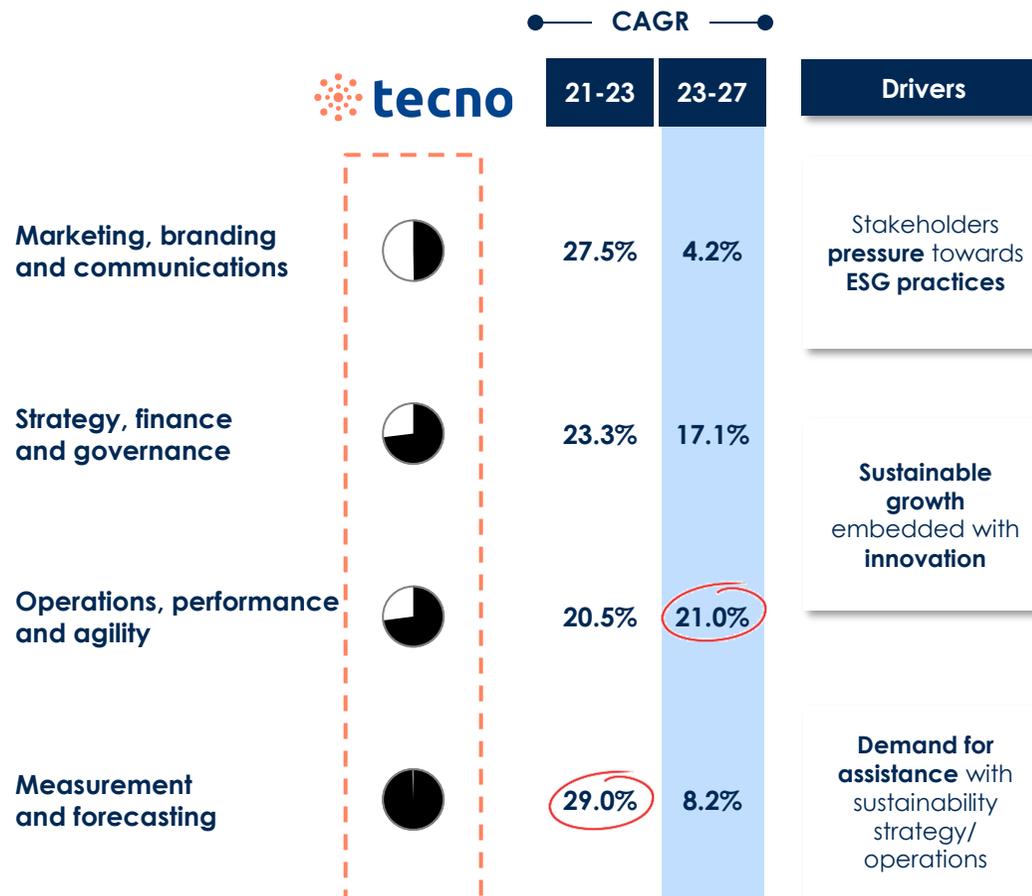
SUSTAINABLE TRANSFORMATION

DIGITAL TRANSFORMATION

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



Source: Management elaboration on Assoconsult and Gartner



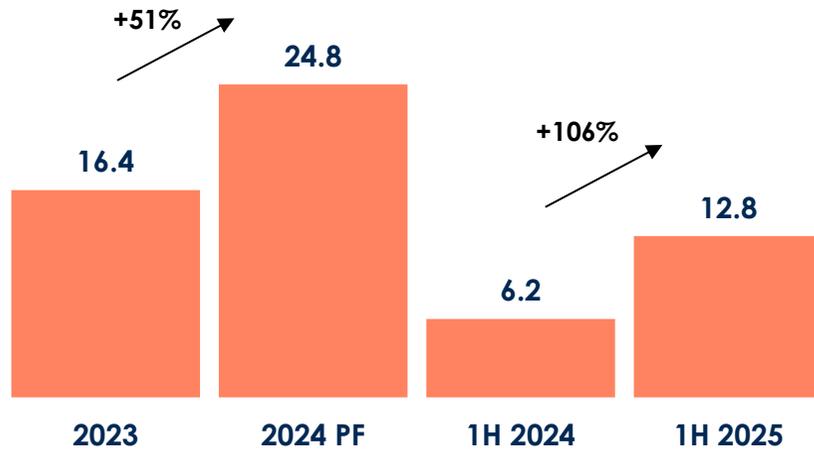
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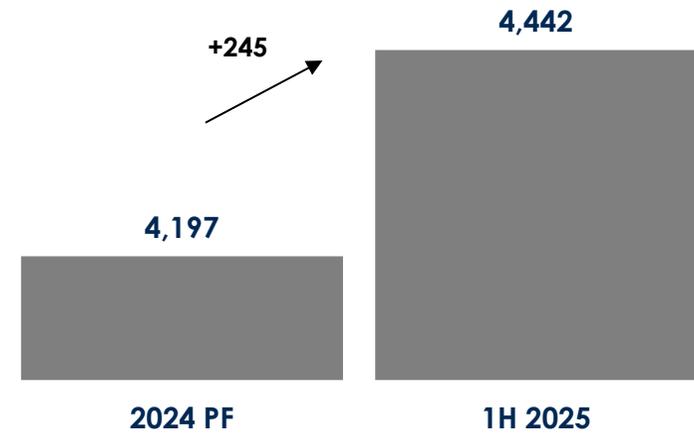
**FINANCIALS**



