



INNOVATEC GROUP

TOWARDS A CLEANER FUTURE, TOGETHER

COMPANY PRESENTATION

FINANCIAL GALA 2024



INNOVATEC GROUP

21 May 2024

INNOVATEC GROUP

COMPANY PRESENTATION

01 INNOVATEC IN ACTION

02 OUR PLAN TOWARDS SUSTAINABILITY

03 MARKET OVERVIEW

04 FINANCIAL PLAN 2024 - 2026

05 GOVERNANCE AND STOCK DATA



INNOVATEC A LEAD PLAYER IN THE CLEAN TECH INDUSTRY



Vision

Shaping the future towards an alternative, sustainable development model to help Corporate, Communities & People to embrace sustainability and reduce environmental footprint



Mission

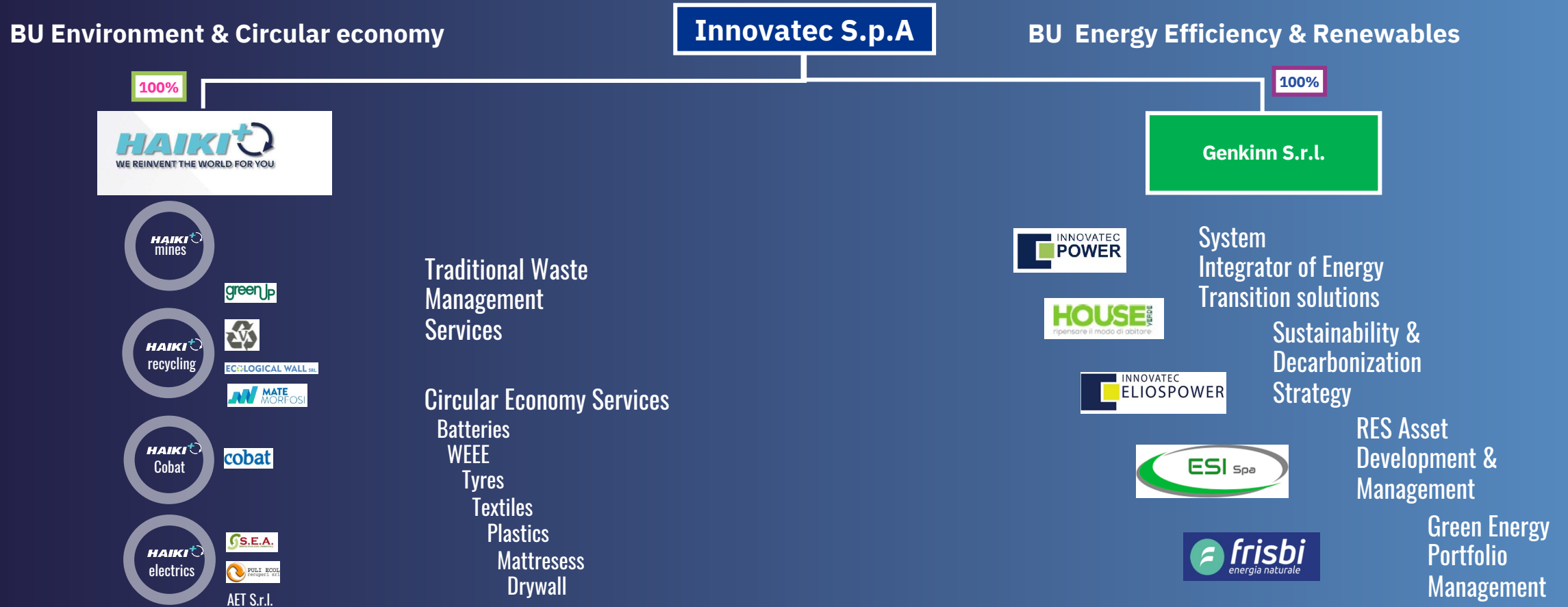
Diversification and integration of innovative end-to-end solutions that integrate energy efficiency and environmental services, from the recovery of industrial waste to its recycling



INNOVATEC: 2 BUSINESS UNITS TO COVER ALL CLEANTECH VALUE CHAIN



Innovatec's offering address Corporate, People, Communities and PA's with a **360° degrees offering portfolio to cover circularity and energy needs** to enable the path toward **sustainability**



2023 vs 2026 PLAN: RELAUNCH OPPORTUNITY



500€M REVENUES

66€M EBITDA

14% EBITDA MARGIN



CAPEX +77€M

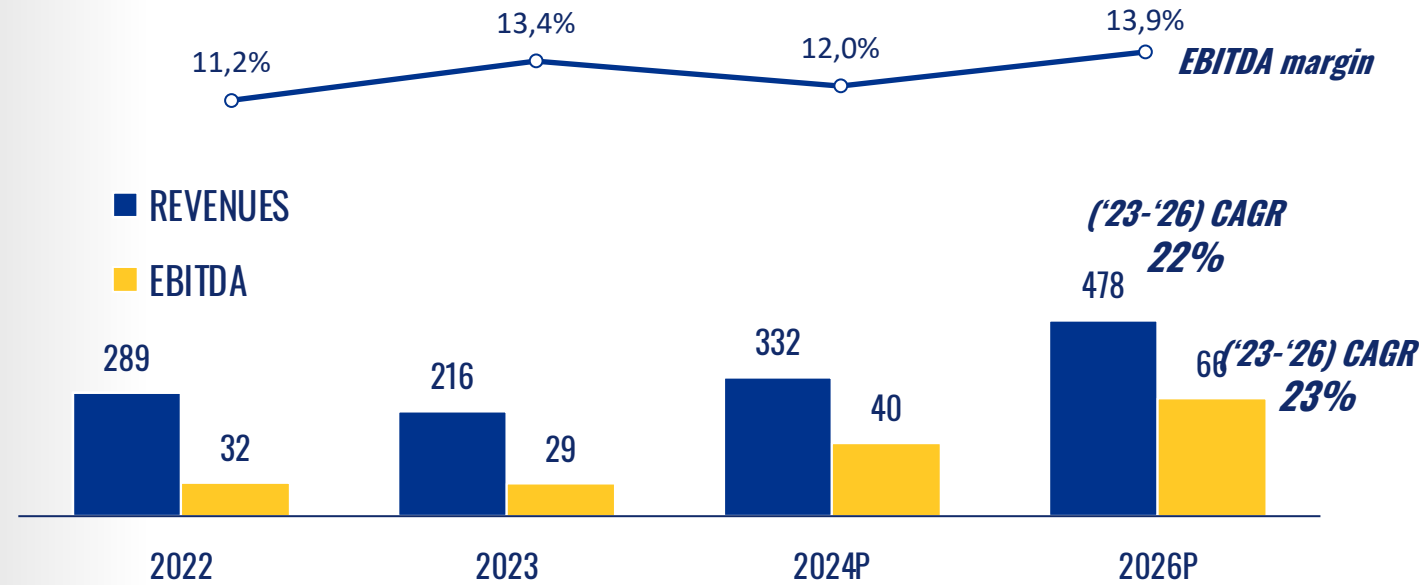
HR (+137 to 2026)



