



INTESA SANPAOLO IT CONFERENCE
FEBRUARY 26, 2026

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

25+ years of leadership
in **guiding SMEs**
through the Twin
Transition

Delivering data-driven,
innovative solutions to
enhance
competitiveness

Recognized as a
Trusted Partner, built
on Continuous
Improvement

Agility & foresight to
anticipate future
market trends

Pioneer of **SustainTech-
as-a-Service**, setting
new ESG & compliance
tools

Strong EBITDA growth
trajectory: +47% CAGR
2023–2025 | EBITDA
2025 +6 Ml

TYPICAL CLIENT: ENERGY-INTENSIVE SME



ASKS FOR SERVICES



OPERATES IN 3 STEPS

TECHNOLOGY IMPLEMENTATION

STEP 1

STEP 2

DATA ACQUISITION AND VALORIZATION

STEP 3

EXISE DUTY REFUND

DIGITAL EFFICIENCY

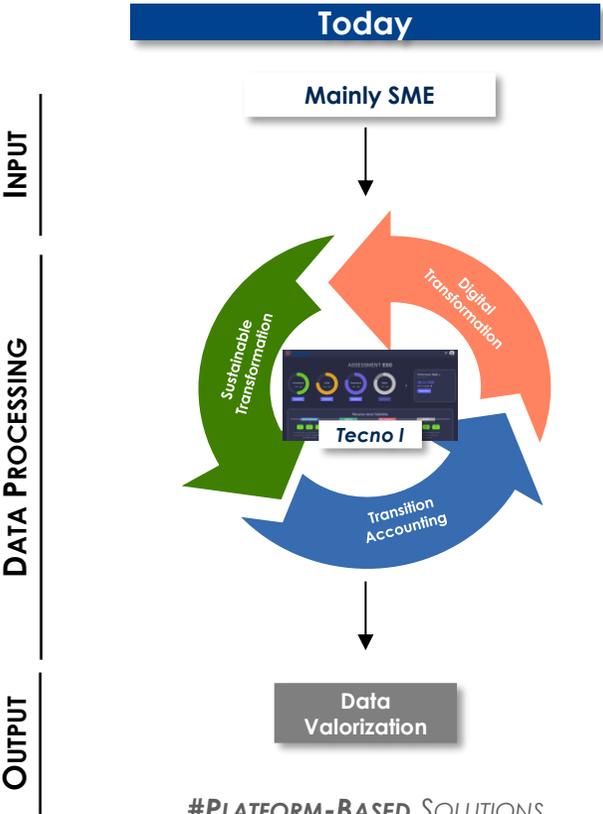
ESG STRATEGY

THROUGH

TRANSITION ACCOUNTING

SUSTAINABLE TRANSFORMATION

DIGITAL TRANSFORMATION

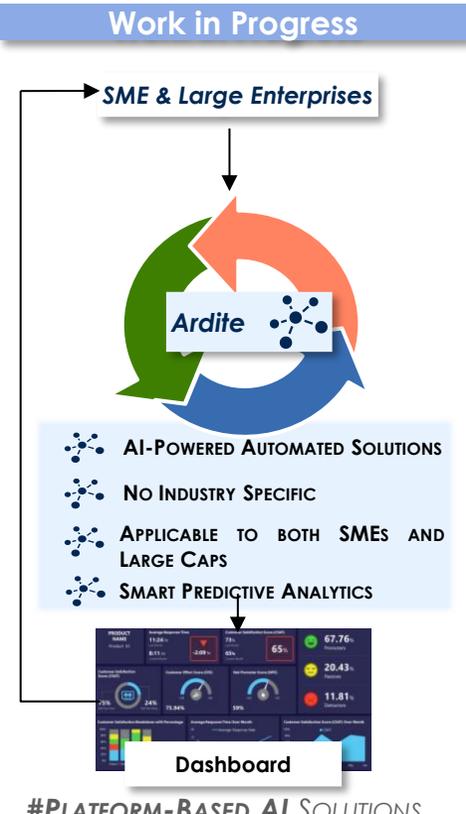


AN INTEGRATED BUSINESS MODEL

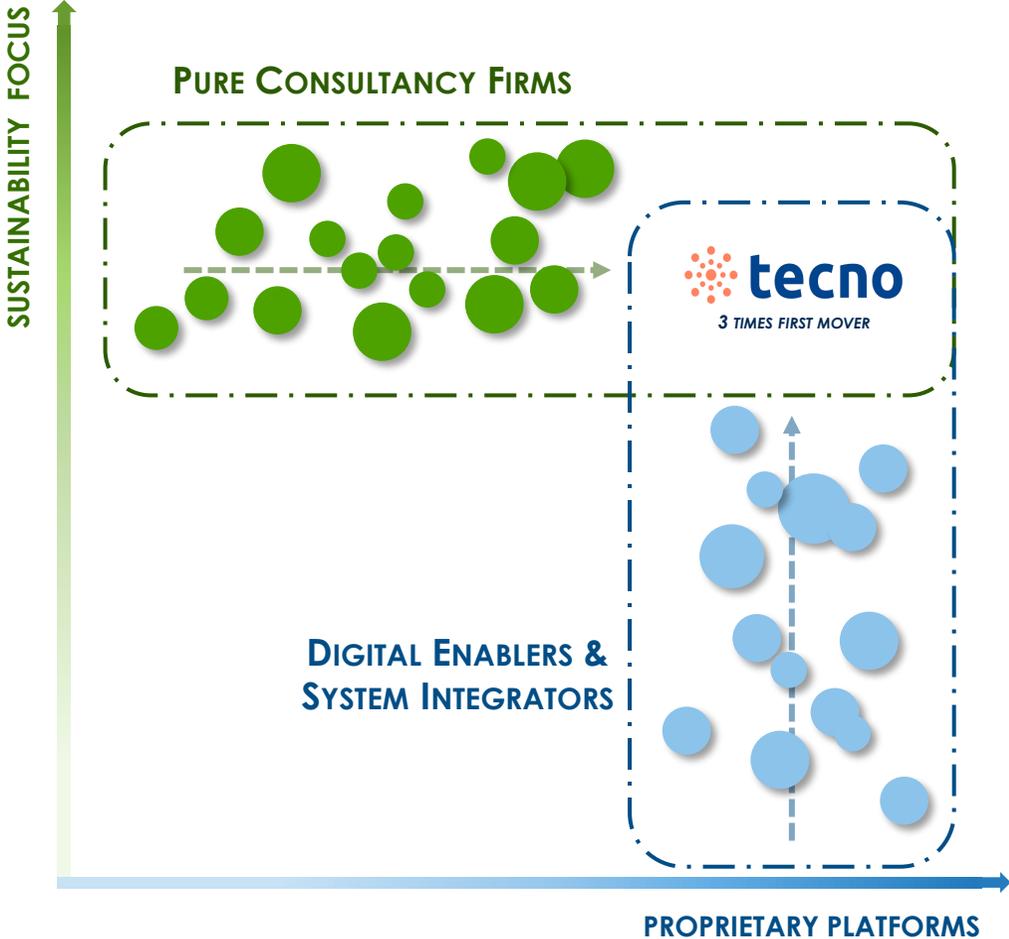
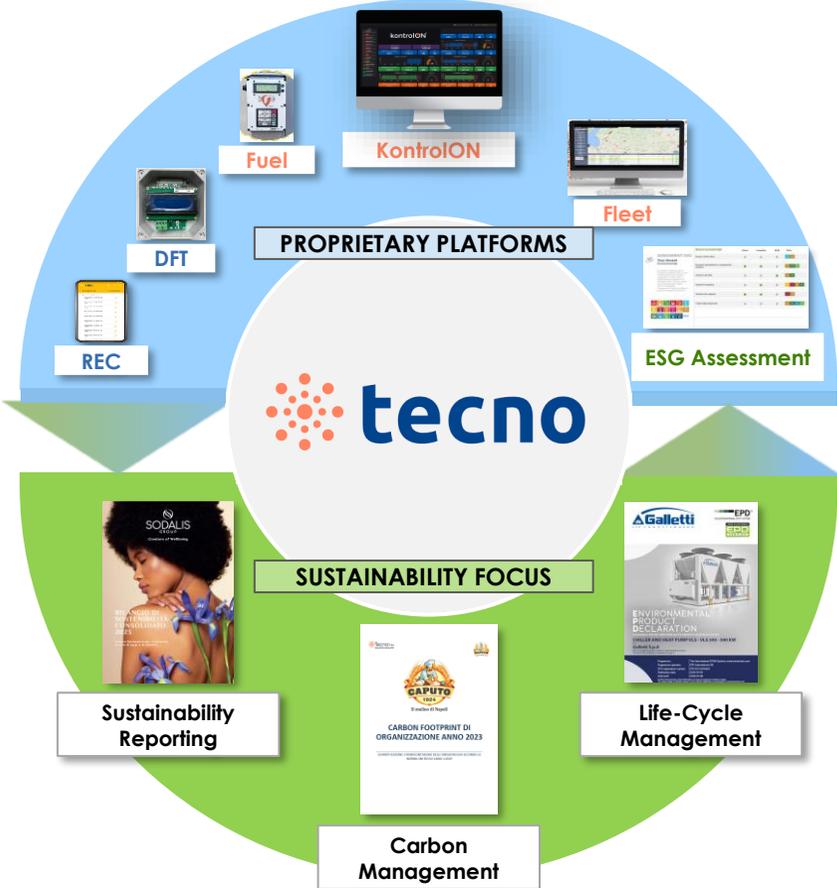
TECHNOLOGY-AGNOSTIC PLATFORM

