



**IRTOP EGM INVESTOR DAY**  
MAY 20, 2026

**THE SUSTAINTECH CORPORATION**

**PIONEERING THE TWIN TRANSITION FOR SMES SINCE 1999...UP TO  
THE #1 DIGITAL SUSTAINTECH COMPANY IN ITALY**



**SUSTAINABLE TRANSITION**

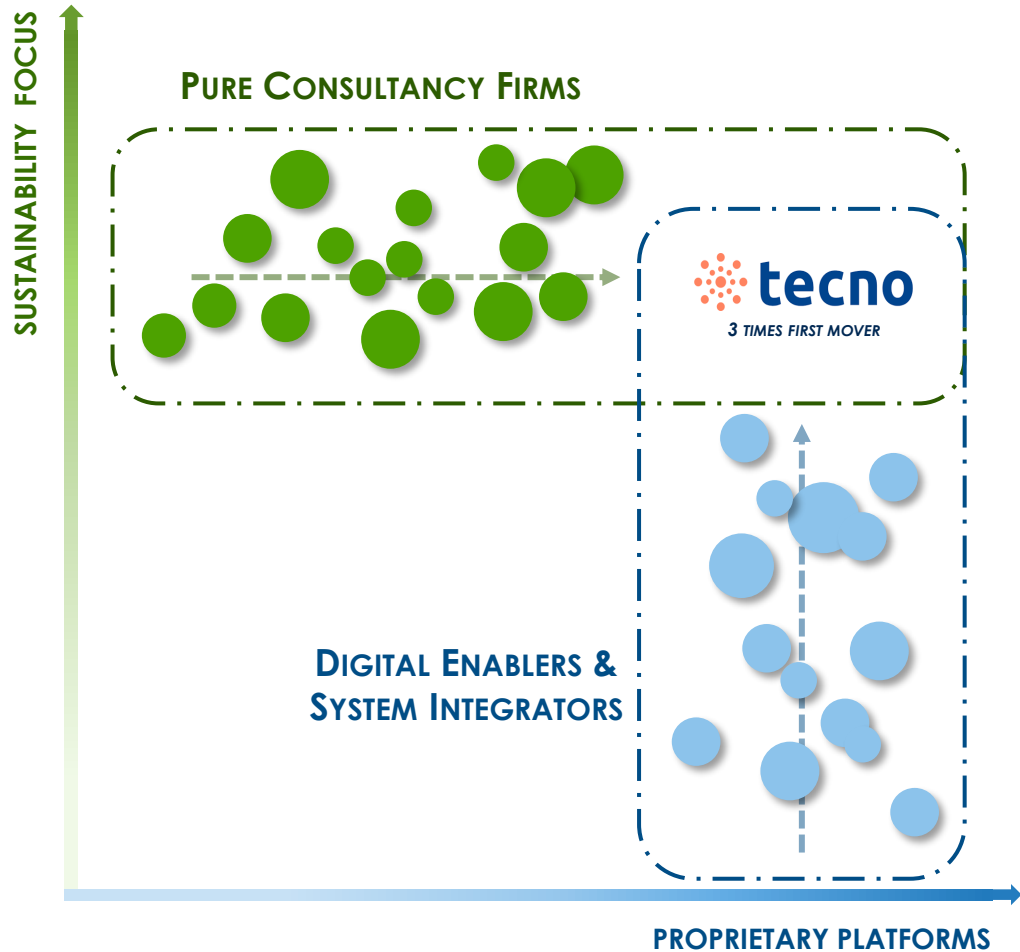
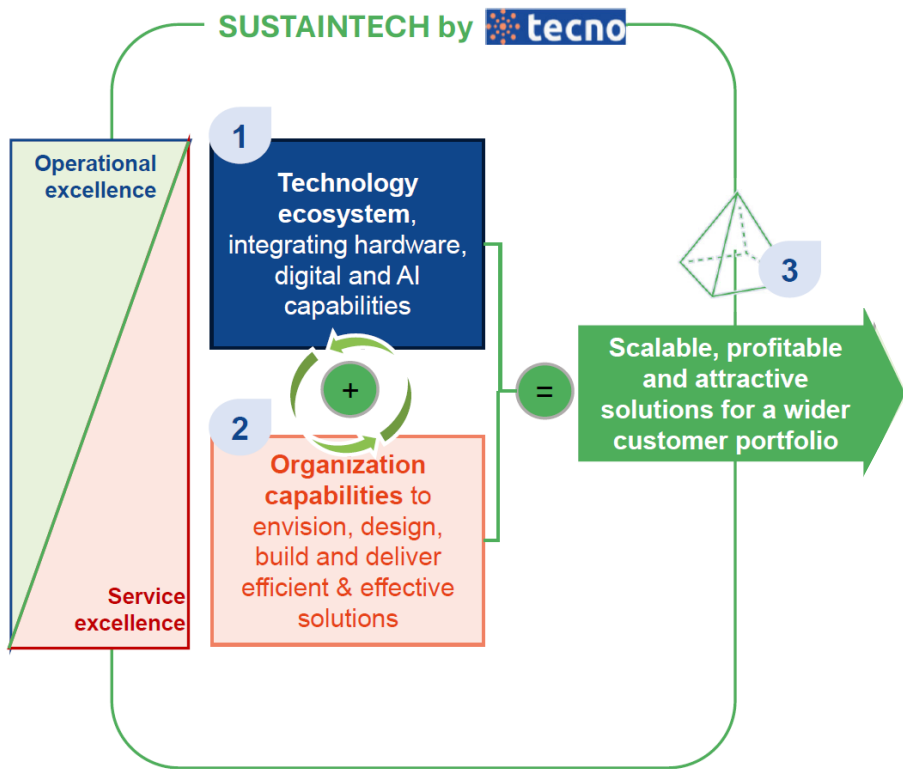
**TWIN  
TRANSITION**