NFP TO ZERO

Leverage available for futher business development

Data in €M





—

+



SLOWDOWN IN INDUSTRIAL PRODUCTION STOP & GO IN ECOBONUS 110%

The decrease on revenues, margins and cash generation was only partially offset by the positive performance of the remaining businesses



THE RAMP UP OF THE PV BUSINESS IS TAKING LONGER THAN INITIALLY FORECASTED



ECOBONUS 110% EXTRA COSTS FULLY ABSORBED



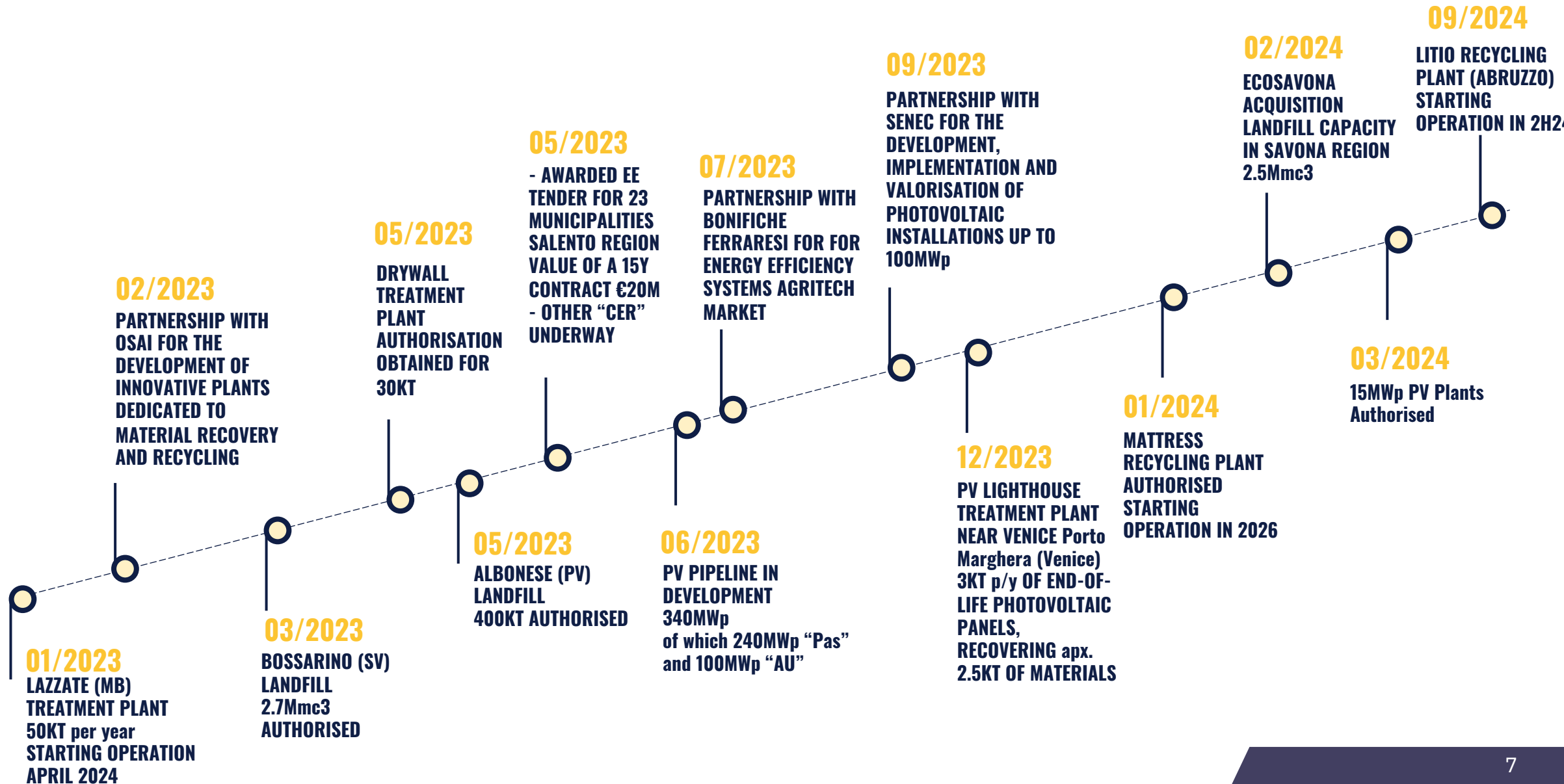
M&A SPEED UP TO INCREASE THE GROUP ASSET BASE

in order to gather some of the strategic assets leveraging on its capacity to produce positive cash flows and to receive additional debt



REORGANISATION

.....TRANSFORMED IN A OPPORTUNITY FOR FUTURE RESULTS



WITH A SOLID ASSET BASE



8 SORTING & TREATMENT PLANTS
 8 BIOGAS AND PV PLANTS
 4 LANDFILLS
 3.300 EQUIPMENT & VEHICLES
 600kt WASTE MANAGEMENT
 2.000 CLIENTS (95% RETENTION RATE)

5 CONSORTIA (Batteries, WEEE, Tyre, Compositi, Textile)
 400 HUMAN RESOURCES
 50 WASTE PARTNERS
 200 SALE FORCE
 30 TECHNICIANS
 60 COBAT COLLECTION HUBS

340MWp PV PIPELINE
of which 240 in «PAS»
 60MWp AVERAGE PV EPC BACKLOG
 15MWp PV AUTHORISED
 2 LITHIUM PATENTS

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ESG RATING RECEIVED IN 2022



Industry

Commercial Services

Sub Industry

Facilities Maintenance

Morningstar **Sustainalytics**, a company specialized in developing research, ratings and analytical data on ESG parameters, analyzed Innovatec performance, providing a **high-quality score** that is useful in supporting investors' choices, as well as incentivizing the consideration of sustainable issues within corporate policies and practices.

