



**FY 2025  
INVESTOR PRESENTATION**

**THE SUSTAINTECH CORPORATION**

PIONEERING THE TWIN TRANSITION FOR SMEs SINCE 1999

**SUSTAINABLE TRANSITION**

**TWIN  
TRANSITION**

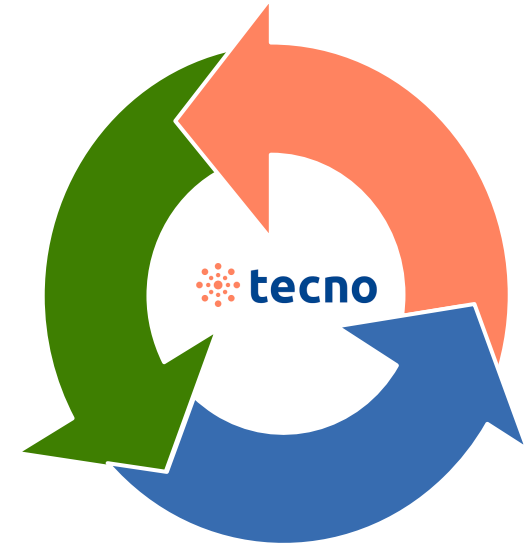
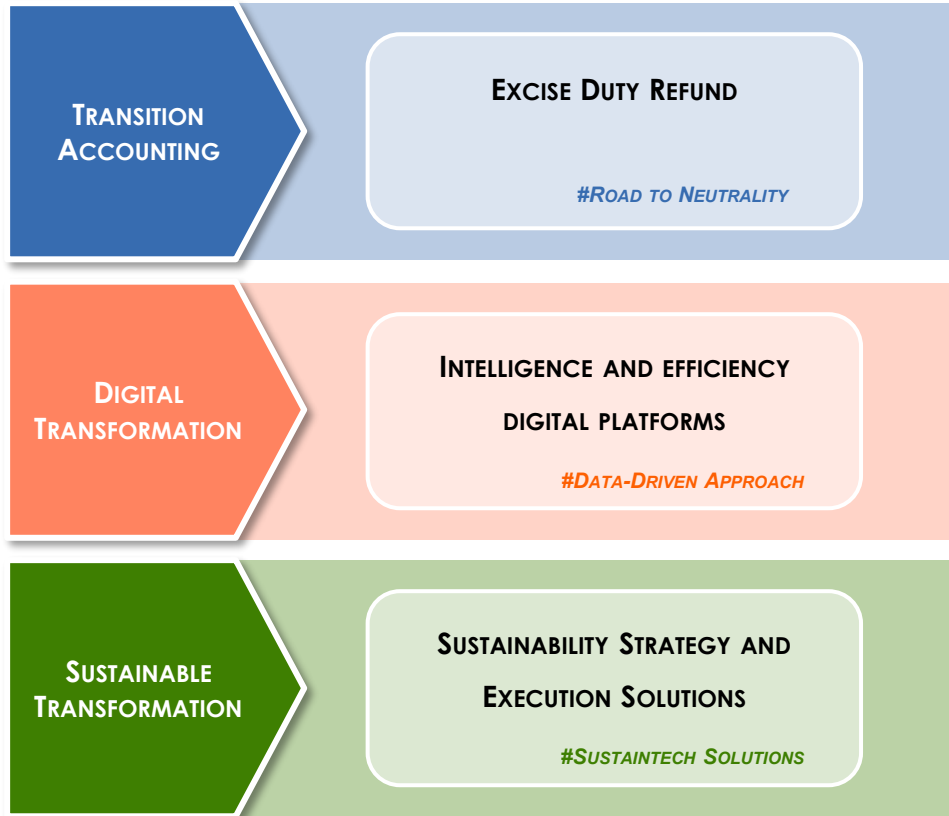
**DIGITAL TRANSITION**