NO INDUSTRY SPECIFIC

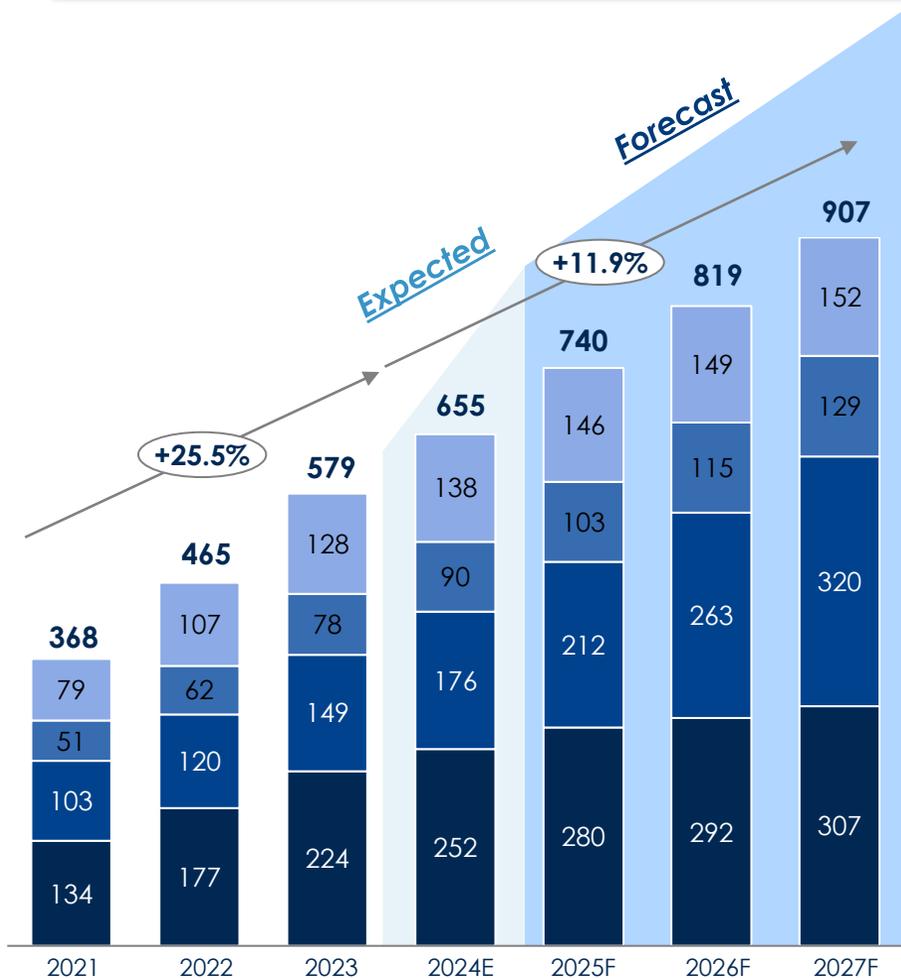
FROM SERVICES TO SOLUTIONS



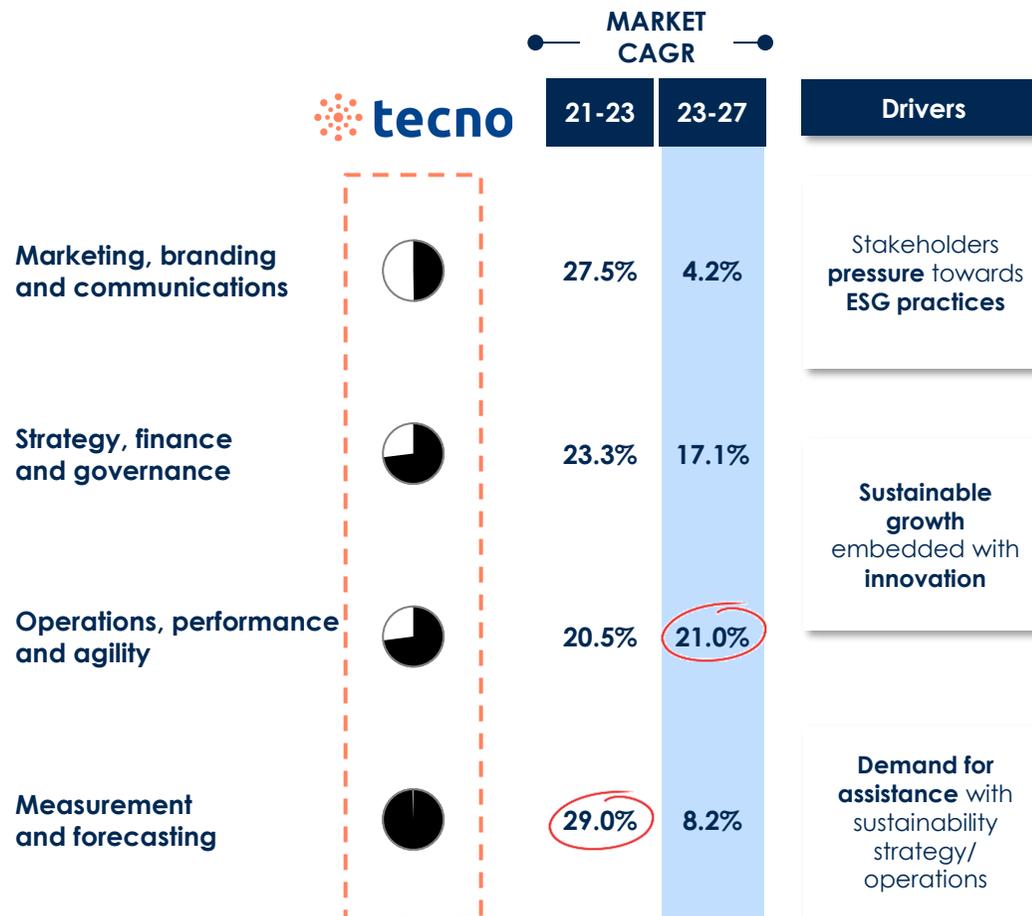