The lower the rating, the lower the exposure to ESG Risk

ESG Risk Rating

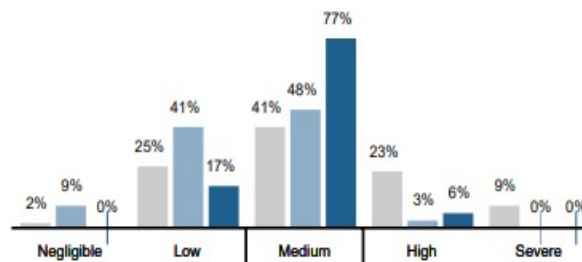
21.6

Last Full Update Jul 4, 2023

Medium Risk



ESG Risk Rating Distribution



ESG Risk Rating Ranking

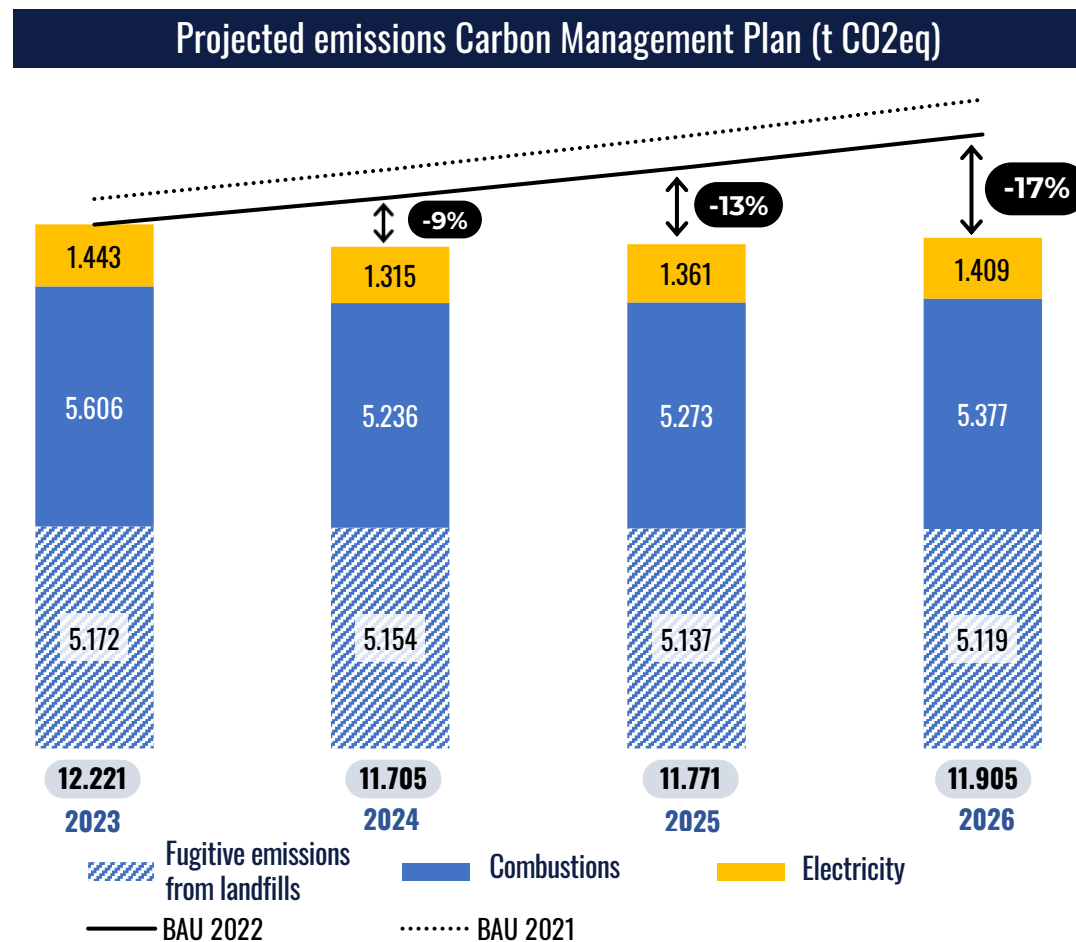
UNIVERSE	RANK	PERCENTILE
	(1 st = lowest risk)	(1 st = Top Score)
Global Universe	5218/15613	34th
Commercial Services INDUSTRY	257/445	58th
Facilities Maintenance SUBINDUSTRY	23/76	30th

OUR STRATEGY TOWARDS CARBON NEUTRALITY



Implementing all the proposed actions, a **-17%** reduction in emissions is observed by 2026 compared to the Business As Usual (BAU) scenario updated to 2022 (**-21%** vs BAU 2021)

Emissions for power purchase can be fully offset by purchasing Renewable Guarantees of Origin through certified energy traders



PROJECTED REDUCTIONS (ton CO ₂ eq)*	TOT. 2024 - 26
Light vehicle electrification	1,275
Efficient collection logistics	316
Converting collection vehicle to Euro 6	80
Electrification 50% collection vehicles	3,156
PV capacity enhancement	519
TOTAL	5,346
PROJECTED COMPENSATIONS (ton CO ₂ eq)*	TOT.
RENEWABLE ENERGY PURCHASE	3,960 -9,5%
CARBON CREDITS PURCHASE	21,279 -90%

*: Discounted against projections from the 2022-2024 Business Plan; the same growth rates are assumed for 2025 and 2026 as those projected for 2024

OUR CARBON MANAGEMENT PLAN



ACTIONS		2024	2025	2026
Innovatec S.p.A.				
POLICIES	Coordination with sustainability committee			
POLICIES	Updating emission sources and periodic reporting			
POLICIES	Scope 3 Evaluation			
REDUCTION ACTIONS	Light vehicle electrification			
COMPENSATION ACTIONS	Renewable energy purchase on facilities and premises			
HAIKI+				
POLICIES	Environmental Audit – before acquiring new plants			
POLICIES	Environmental Audit – plant updating			
REDUCTION ACTIONS	Efficient collection logistics			
REDUCTION ACTIONS	PV capacity enhancement			
REDUCTION ACTIONS	Progressive Electrification of collection vehicles			

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AMBITIOUS EU TARGETS WILL BOOST DEMAND FOR CIRCULARITY



In the coming years, all industries will face several **challenges** related to the **recycling of components and waste** to reduce their **environmental impact**.