TO EUROPE

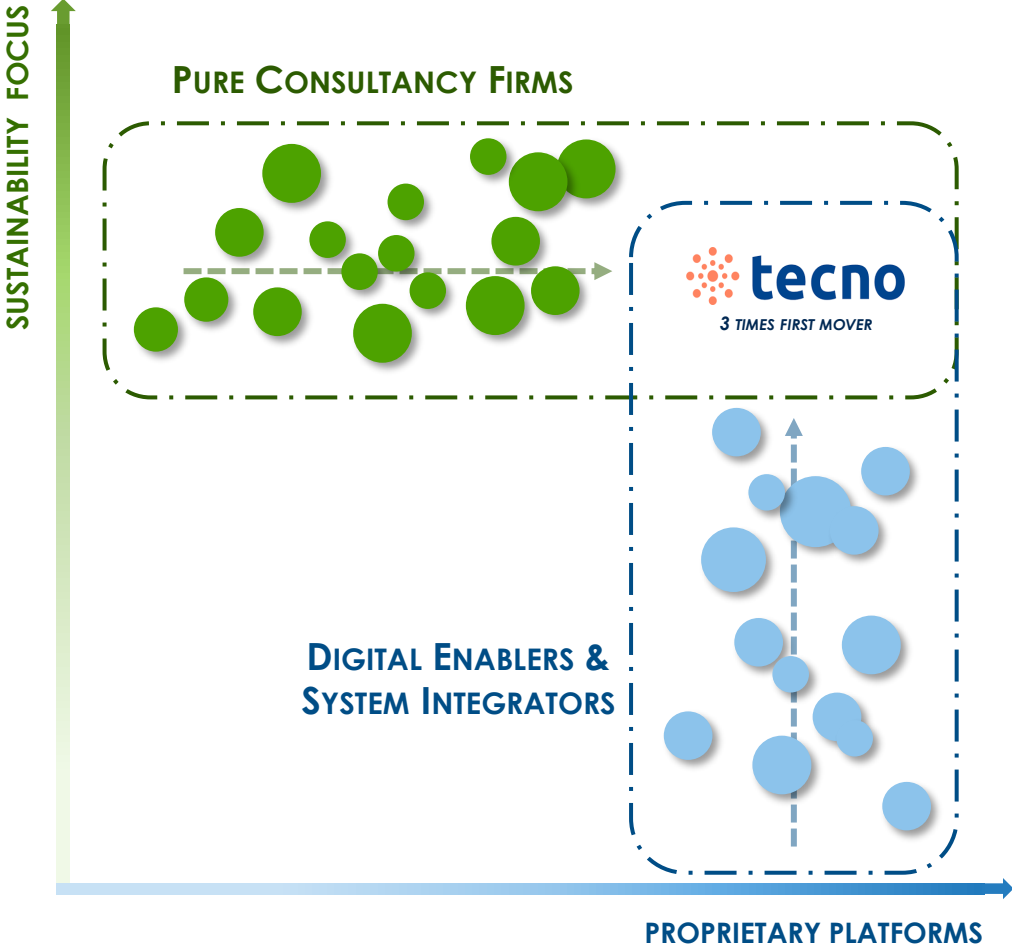


FROM NAPLES

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



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



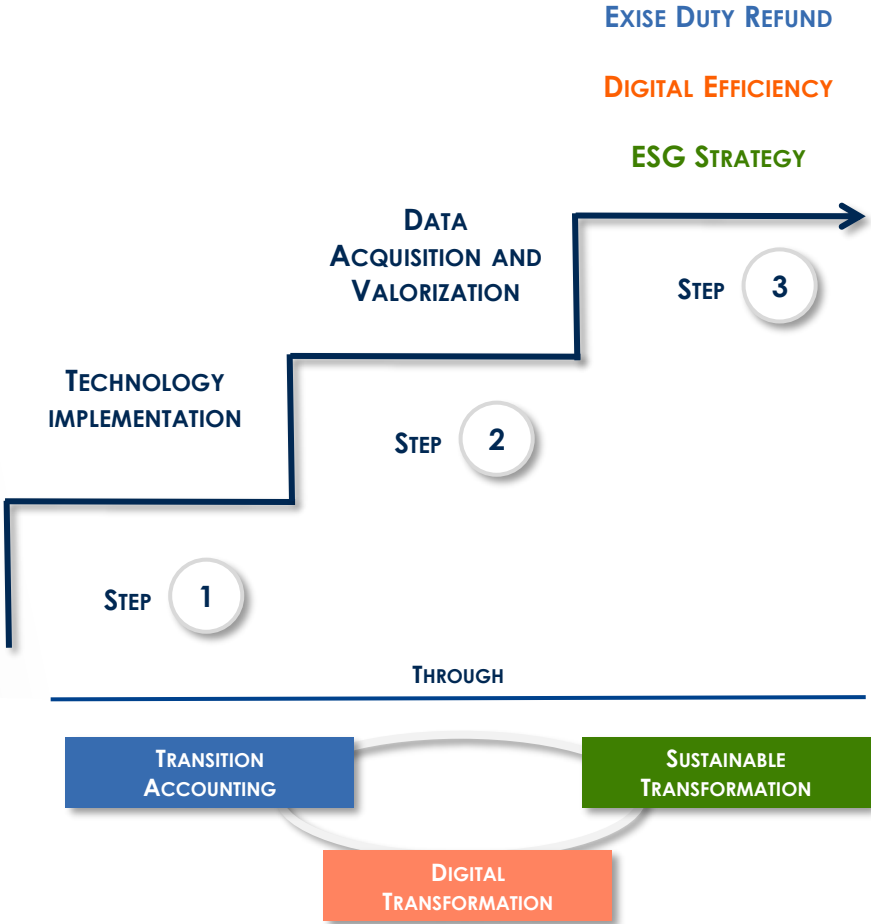
## TYPICAL CLIENT: ENERGY-INTENSIVE SME



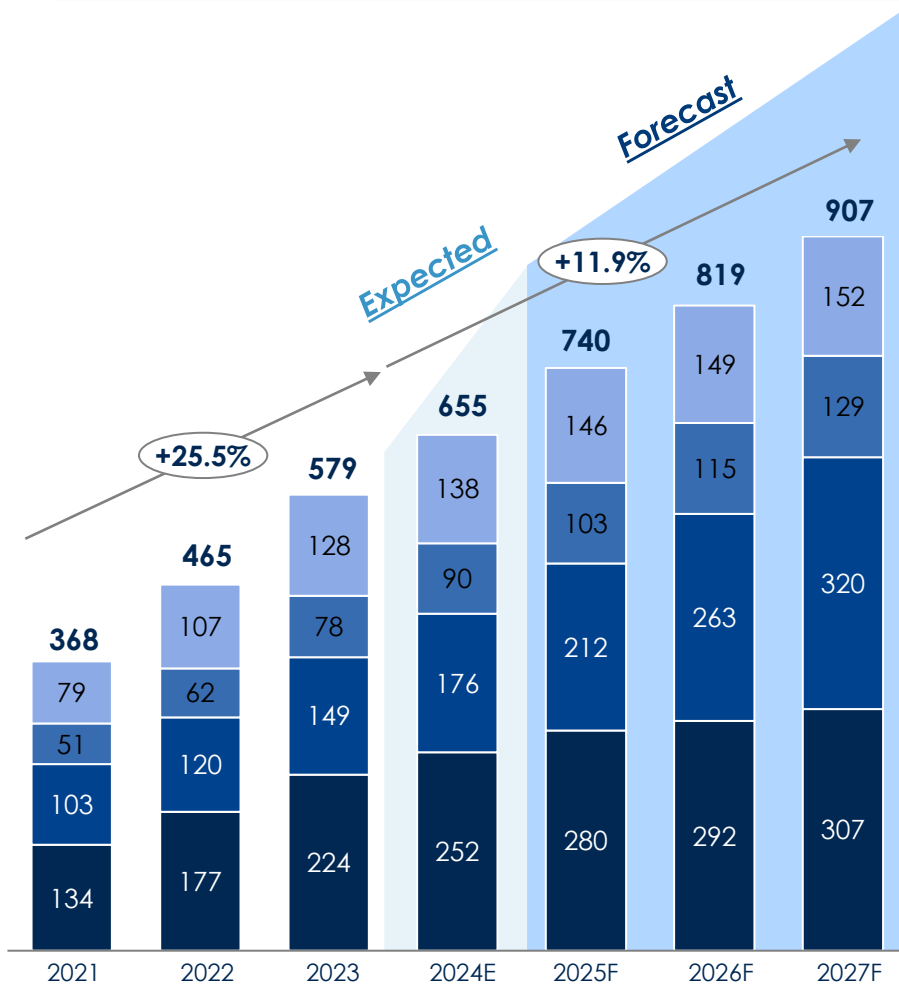
ASKS FOR SERVICES



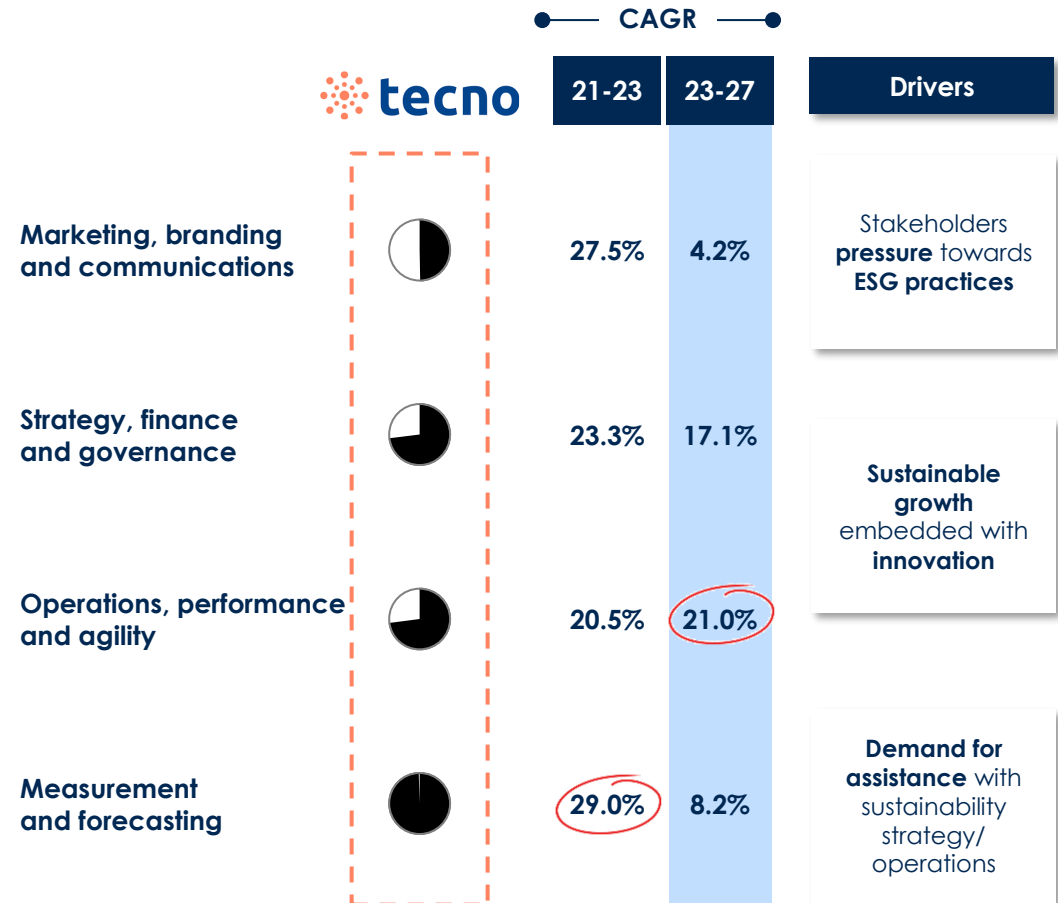
