



INNOVATEC

VIII AIM INVESTOR DAY,
virtual road-show organised by IR Top Consulting.

MILAN 5/10/2021

INNOVATEC: TOWARDS A CLEANER FUTURE, TOGETHER.



Global Overview

THE GROUP



ENERGY EFFICIENCY

- Design, implementation and management of technological solutions aimed at optimizing energy production and consumption:
 - Cogeneration/trigeneration
 - Thermal recoveries
 - Heat pumps
 - Compressed air
 - Solar thermal
 - Wind power
 - Biogas
- Energy requalification of public buildings
- Renovation of private buildings in order to reduce costs and energy consumption for the population

CIRCULAR ECONOMY

- Recycling-transformation of waste into new resources
- Collection and transportation of waste from producers via own fleet and third party collectors
- Sorting materials into recoverable and non-recoverable
- Treatment of waste
- >2000 customers, most of which are large companies like A2A, Carrefour, Autogrill, ...

WASTE DISPOSAL

- Permanent disposal of waste
- Landfills construction, expansion and management
- Two proprietary active landfills (Albonese and Bossarino) and a third under management (Bedizzole)
- Landfill is a key competitive advantage being a scarce resource and allowing to plan with certainty the disposal of sorted and treated waste that cannot be recovered

ADDED VALUE SERVICES

- Circular economy services
- Publishing and events

Business Strategy

IN A CLEANTECH MARKET WITH HUGE POTENTIAL

- Promote and develop the circular economy and environmental sustainability in the Italian market: focused to achieve solid and consistency margins over time, offering to its clients a complete range of tailor-made services in the EE, environmental protection and circular economy sectors.
- Expand service offering and benefit from cross-selling in order to increase revenues by creating innovative solutions for its clients
- Development: Co-trigeneration, process efficiency, energy diagnosis, public buildings
- Continue to strengthen leading position in Northern Italy by broadening client base and seeking to increase level of vertical integration to maximize internalization rate
- Establish connections with new national clients, while strengthening relationships with existing clients
- Focus on expansion and improvement of existing facilities and landfills and on optimization of internal processes
- Development of recycling technologies and waste sorting processes to capitalize on growing trend of recycled waste and improve cost efficiencies

BECOME A LEADING OPERATOR IN SUSTAINABILITY THROUGH A RESPONSIBLE AND EFFICIENT USE OF RESOURCES (EE, RENEWABLES, CYCLE OF MATERIALS, RECOVERY AND RECYCLING WASTE)