Innovatec has several opportunities to expand its market presence.

WASTE ELECTRICAL AND ELECTRONIC EQUIPMENT

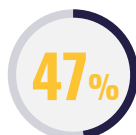


ITALY



EU TARGET

BATTERIES & RECHARGEABLES



ITALY



EU TARGET

GROWTH OF LITHIUM BATTERIES RECYCLING



2025 EU TARGET



2030 EU TARGET

RECYCLING SHARES %



65%



53%



72%

LANDFILL WASTE DISPOSAL TARGET

20%

10%

2020

2035

2020 Actual: 16% (2010: 23%)

76 Mtons*

Special waste volumes

<0,9%

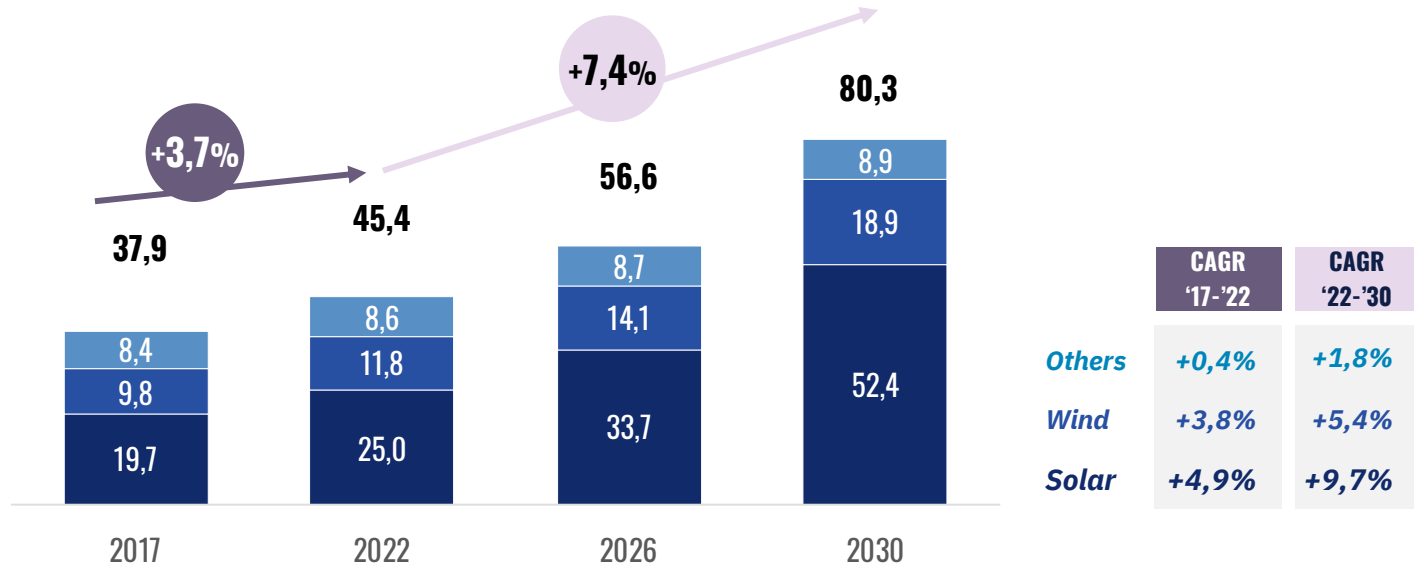
Innovatec's share in waste volume



ACCELERATION TOWARD CLEAN & RENEWABLE ENERGY IN ITALY



RENEWABLE ENERGY MARKET, CUMULATIVE INSTALLED CAPACITY (GW)



35GW

Renewable Energy Sources to be added from 2022 to 2030

+3,5GW/year

average PV installation rates for the period 2022-2030 (expected)



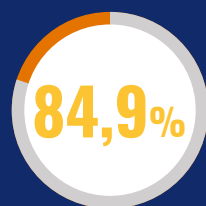
FUTURE GROWTH DRIVERS IN INNOVATEC REFERENCE MAIN INDUSTRIES



Next years **challenges** will accelerate our Client's journey toward sustainability: **Automotive** will switch to EV increasing recycling, **Fashion** will be **revolutionized by green fashion** and growth of recycling, 10 millions of **buildings** will be **renovated** to become **energy efficient**.

AUTOMOTIVE

REUSE & RECOVERY FOR END LIFE VEHICLES
(2020 ; % of weight of vehicles)



ITALY



EU TARGET

ELECTRIC & HYBRID CAR REGISTRATIONS

+4,8M

Expected new Electric & Hybrid car between '22 and '26 (**replacing traditional vehicles**)

+26,5%

CAGR 2022-2026

FASHION & GARMENTS

5,8

Million tons of textiles are thrown away, or about 11 kg per person, in the EU every year

<1%

of material used to produce clothing is recycled into new clothing

GREEN FASHION WEAR MARKET IN ITALY (€M)

€508M

Expected Market Value (2026)

CAGR 2022-2026:

+5,4%

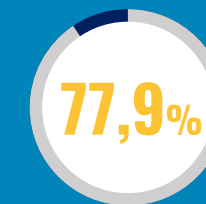
CONSTRUCTION & BUILDING

EU 2030 TARGET FOR BUILDINGS



Of **buildings** in Europe are expected to face **renovations**

ITALIAN BUILDINGS



9,7m out of **12,2m** buildings are **below target**

€30-40 Bn

DISTRIBUTED IN THE NEXT 7 YEARS
(2023-2030)