AN AI-POWERED BUSINESS MODEL



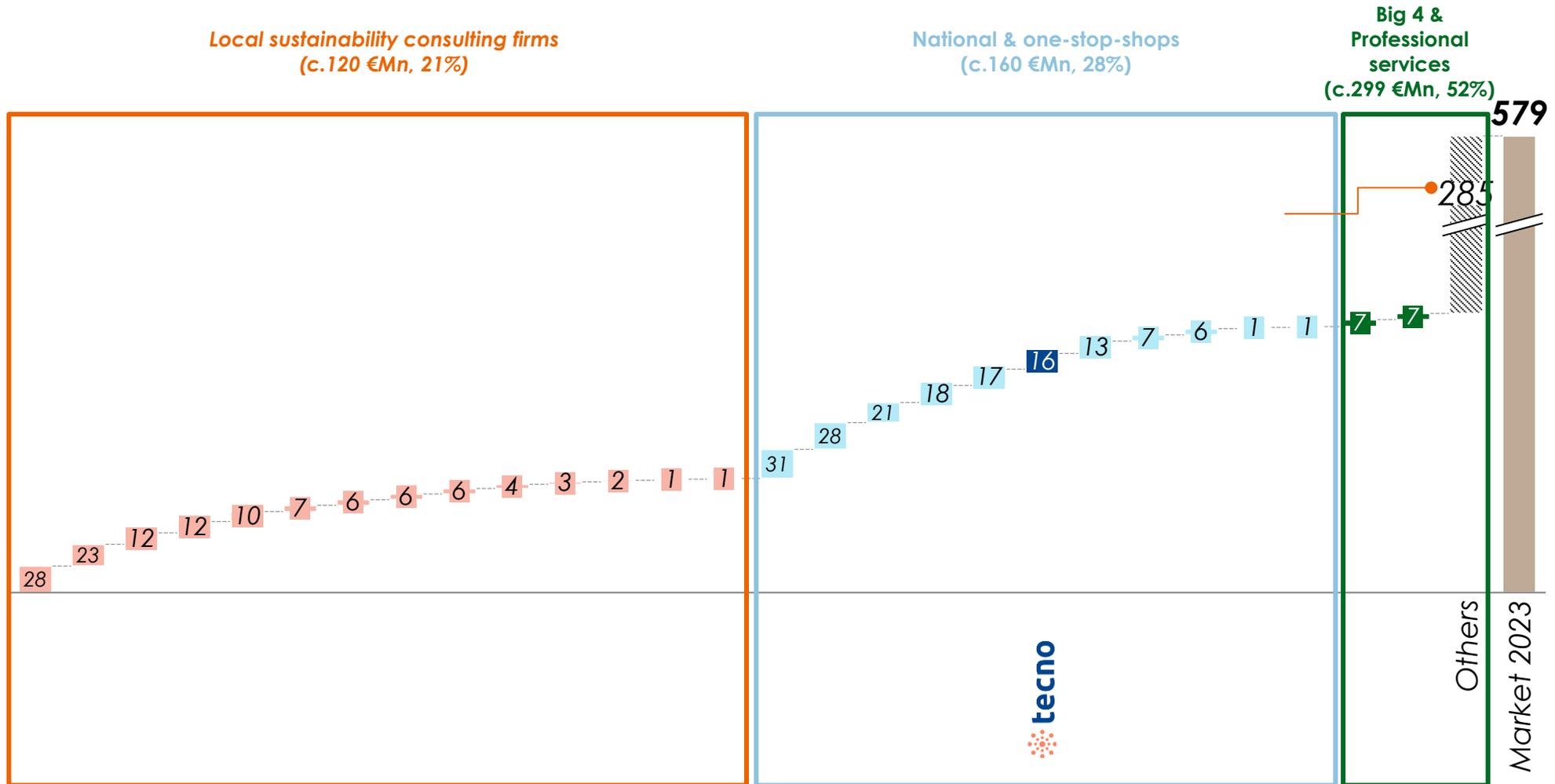
ITALIAN SUSTAINABLE CONSULTING MARKET (€M, 2021-2027)