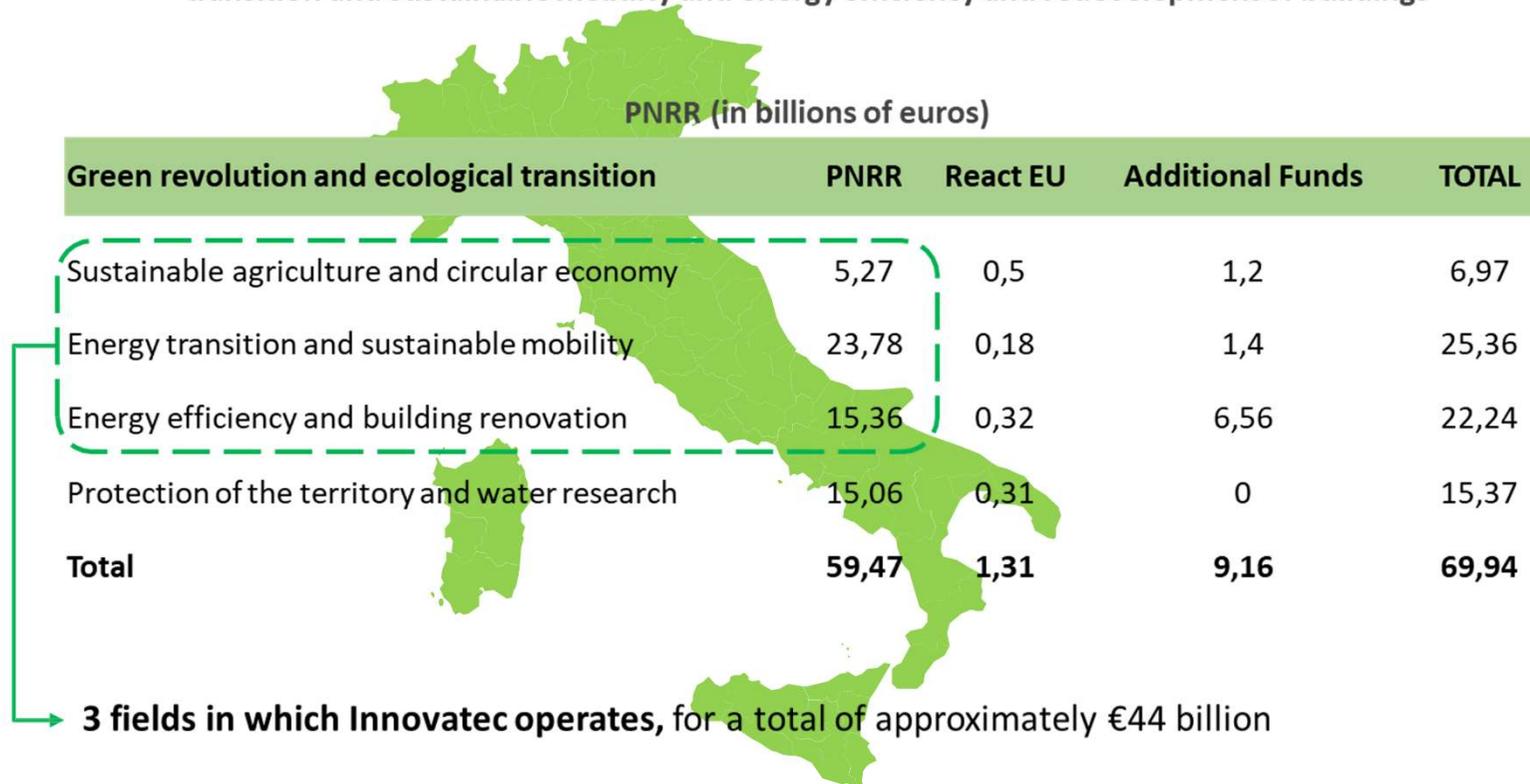


CleanTech industry:

ITALIAN GREEN EVOLUTION OUTLOOK: Piano Nazionale di Ripresa e Resilienza (PNRR)



PNRR foresees investments €44.41 billion to be allocated to sustainable agriculture and circular economy, energy transition and sustainable mobility and energy efficiency and redevelopment of buildings



Global Overview

ACHIEVEMENTS



Innovatec main achievements
from the IPO today towards the clean tech industry



446 MW
Cogeneration
Trigeneration



50 km
District heating
network

12.000
Buildings provided



24
Greenhouses supplied
with
BIOMASS BOILER
20 MW/t



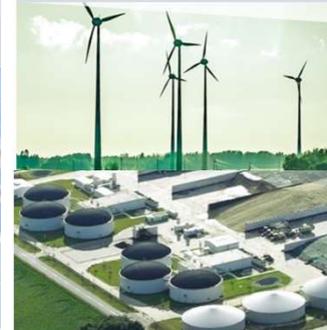
59 MW
PV Plant

9.000
Remote control system



30 MW
Wind Plant

12 MW
Biogas Plant



€72mm
Ecobonus 110%
Contracts
+ €56mm
Preliminary Contracts



Innovatec Group

OPERATIONS & CAPACITY



INNOVATEC

OPERATIONS

Regions of Operations

n° Clients

n. sale force (in house and partners)

n° technical division

Landfills proprietary/under management

Sorting & treatment plants

Partners (waste management)

Bio-gas Plants

CAPACITY

HouseVerde pipeline/definitive (€mm)

EE backlog (€mm)

PV plants pipeline (€mm)

Volumes of waste collected (ktons)