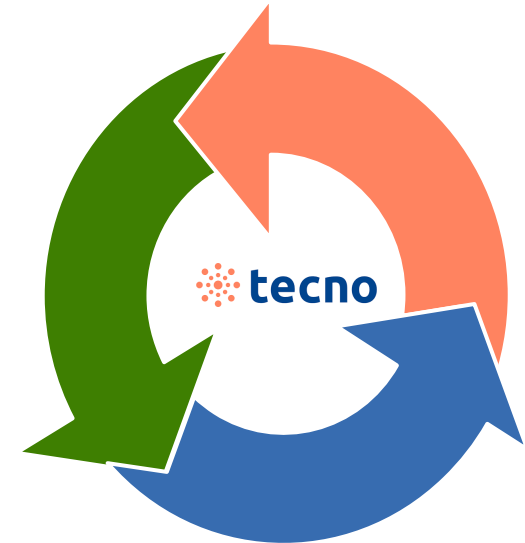
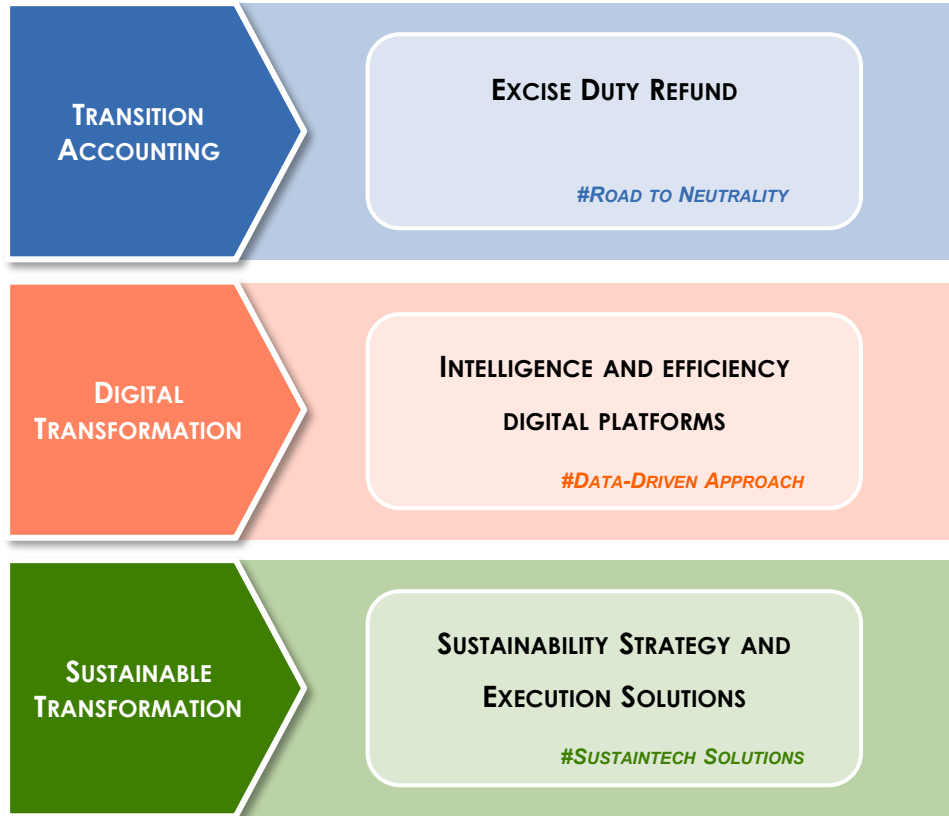
**DIGITAL TRANSITION**