Source: Management elaboration on Assoconsult and Gartner



Market build-up, (2023, €Mn)

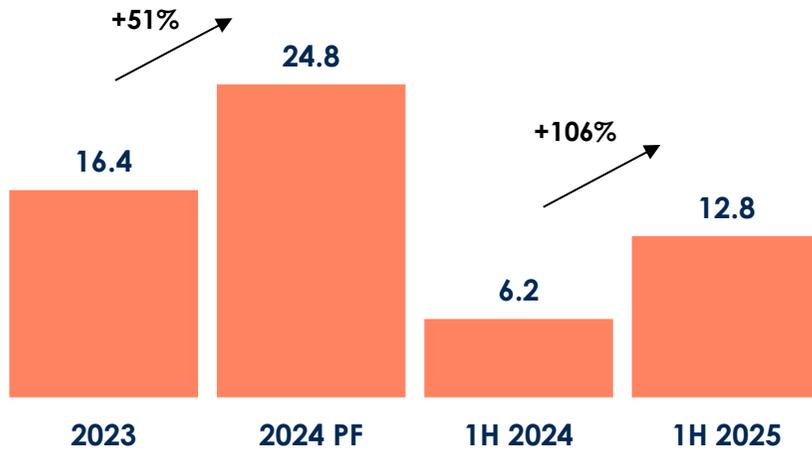


 **tecno**

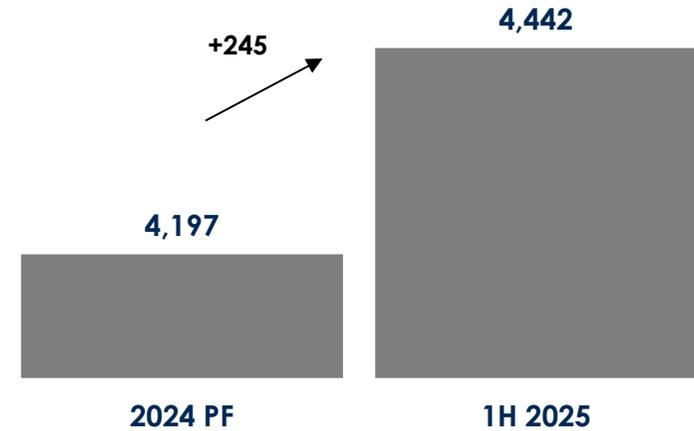


FINANCIALS

Sales €m



Clients

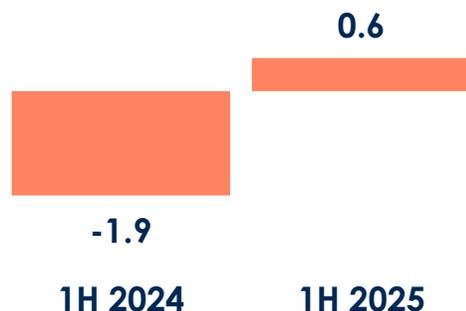


The Group closed the first half of 2025 with **Sales of €12.8m, +106%** compared to €6.2m as of June 30, 2024.

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**).

1H EBITDA €m

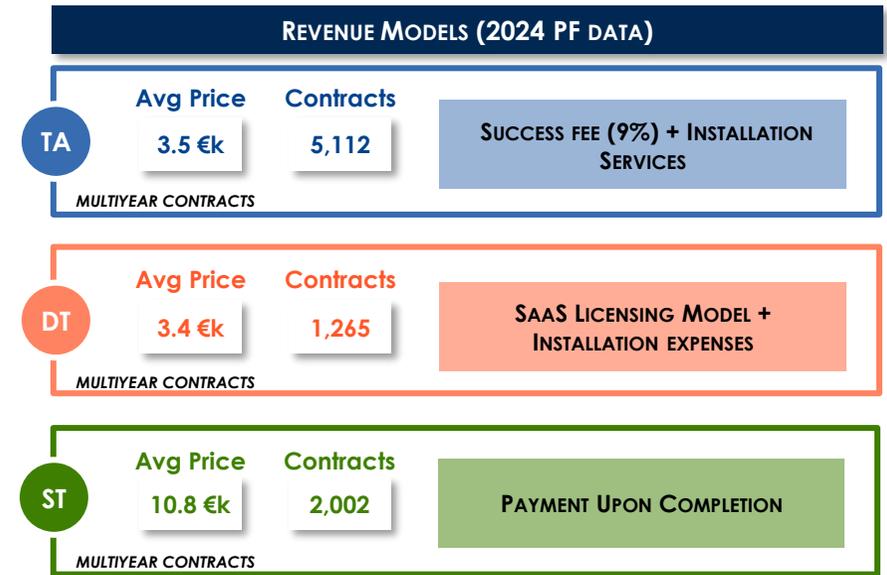
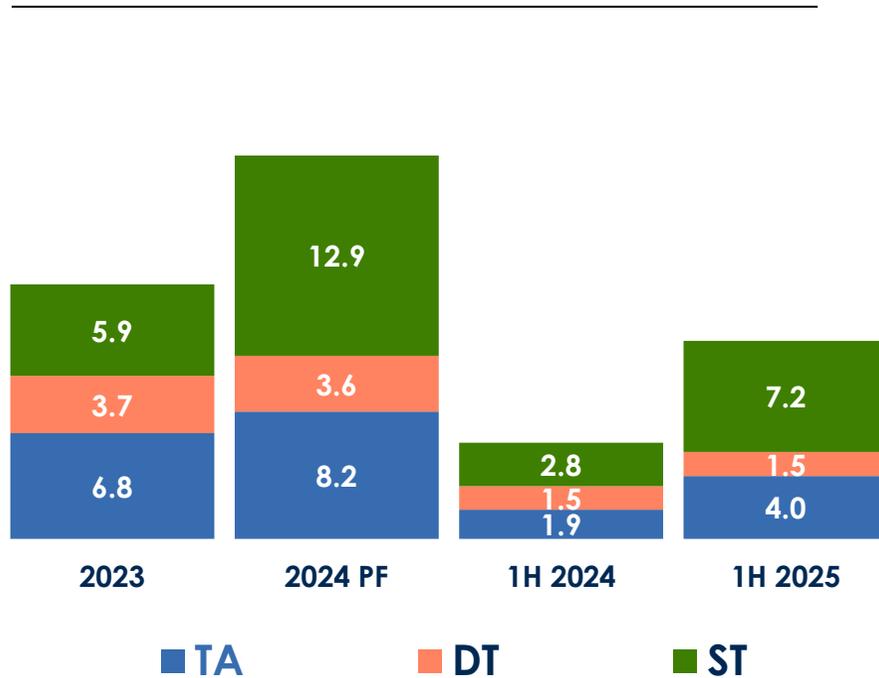