OPERATES IN 3 STEPS



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



Source: Management elaboration on Assoconsult and Gartner



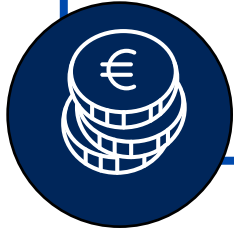
 **tecno**



**FINANCIALS**

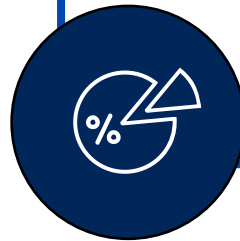
VALUE OF PRODUCTION

€ **32,2M**



% GROWTH OF VALUE OF PRODUCTION VS 2024PF

**+22%**



GROWTH OF VALUE OF PRODUCTION VS 2024PF

€ **5,8M**



€ **6,1M**

EBITDA 2025



**+19,1%**

EBITDA MARGIN 2025\*



**313**

HC 2025

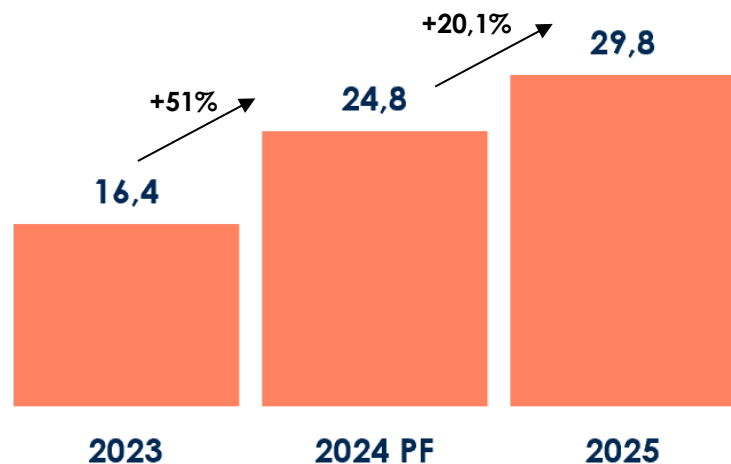


€ **0,6M**

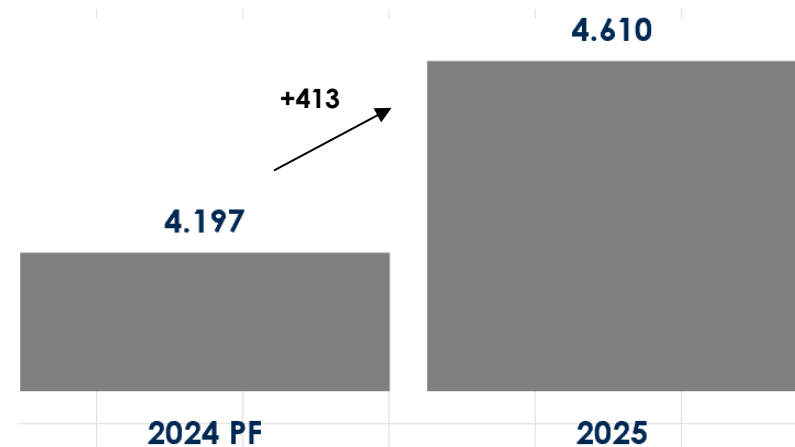
NET DEBT 2025  
(cash positive)

\* CALCULATED ON VALUE OF PRODUCTION

## Sales €m



## Clients #

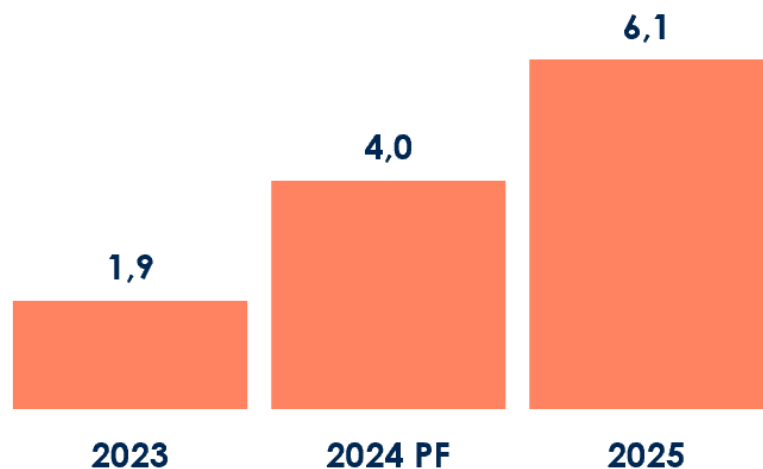


The Group closed 2025 with **Sales of €29.8m, +20,1%** compared to €24,8 as of 2024 PF.