FROM ITALY

**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

STEP 2

DATA ACQUISITION AND VALORIZATION

STEP 3

EXCISE DUTY REFUND

DIGITAL EFFICIENCY

ESG STRATEGY

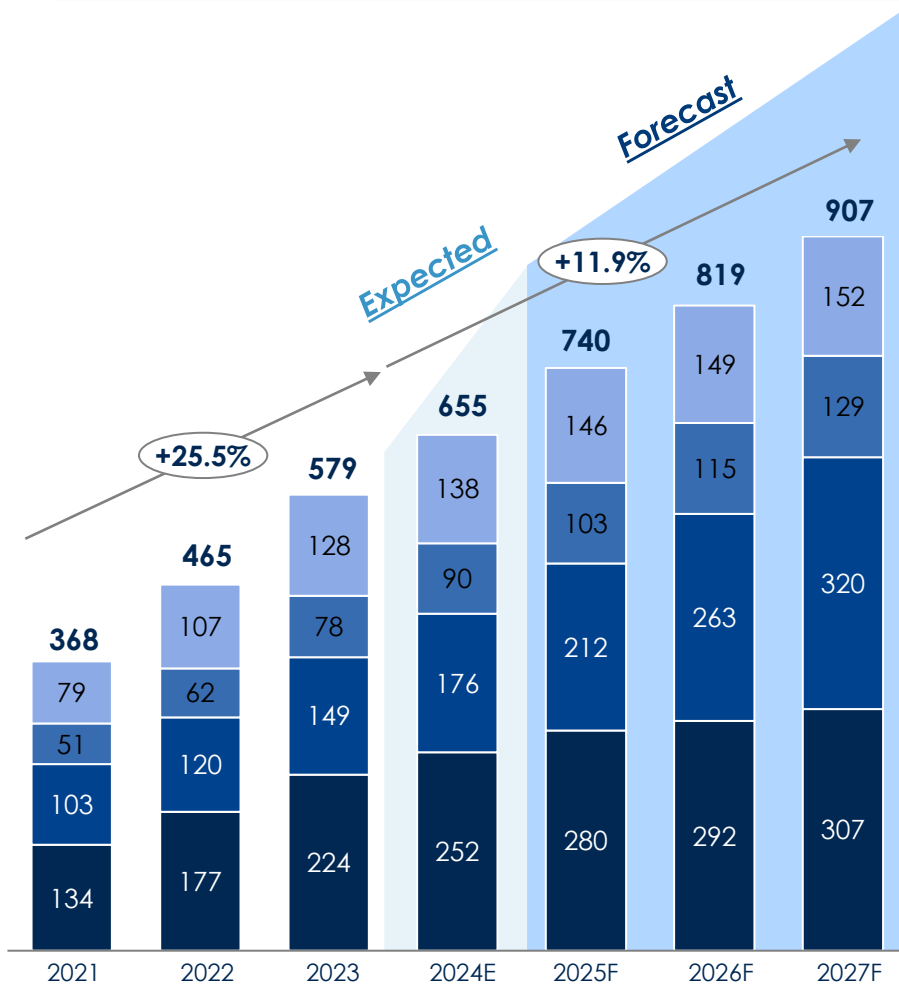
THROUGH

TRANSITION ACCOUNTING

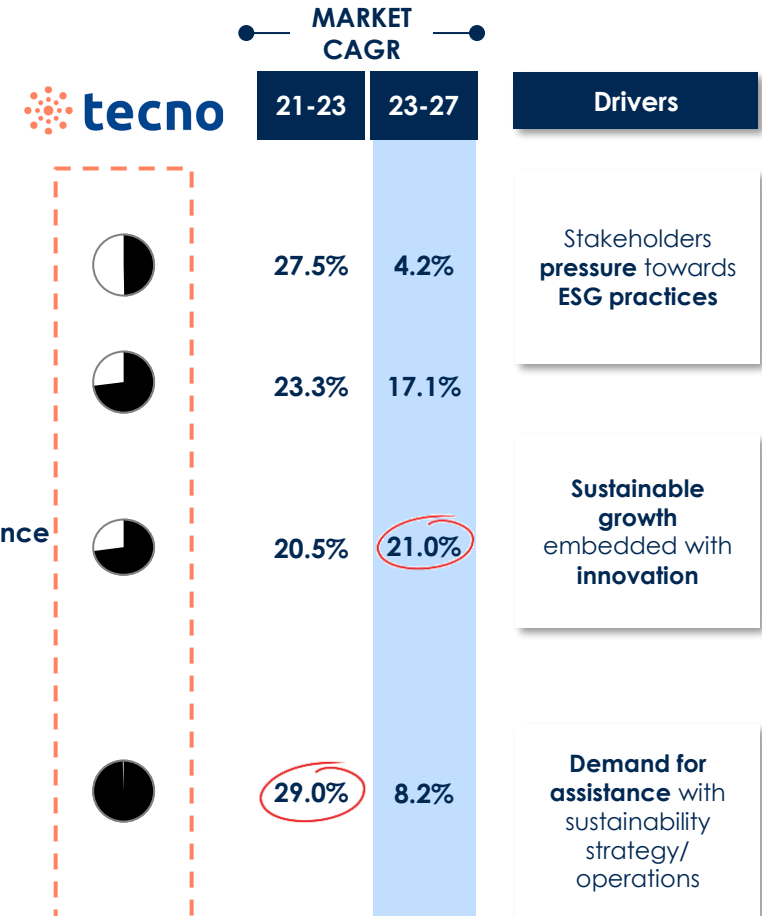
SUSTAINABLE TRANSFORMATION