## 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.**

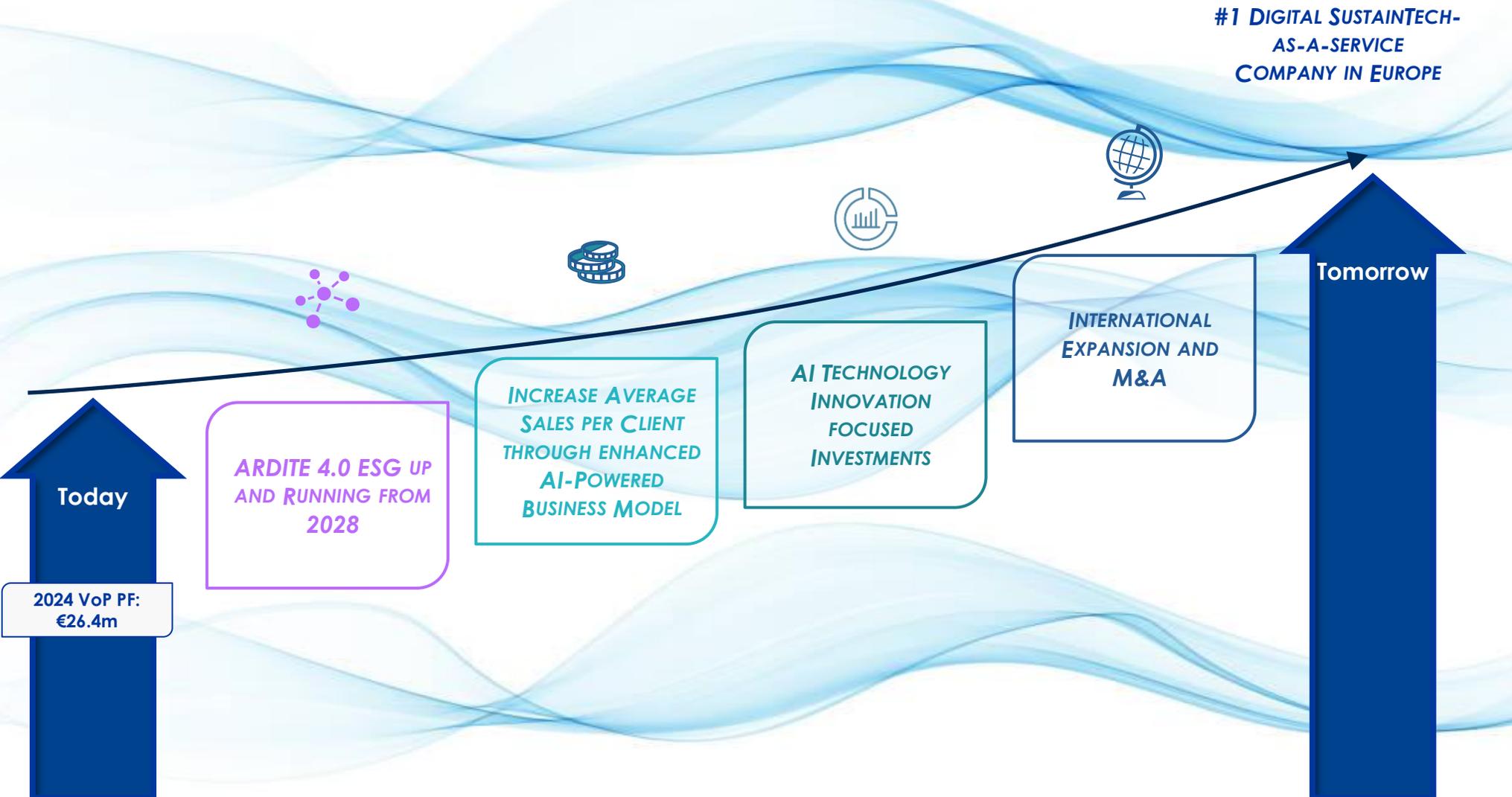
Due to the combined effect of revenue recognition patterns - such as success fees linked to the timing of approvals by relevant authorities for *Transition Accounting* and backloaded revenues for *Sustainable Transformation* - and a more even distribution of costs throughout the year, **the Group typically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