This performance is **attributable to organic growth (€ 5.0 m)**.

As of Dec 31, 2025, the Group boasts a **portfolio of 4,610 clients**, up from 4,197 clients as of December 31, 2024 (**on a like-for-like consolidation basis**).

## 2025 EBITDA €m

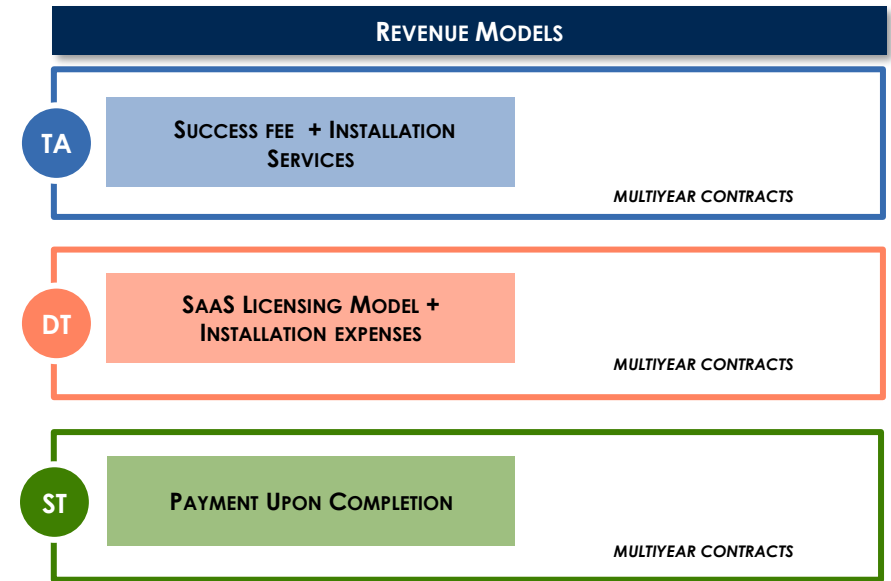
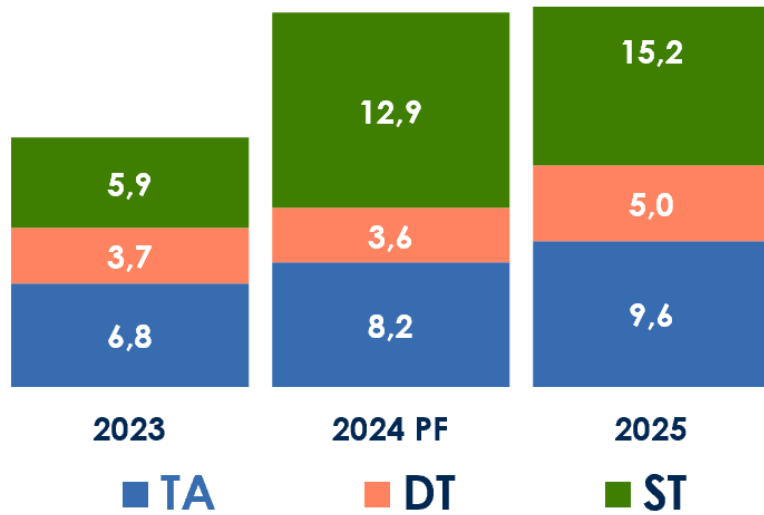