DIGITAL TRANSFORMATION

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



Source: Management elaboration on Assoconsult and Gartner

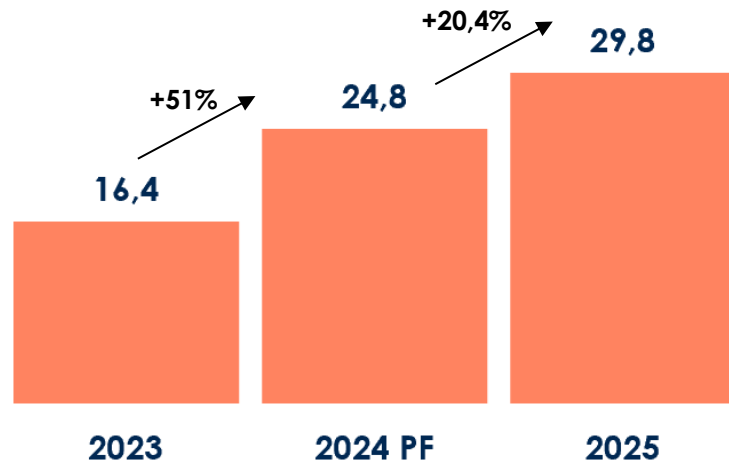


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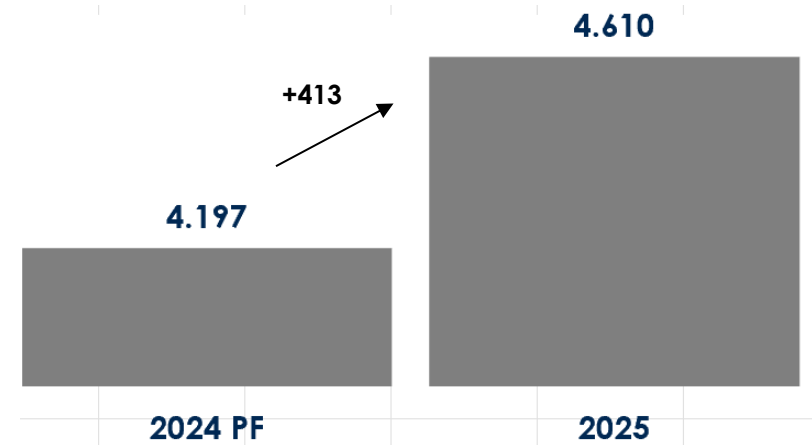