Volumes disposal ktons

Landfill capacity m³

Biogas Capacity mw

2020

Italy

2.100

167

30

2 / 1

4

50

4

140/72

9

3

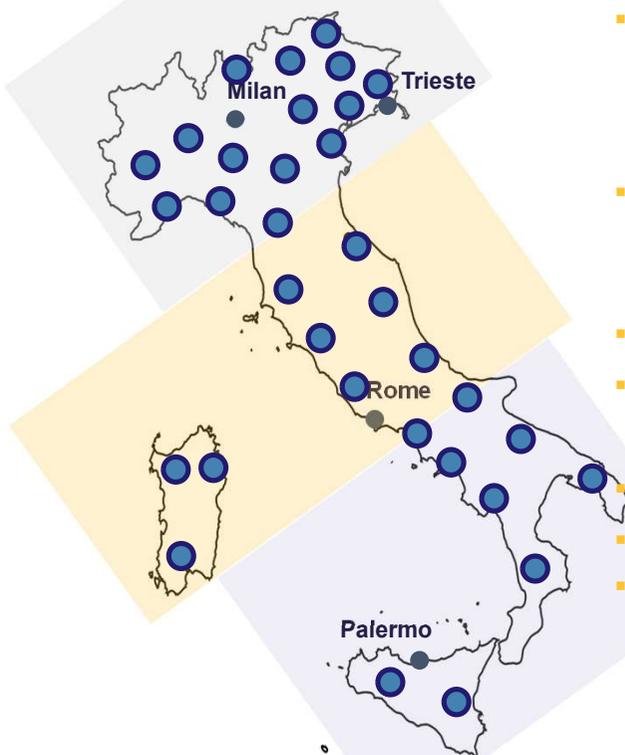
90

241

1.7 m³

3.4 MW

PARTNERSHIP BUSINESS MODEL



- **EE business:** Commercial and Technical team as well as established Partnerships enable us to serve customers on a national level
 - **Environment:** Operate a network of third party service providers in the areas in which Group does not maintain a direct presence through own collection or treatment activities
 - Enables Innovatec serve customers on a national level
 - Flexible operating model allows for optimization of transport costs and control of fixed cost base
- *****
- Partners are subject to a rigorous selection process
 - Ensure compliance with highest standard of corporate governance and best practices

● Commercial and technical sites

● Partnership Network (Headquarters)

PARTNERSHIP MODEL ALLOWS FOR NATIONAL COVERAGE WHILE IMPROVING EFFICIENCY AND FLEXIBILITY



Innovatec Power: Value Proposition

- Improve client economic and financial performance, reduce waste and operating costs and make their business sustainable
- "Industry 2030"(1) path proposition to reduce drastically client energy consumptions benefiting from the incentives proposed by the Italian Government (DL: 102/2014: System of monitoring + Energy Audit).
- The Italian government has recently strengthened the EE support framework to the EE certificates (TEE) enhanced by the very recent DM 10 July 2018. Innovatec offers to companies

(1) The Italian government has recently strengthened the EE support framework to the EE certificates (TEE) enhanced by the very recent DM 10 July 2018.



«AS IS» Analysis

Energy consumption analysis of companies that use for energy fossil fuels and coal



Contractual Analysis

Resource recovery and the purchase price reductions



Monitoring Consumption

Monitoring and identification of the company's energy profile

- Energy audit + ISO 5001
- Evaluation of efficiency measures
- Support for access to incentive mechanisms (TEE)



Energy Efficiency

Design, installation and management technologies to improve EE to clients

- Co and Trigeneration
- Thermal recoveries
- Heat pumps
- Compressed air
- Electric engines
- LED



Renewable Sources

Improve sustainability and produce energy independently

- Solar thermal
- Wind power
- Biogas / Biomethane

Innovatec Group:

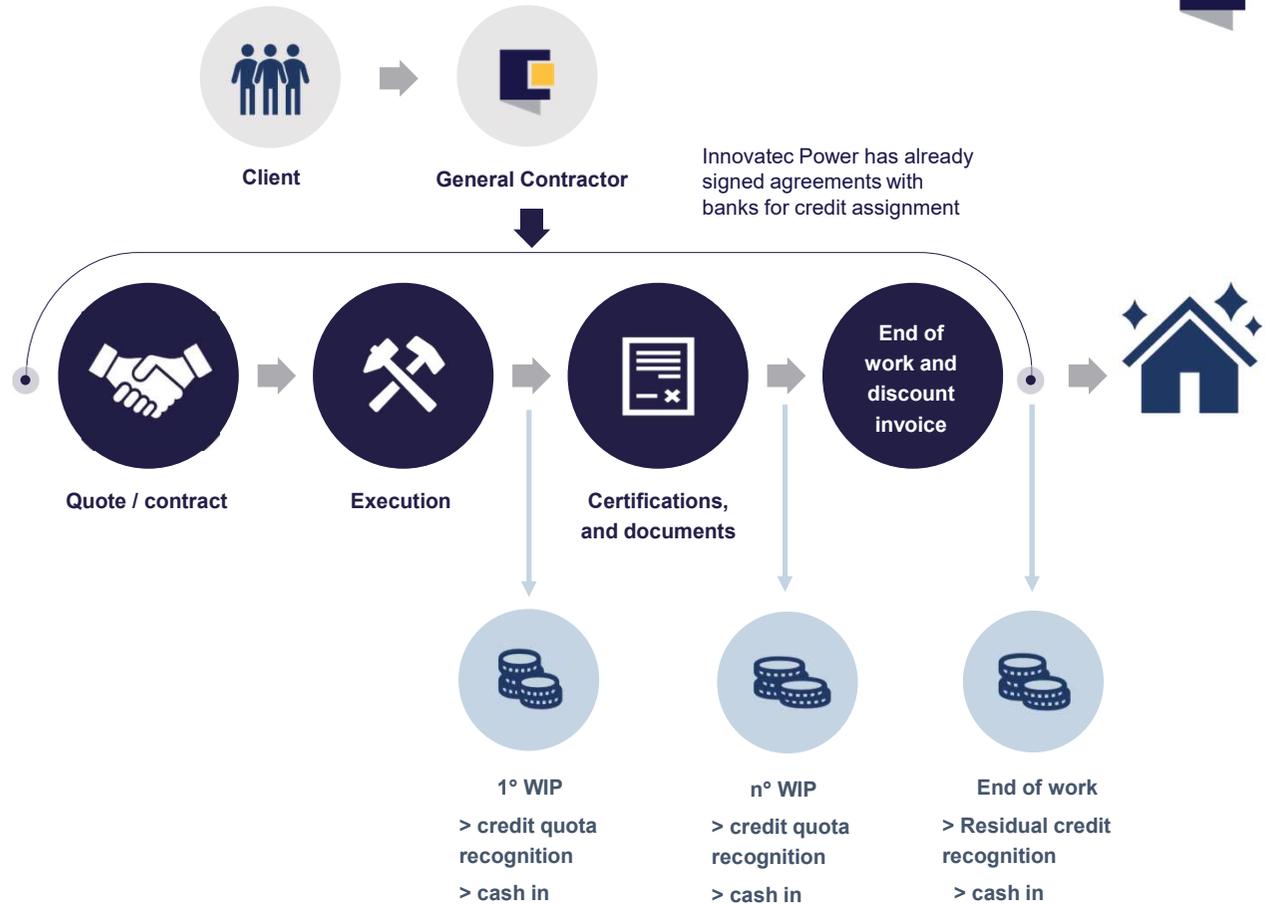
EE BUSINESS DIVISION OVERVIEW 2/2



Innovatec Power: Houseverde Project

- House Verde Project (D.L. 34 of 19 May 2020) offering: zero-cost EE building/house renovations or securing with anti-seismic renovations benefitting of the Italian incentives “Superbonus”
- Direct access to Superbonus can prove to be a hard path to follow, both due to the bureaucratic complexity of the numerous parameters and documents to be produced, and to the difficulty in finding companies able to ensure the discount on the invoice or finding financial institution to sale and discount the credit.

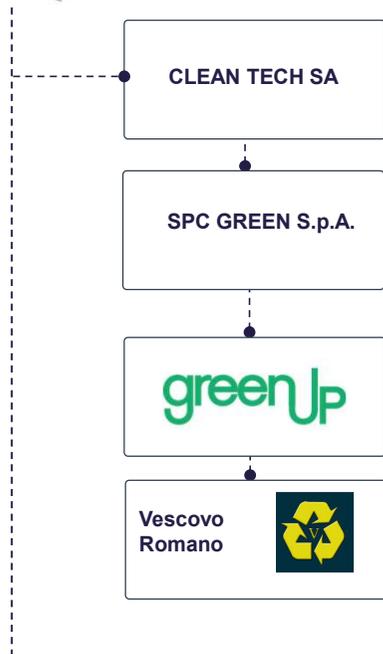
Therefore, Innovatec value proposition is to ensure the completion of the entire project, facilitating the execution of technical works - assuming the role of General Contractor - with no cost to be beared by the client