INNOVATEC'S CLIENTS INDUSTRY TRENDS: OTHER INDUSTRIES



Other Industries expected to **experiment future massive growth** in sustainability transition

FOOD & BEVERAGE

FOOD&BEVERAGE MARKET (€Bn)

€29Bn

Expected
Market Value
(2026)

CAGR 2022-2026:
+3,7%

FOOD & BEVERAGE MARKET SIZE

>60k

Number of Italian
companies (2020 data)

ELECTRONICS & BATTERIES

CONSUMER ELECTRONICS MARKET (€Bn)

€40Bn

Expected
Market Value
(2026)

CAGR 2022-2026:
+6,6%

BATTERIES ACCUMULATORS MARKET SIZE

>150k

Batteries and
accumulators sent for
recycling in Italy in
tons (2020 data)

MATTRESSES & DRYWALL

EU IT MATTRESSES MARKET

29M

5M

RECYCLING RATE IN EU

14%

DRYWALL

high recoverable value (93% gypsum, 7%
paper)

High incinerated rate

85%

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HAIKI+: THE ABILITY TO ENVISION A NEW FUTURE



► The BU serves the so-called “special waste producers” and provides environmental services at every step of the cycle,

WASTE SERVICE CLIENTS



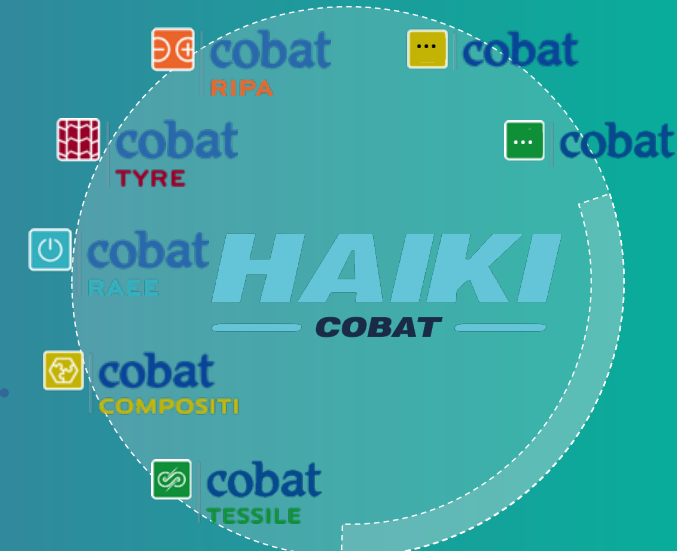
Cobat:

- Ripa: batteries
- RAEE: WEEE
- TYRE: tyre
- Compositi: composite material (i.e. glass and carbon fiber)
- Tessile: textile product

ACTIVITIES

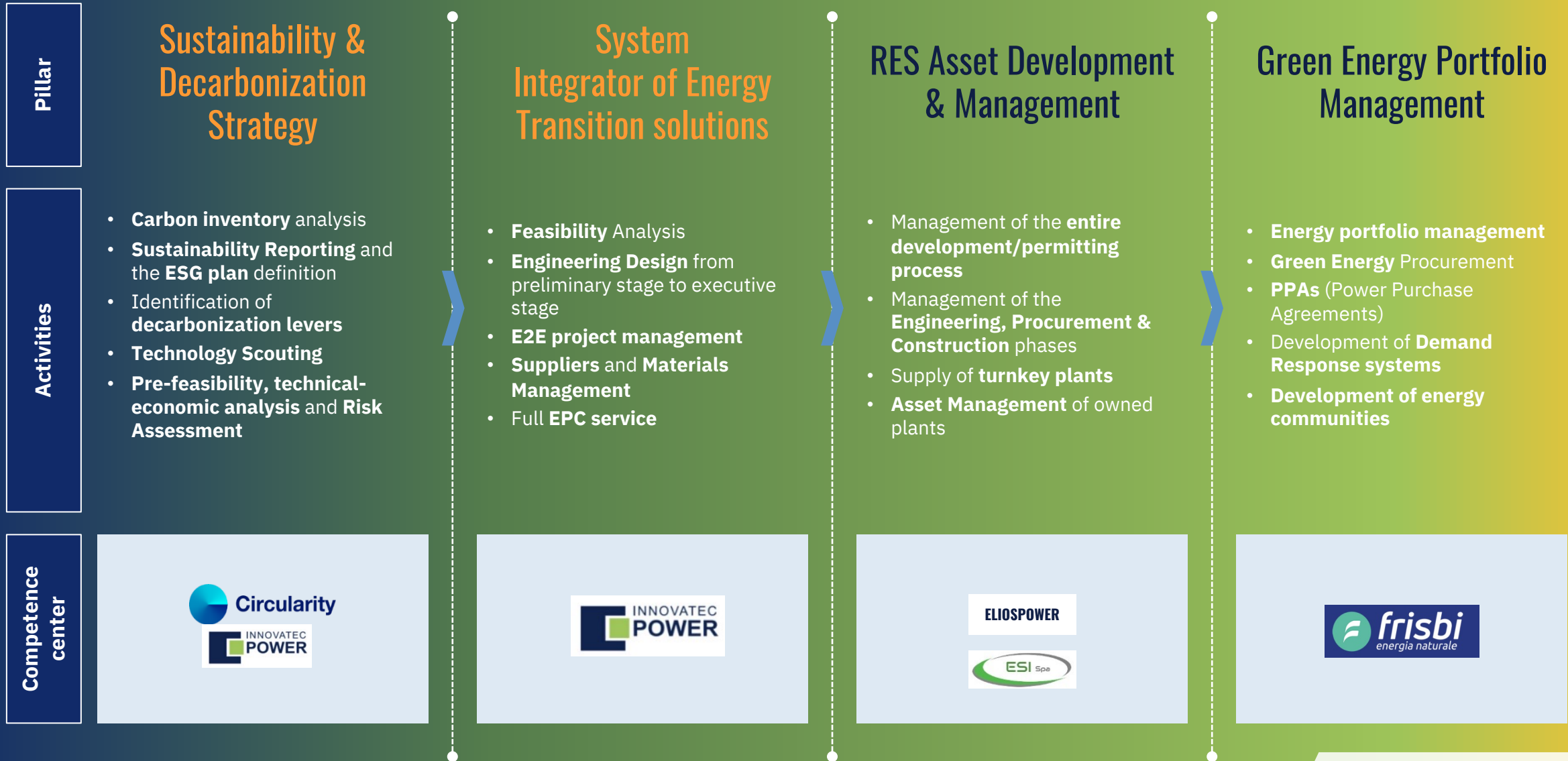
COLLECTION / TRANSPORT	SORTING & TREATMENT	DISPOSAL	RECYCLE / RECOVERY
	circular economy		circular economy
Collection and transportation of waste from producers via own fleet and third-party collectors	Sorting materials into recoverable and non-recoverable	Permanent disposal of waste	Biogas from landfill
Transportation to selection & treatment facilities and landfills	Compacting	Recycling	EPR
	Refuse-derived fuel (“RDF”)	Biogas recovery	Valuable Materials recovery
	Processing and trading wastepaper and other recovered materials		
60 Collection Hubs	Treatments and recover materials to trade 24 Partners (3 proprietary plants)	Recycling	Valuable Materials recovery