Due to the combined effect of revenue recognition patterns - such as success fees linked to the timing of approvals by relevant authorities for *Transition Accounting* and backloaded revenues for *Sustainable Transformation* - and a more even distribution of costs throughout the year, **the Group typically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

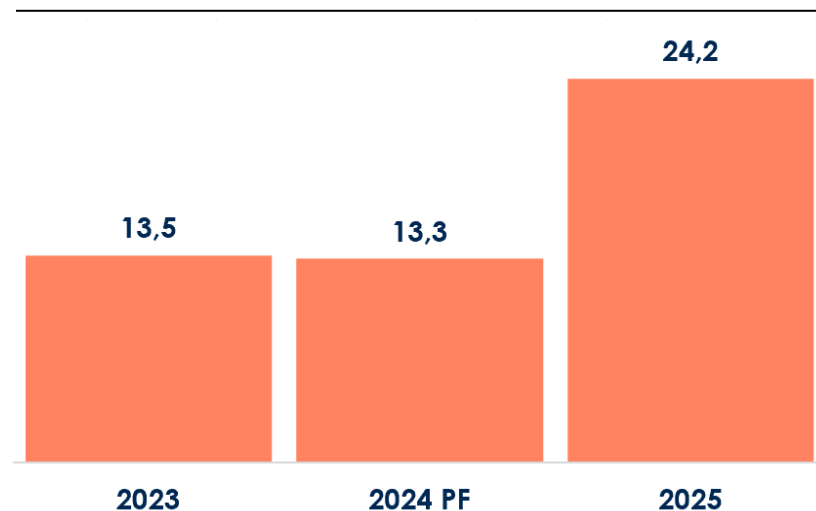
Historically, the first half of the year is not representative of the Group's full-year performance.

- ❑ **2025 EBITDA is €6.1 million, with a margin on the Value of Production in 19.1%**
- ❑ **IPO Guidance** that projected 50% growth compared to pro-forma 2024 EBITDA (€4.0 million, 15.3% of the Value of Production) it is achieved.
- ❑ **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, internalization of technical services, and sales force optimization**

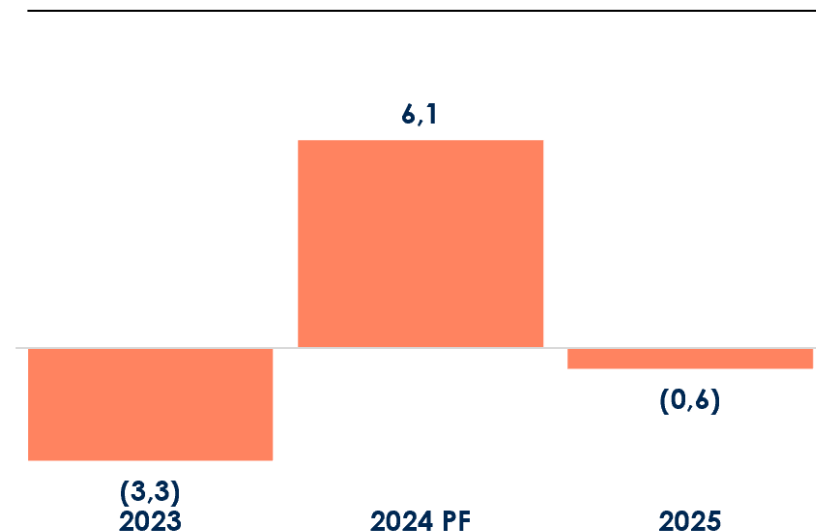
## Sales by business unit €m



## Net Equity €m



## Net Debt €m



Change in **Net Equity** is attributable to the Aucap that was in last July in IPO