Historically, the **first half of the year is not representative of the Group's full-year performance.**

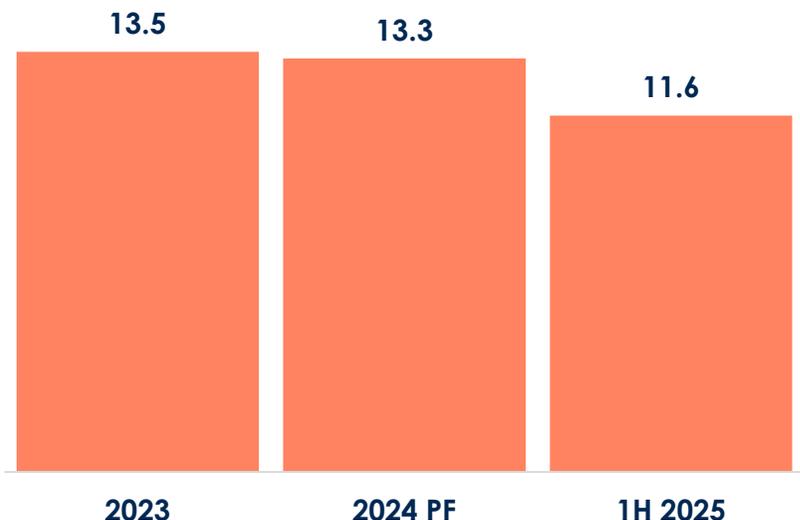
Due to the combined effect of revenue recognition patterns - such as success fees linked to the timing of approvals by relevant authorities for *Transition Accounting* and backloaded revenues for *Sustainable Transformation* - and a more even distribution of costs throughout the year, **the Group typically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

- ❑ **2025 EBITDA stands in the range of €6.0 – €6.2 million, with a margin on the Value of Production in the range of 18.6% - 19.2%**
- ❑ **IPO Guidance projected 50% growth compared to pro-forma 2024 EBITDA (€4.0 million, 15.3% of the Value of Production)**
- ❑ **Significant growth was driven by higher revenues, particularly from the Sustainable Transformation business unit (over 50% of total revenues), and supported by improved cost efficiency, economies of scale, internalisation of technical services, and sales force optimisation**