ALREADY SIGNED DEFINITIVE CONTRACTS IN EXCESS OF €70MM TO BE DELIVERDE IN THE NEXT 12 MONTHS
 REACHING THE OBJECTIVES SET FOR THE YEAR 2021 WITH ADVANCE OF SIX MONTHS
 ACTIVE PIPELINE OF PROSPECTS (PRELIMINARY CONTRACTS) FOR ADDITIONAL >€50MM

Innovatec Group:

ENVIRONMENT BUSINESS DIVISION OVERVIEW 1/2



Description

Facilities

	Collection	Selection & Treatment	End of Waste
			
	<ul style="list-style-type: none"> Collection and transportation of waste from producers via own fleet and third party collectors Transportation to selection & treatment facilities and landfills 	<ul style="list-style-type: none"> Sorting materials into recoverable and non-recoverable Compacting Refuse-derived fuel ("RDF") Processing and trading wastepaper and other recovered materials (Vescovo Romano) 	<ul style="list-style-type: none"> Permanent disposal of waste
	<ul style="list-style-type: none"> 4 services centers 50 proprietary vehicles 3.300 equipments 	<ul style="list-style-type: none"> 5 services centers Selection & treatment systems 	<ul style="list-style-type: none"> Albonese and Bossarino landfills directly owned One additional landill under management (Bedizzole – BS)

Innovatec Group: ENVIRONMENT BUSINESS DIVISION OVERVIEW 2/2



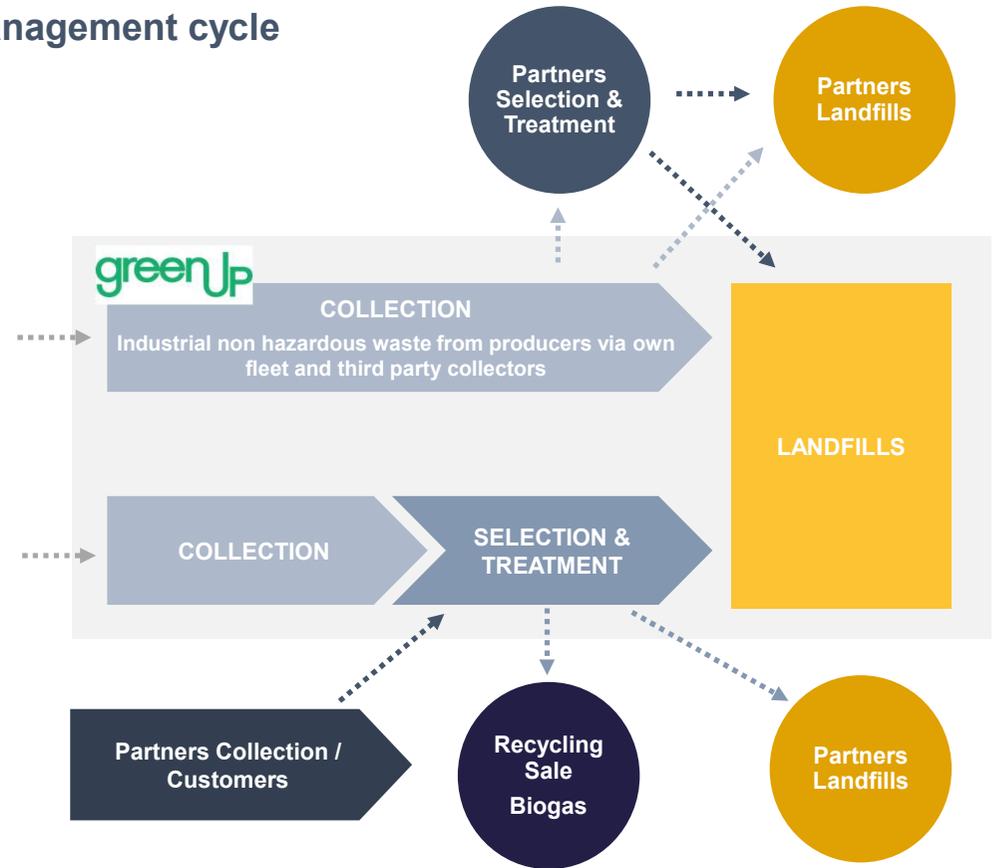
Integrated operations across the entire waste management cycle

Waste Producers
>2000 clients



UNMATCHED PRESENCE IN LOMBARDY AND PIEDMONT

NATIONAL COVERAGE THROUGH PARTNERS



VERTICALLY INTEGRATED STRUCTURE WITH PRESENCE AT EVERY STEP OF THE CYCLE ENSURES COST EFFICIENCY AND FLEXIBILITY UNDERPINNED BY COMPLEMENTARY CUSTOMER SERVICE