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**.
- ❑ Provides **structured and independently verified assessment** of environmental, social, and governance performance.
- ❑ Enables clients to **measure, monitor, and improve ESG performance**, reducing risk of greenwashing.
- ❑ Integrates with TECNO's **Sustainable Transformation 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

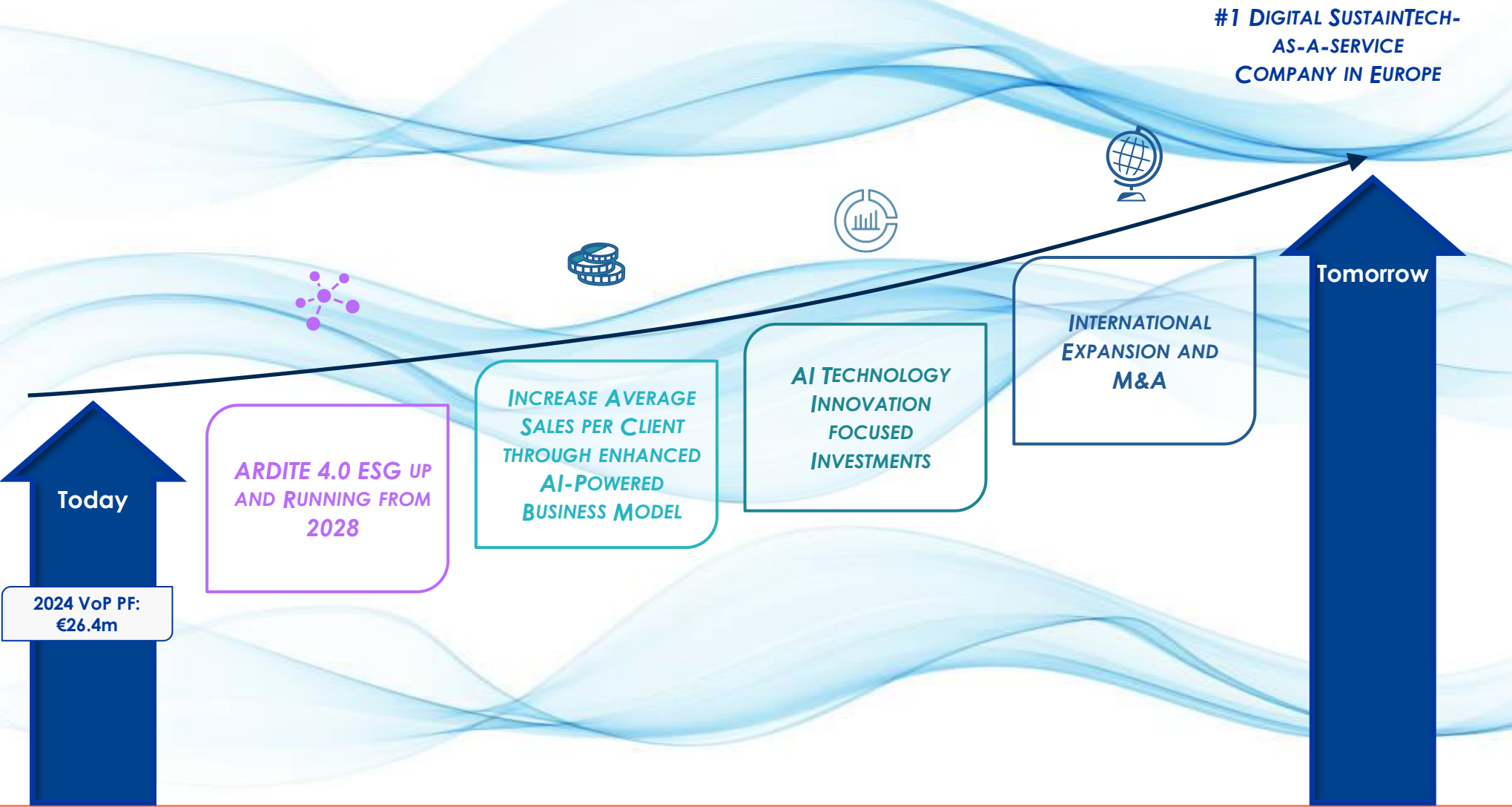
- ❑ **TECNO ESG**, TECNO's wholly owned subsidiary, **exercised call options** to acquire the remaining 35% of **Energika** and **Aere**, achieving **100% ownership** of both companies.
- ❑ Transactions are part of TECNO's **strategic plan** to **streamline corporate structure, consolidate governance,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