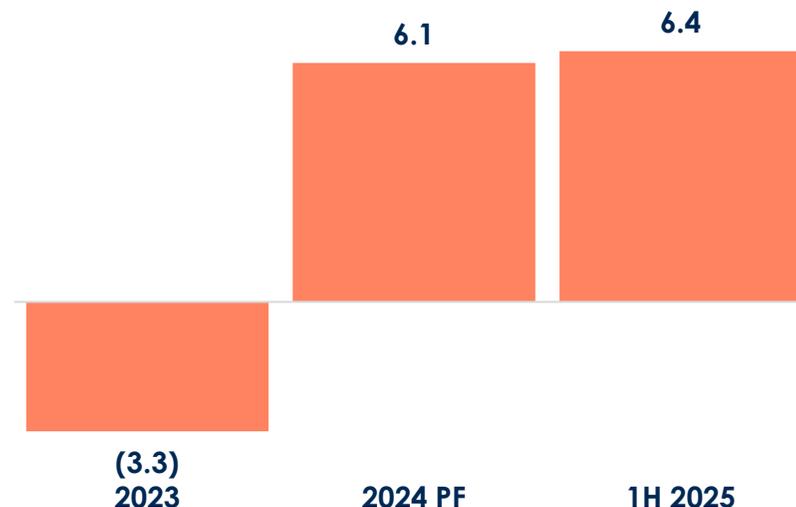
Sales by business unit €m



Net Equity €m



Net Debt €m



Change in **Net Equity** is attributable to the net loss for the year, the distribution of dividends and the proportional partial demerger of the business unit of Tecno S.p.A. SB consisting of the full ownership in Tecno Venture S.r.l., which was transferred to Twin S.r.l. at a value of €1.3m.

Change in **Net Debt** is mainly due to operating activities and the distribution of dividends. **On July 14, 2025**, the ordinary shares of TECNO S.p.A. SB were admitted to trading on Euronext Growth Milan. **The total amount of funds raised was €11.0m**

Strengthening ESG Leadership

- ❑ Launched **ESG-Value**, TECNO's proprietary ESG rating platform, now **officially accredited by Accredia**, based on a **structured and independently verified assessment** of ESG performance.
- ❑ Enables clients to **measure, monitor, and improve ESG performance**, reducing the risk of greenwashing.
- ❑ Integrates with TECNO's **SustainTech services**, combining technology, data, and strategic consulting for measurable impact.
- ❑ Helps companies **enhance market reputation, access new business opportunities, and strengthen stakeholder trust**.

Strategic M&A Moves

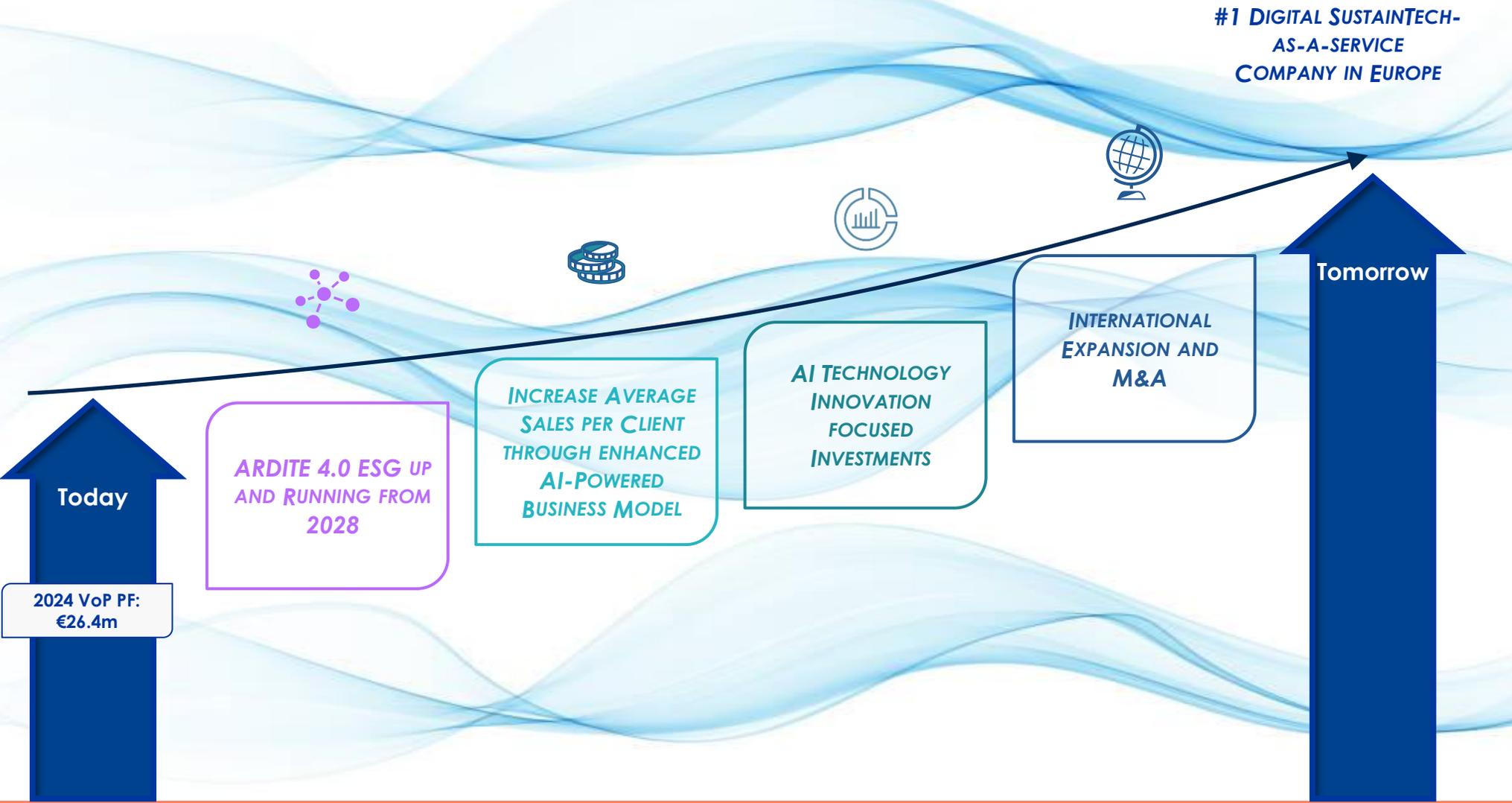
- ❑ **TECNO ESG**, TECNO's wholly owned subsidiary, **exercised call options** to acquire the remaining 35% of **Energika** and **Aere**, achieving **100% ownership** of both companies.
- ❑ Transactions are part of TECNO's **strategic plan** to **streamline corporate structure, consolidate governance, and support international growth**.
- ❑ Enhances TECNO's **ability to deliver integrated SustainTech solutions** across its fully owned subsidiaries.