CONSORTIA



EPR regulations will progressively affect most of the products, requiring additional consortia to take care of managing such products’ end of life. Haiki Cobat is perfectly positioned to replicate its unique service for each of them

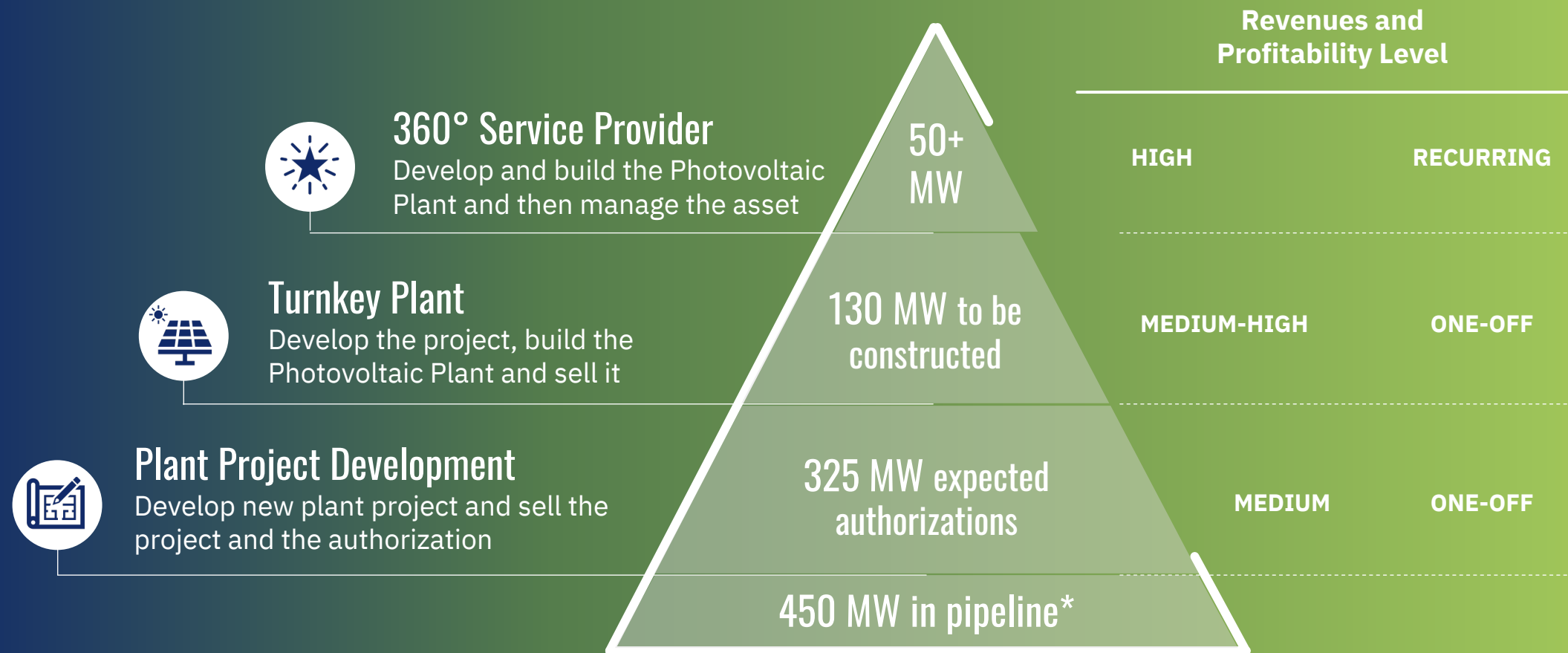
THE NEW 360° ENERGY CLEAN TECH PLATFORM



OFFERING PORTFOLIO FOR PHOTOVOLTAIC PLANT DEVELOPMENT



To affirm our role as **360° ENERGY CLEAN TECH PLATFORM** we designed a clear Offering Portfolio for ground mounted, utility scale Photovoltaic plant development. Thanks to these different types of offering we will seize several market opportunities balancing short and medium term business opportunities.