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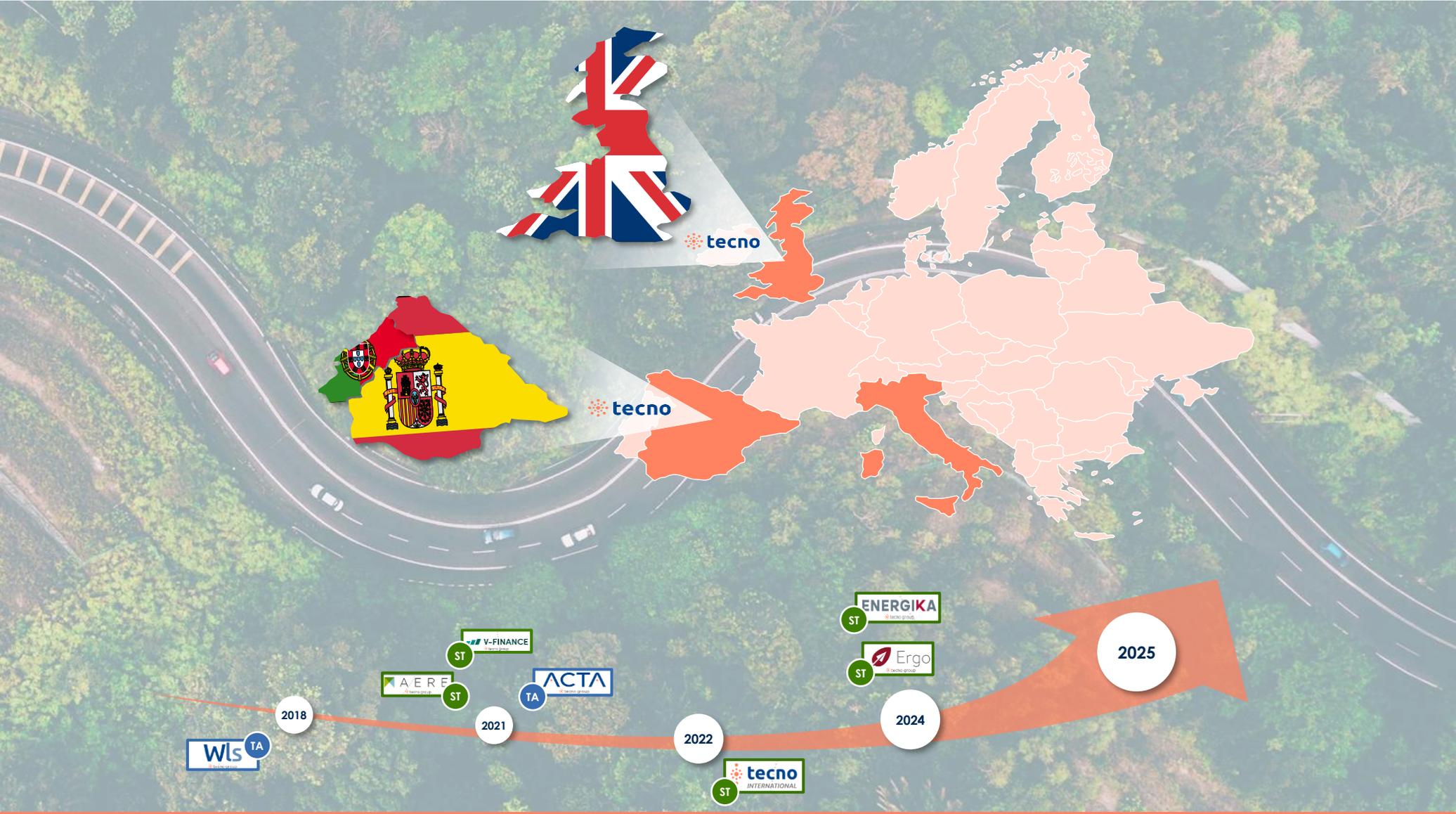


**STRATEGY**





Source: Management



Source: Management

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