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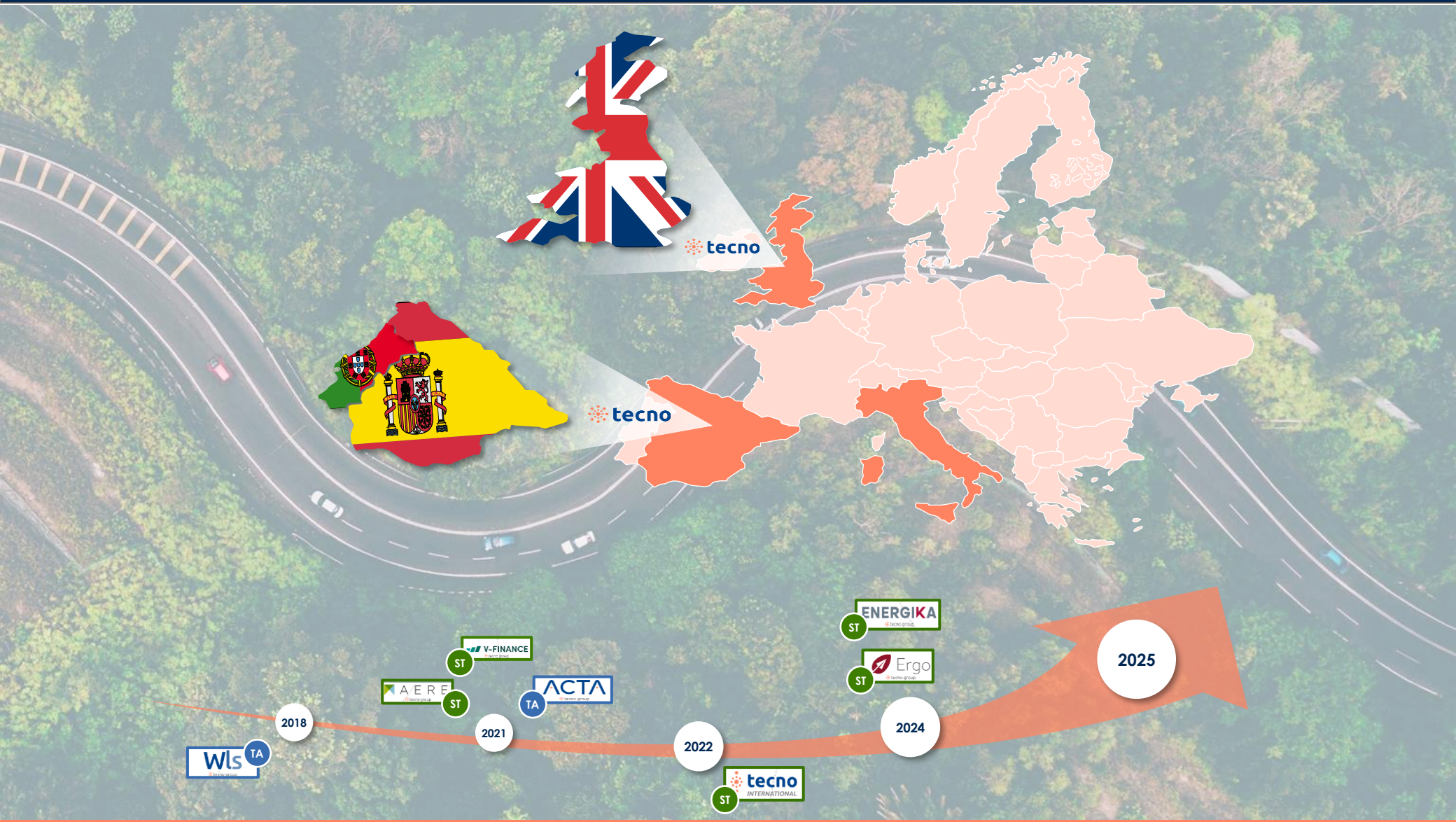


**STRATEGY**





Source: Management



Source: Management

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