**FINANCIALS**

## Sales €m



## Clients #

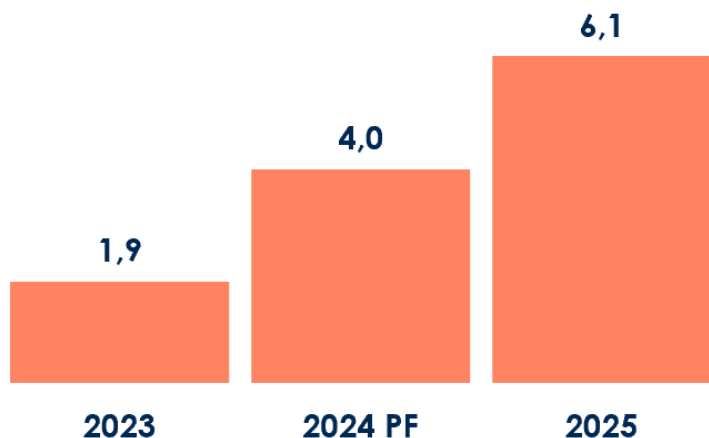


The Group closed 2025 with **Sales of €29.8m, +20,4%** compared to €24,8 as of 2024 PF.

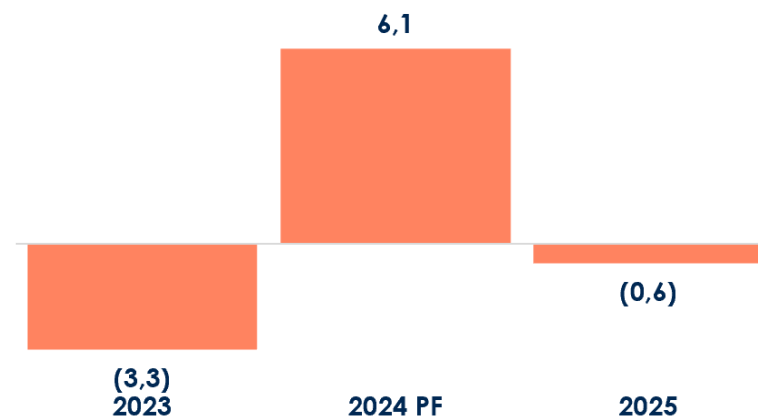
This performance is **attributable to organic growth (€ 5.0 m)**.

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**).