Innovatec Financial Results*

2020 Figures pro-forma integrated with Clean Tech group net Sostenya Green S.p.A. dismissal



REVENUES



EBITDA



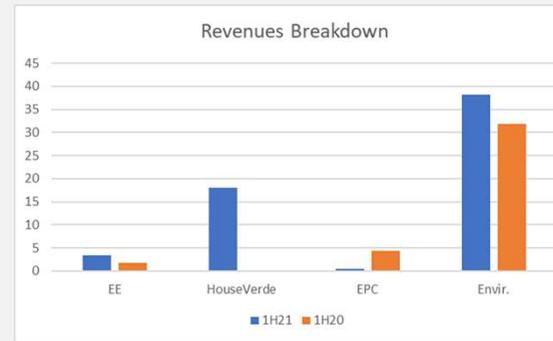
NET RESULTS



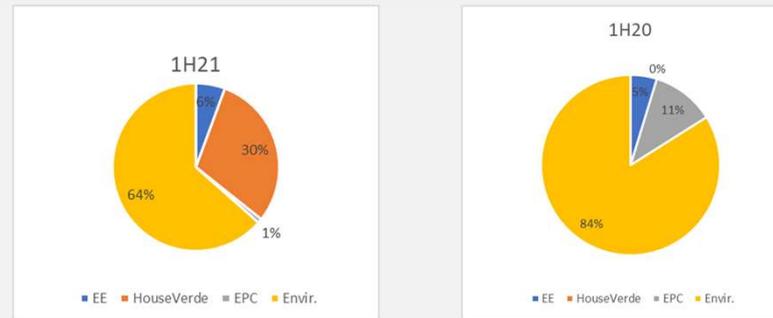
NET FINANCIAL POSITION



1H21 vs 1H 20 REVENUE BREAKDOWN



REVENUE CONTRIBUTION BREAKDOWN



HY21 Revenues up 60% driven by House Verde (€21,2 mln out of €24,5 mln EE). HY21 Revenues increase Environment business up to €38 mln (1H20 €32 mln) mainly due to increase on volumes and prices

The trend in revenues was also reflected in HY21 EBITDA: EE contributes €4 mln (30%). Environment contributes €10 mln (70%)

The cash generation deriving from operations in HY21 led to a further increase in the consolidated NFP which rose from €10 mln (2020) to €16 mln HY21 confirming the solidity of the group

HY21 Revenues up 60% driven by House Verde to €64 MM

Clean Tech contribution to consolidated results will stabilize revenues and margins of Innovatec's core business, energy efficiency, characterized instead by greater volatility in relation to the incentive policies in force

Investment Opportunity



28 December 2019: 0,45Euro price

28 December 2020: 0,79Euro price

1 Oct 2021: 0,83Euro price

1-Year Change +53%

Average Volume (3m): 1,2mm

52 wk Range 0.391 - 0.926



Data information

- Name: Innovatec S.p.A.
- IT0005412298
- Ticker: INC
- Market Cap: €77m
- Shares outstanding: 93.1m
- Net Equity 2020: €17.1m
- Website: <https://www.innovatec.it>



- Innovatec S.p.A. is a leading Energy Efficiency and Renewable group of companies listed on the AIM Italy stock exchange. Having recently acquired 100% of Clean Tech Luxco SA, Innovatec **aims to become a leading operator in the Clean Tech industry**
- **1H2021 consolidated results:** Revenues were € 64 million, EBITDA equal to € 14 million with a margin of 22% and the Net Result of € 2.4 million. Group Net Equity is equal to € 20,5 million and the Cash net debt is positive at € 16 million, improved vs 2020'.
- Listed on AIM Italia since 2013 and certified ESCO UNI CEI 11352, it counts a portfolio of **over 2,000 clients**
- 1H2021 Preliminary Results confirmed that with the 110% Superbonus incentives, the Company expects an important boost on energy efficiency business in the retail segment.

In a competitive context in which environmental sustainability takes on an ever greater centrality, the Innovatec Group is a reference center in the CleanTech sector, offering a widerange of services in favor of energy efficiency and the environment including recovery, recycling and waste.



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