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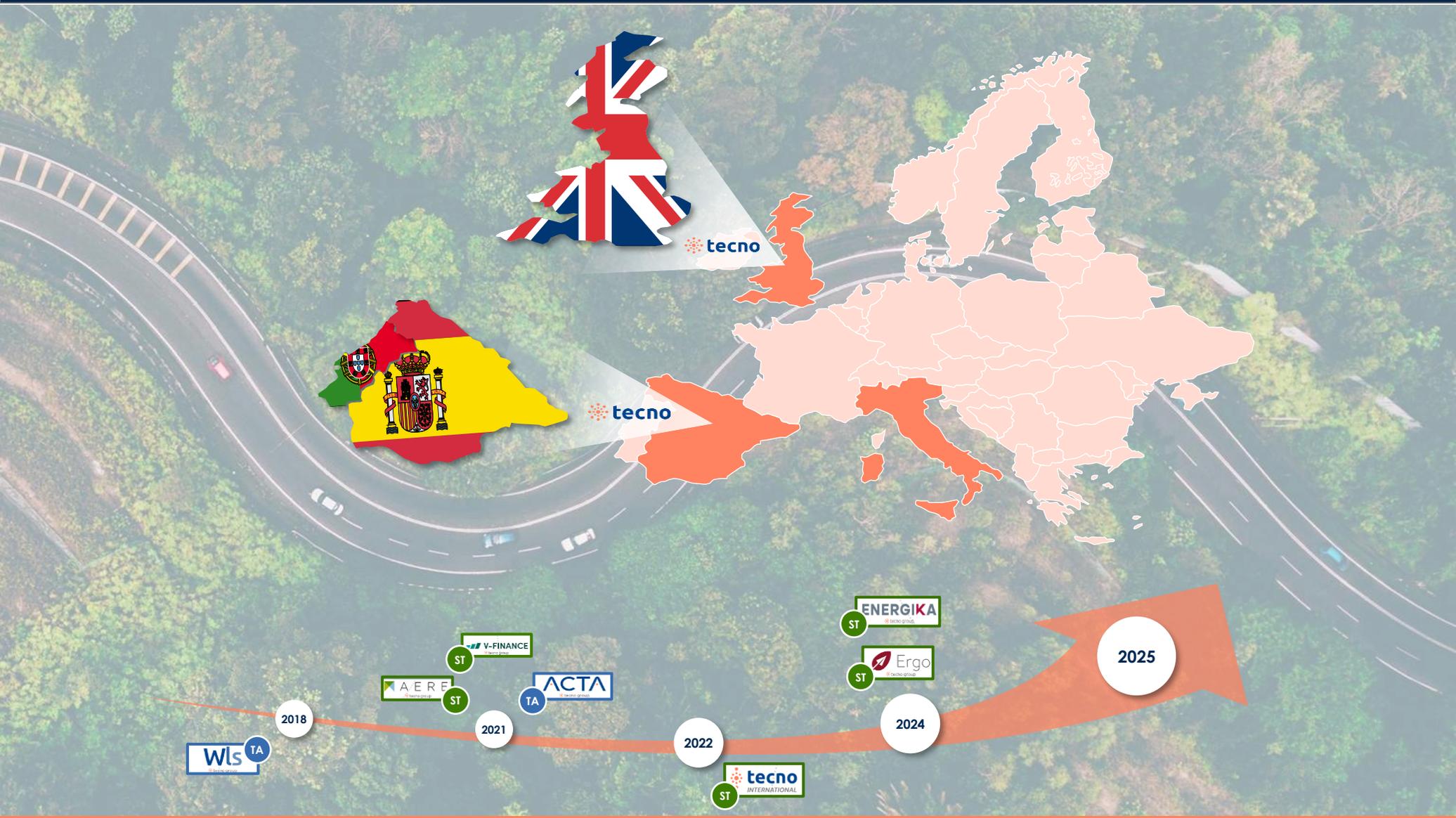


STRATEGY





Source: Management



Source: Management

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