## EBITDA €m



## Net Debt €m



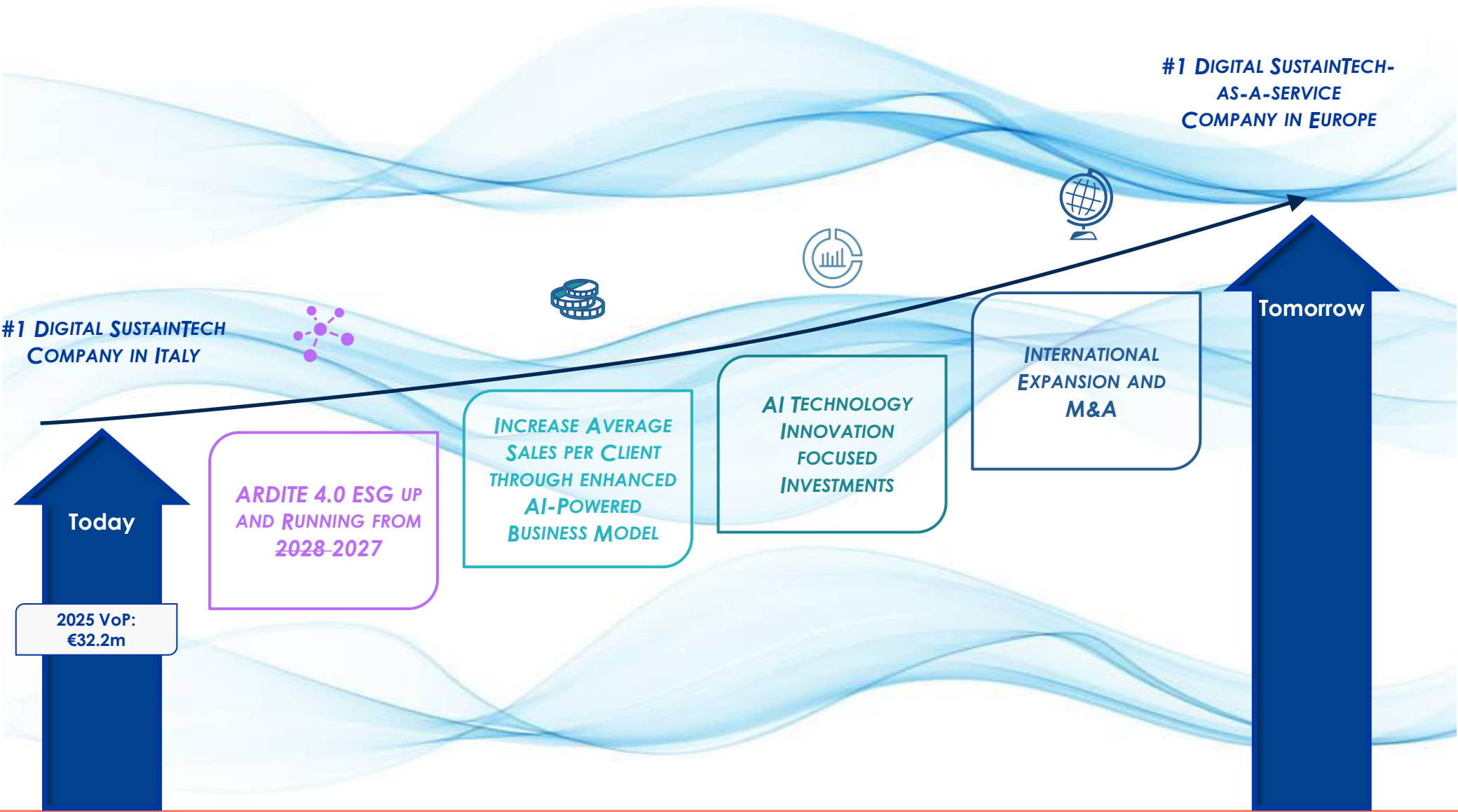
- ❑ 2025 EBITDA is **€6.1 million**, with a margin on the Value of Production in **19.1%**. **IPO Guidance** that projected 50% growth compared to pro-forma 2024 EBITDA (€4.0 million, 15.3% of the Value of Production) is achieved
- ❑ Significant growth was driven by **higher revenues**, particularly 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**
- ❑ 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**