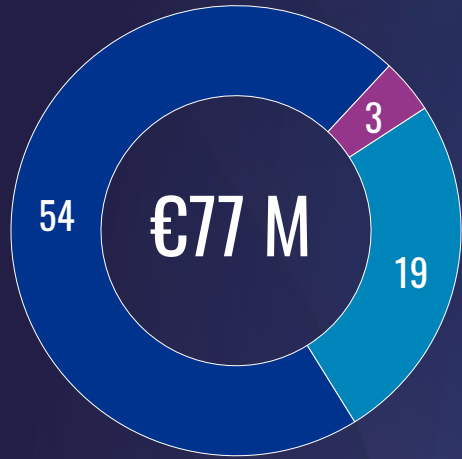
* :projects currently in development phase, for which authorizations are expected between 2023 and 2024

2026 PLAN: GROWTH & FINANCIAL AMBITONS



Cumulative CAPEX and Recruitments (2023-2026)

■ HARD CAPEX
 ■ M&A
 ■ DECARBONIZATION PLAN TO REDUCE GROUP'S EMISSIONS

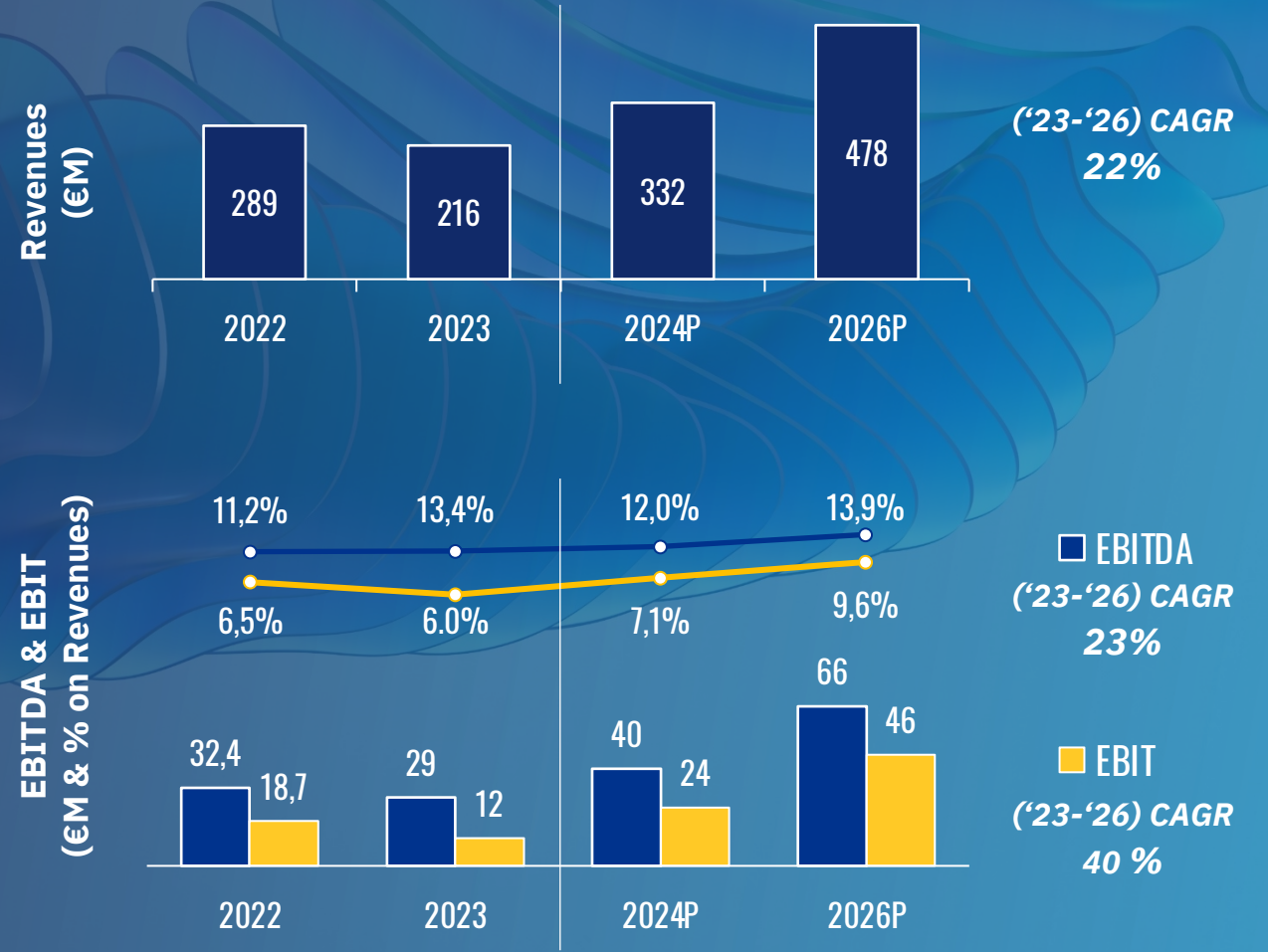
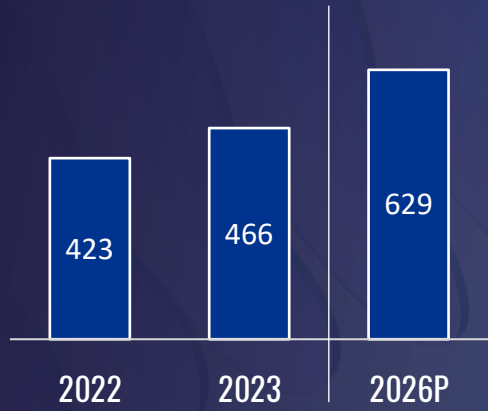


~63%
 Assets renovation vs '22

~62%
 Operating Cash Flow for CapEx

CAPEX + M&A
 Investing in capex and in vertical technologies via acquisitions as well as in human resources to fuel growth in revenues and EBITDA

Recruitments
 The company plans to hire **+137 new employees between 2023 and 2026**



BUSINESS UNIT BREAKDOWN



ENV. & CIRC. Business

- Expansion of its service portfolio, complementing the existing offer with a new platform of Clean Tech solutions supported by investments in innovative treatment and recycling plants (“Verticals”), as well as the implementation of consortium management to other waste classes in an EPR perspective.

EE & RES Business

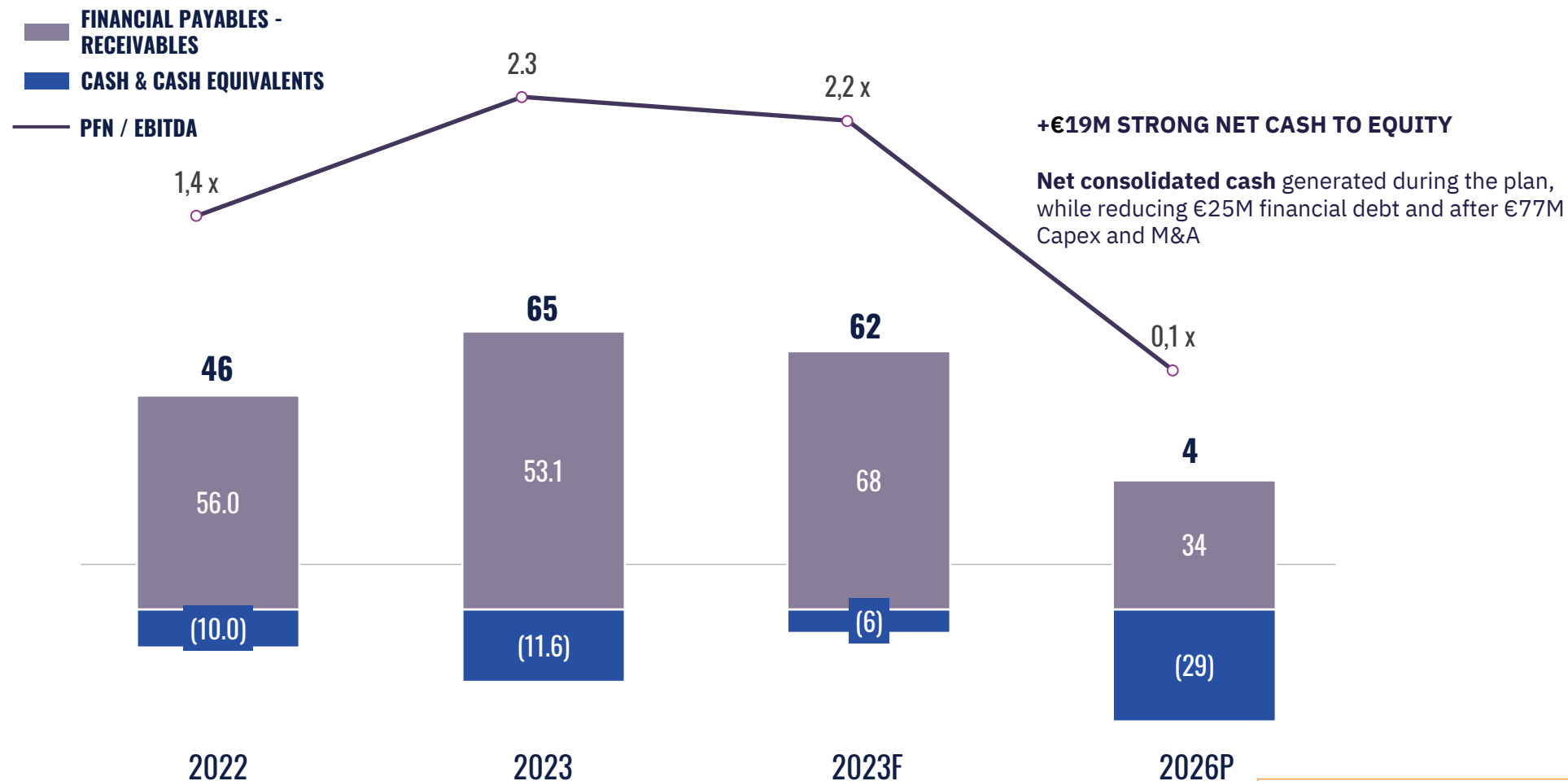
- B2B, B2C and PA
- PV Pipeline valorisation:
 - sale of the authorization;
 - sale of the plant ready to produce (also thanks to ESI S.p.A.)
 - proprietary asset management distributing the energy produced thanks to Frisbi S.r.l. .

<i>MEuro</i>	2023	% on 2023 Revenues	2024BP	2025BP	2026BP	CAGR % '23-26	% on 2026 Revenues
Environment & Circular Economy	165,2	77%	224,0		278,0		58%
Energy Efficiency	50,3	23%	108,0		201,0		42%
Ricavi Totali	215,5	100%	332,0	397,0	479,0	22%	100%
Environment & Circular Economy	27,7	17%	29,0		43,0		15%
Energy Efficiency	1,1	2%	11,0		23,0		11%
EBITDA	28,8	13%	40,0	53,0	66,0	23%	14%
Environment & Circular Economy	17%		13%		15%		
Energy Efficiency	2%		10%		11%		
EBITDA margin	13%		12%	13%	14%		
EBIT	12,0		23,6	34,0	46,1	40%	

NET FINANCIAL POSITION



According to estimates, a **strong exponential growth of cash & cash equivalents is expected, projected to increase from just €10million to 24 million by 2026**. This, combined with a general contraction in the balance of financial debts and credits, would result in a significant reduction in the net financial position, **decreasing by more than €35 million; dropping from 46 million to 10 million over the span of three years.**



+€19M STRONG NET CASH TO EQUITY

Net consolidated cash generated during the plan, while reducing €25M financial debt and after €77M Capex and M&A

€10M
Dividend in 2026

- ~50% of the Net cash generated during the plan
- ~25% of the cumulative net income for the period '24-'26

Data in €M

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INNOVATEC STOCK PERFORMANCE



Intense IR activity: a total of **50 institutional investors met** in 2023/2024



IMI Banca Intesa **analysts covering the stock**

GOVERNANCE



Traditional administration and control system in compliance with main Italian Stock Exchange (Euronext Milan)

STOCK DATA – INNOVATEC SPA

Listing Market	Euronext Growth Milan
ISIN	IT0005412298
BIT	INC
Price per Share (as of 17/05/2024)	1.08
Mobile average 50 days	1.16
Mobile average 200 days	1.22
Avg daily volumes 3m	315k
Min / max '2024	0.98 / 1.468

SHAREHOLDERS DATA

no. of Ordinary Shares (M)	96.4
Free Float	55%
Major Shareholder (Colucci Family)	45%
Mkt Cap (€M) (@ €1.08 as of 17/05/2024)	104.1
Free-Float Mkt Cap (€M)	57.0

Milano - Open 1.0860 High 1.0860 Low 1.0620 Close 1.0660



Innovatec

- 1M: - 3.4%
- 3M: - 12.6%
- 6M: - 8.1%
- 1Y: - 16.5%



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