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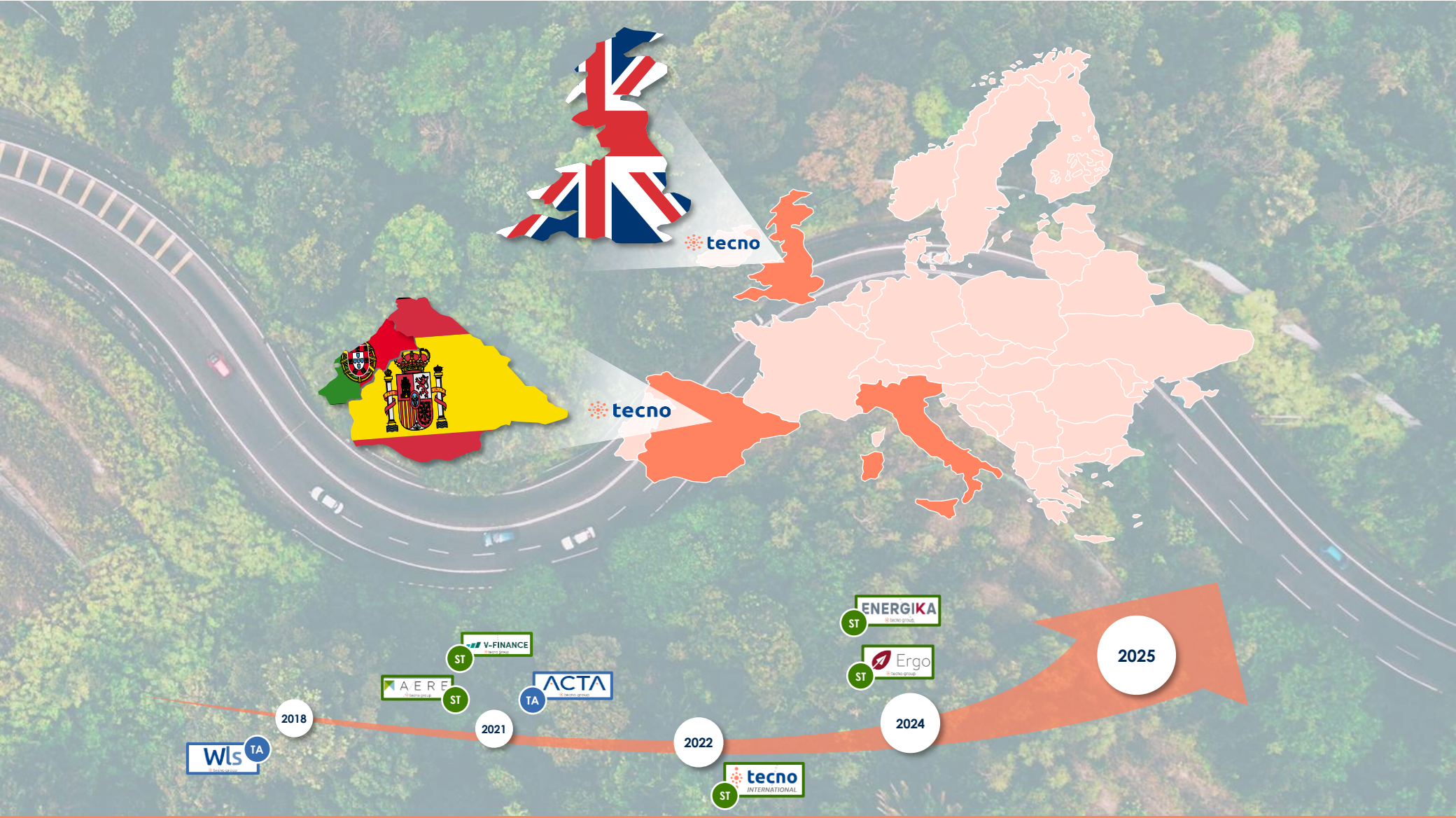


**STRATEGY**





Source: Management



Source: Management

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