



MID & SMALL VIRTUAL

JUNE 2023



COMPANY MANAGEMENT



SIMONE LO RUSSO

*Co-Founder
Chief Executive Officer*



SIMONA CASTELLI

*Co-Founder
Chairman
Chief Operating Officer*



LUCREZIA TOSCANA

*Chief Financial Officer
HR Director*

INDEX



OVERVIEW



BUSINESS EVENTS 2023



KEY FINANCIALS



GROWTH STRATEGY



APPENDIX



OVERVIEW



IMPIANTI, YOUR ITALIAN ICT PARTNER

IMPIANTI S.p.A. is a **System Integrator active in the ICT & Audio/Video sectors** - able to offer complex/tailor-made solutions and massive installations in the field of hardware/software infrastructures.



DEVELOPMENT AND INTEGRATION OF AVANT-GARDE TECHNOLOGIES: high expertise in design, development and integration able to anticipate and meet a wide range of market demands.



30-YEAR MARKET PRESENCE AND MANAGEMENT EXPERTISE: management and technical-commercial structure competent and able to adapt to the evolution of the market.



ESG COMPLIANT: business logic, strategies and investments with a positive impact on society and the environment to implement corporate governance inspired by ethical criteria.



SOLID CUSTOMER BASE: privileged interlocutor, in over 100 supplier registers, for Corporate and Multinational Companies and for the PA.



STRATEGIC PARTNERSHIPS WITH INTERNATIONAL SUPPLIERS: distribution agreements of technologically advanced products.



VALUE CHAIN: selection of suppliers and customers based on compliance with sustainability values along the entire commercial chain.

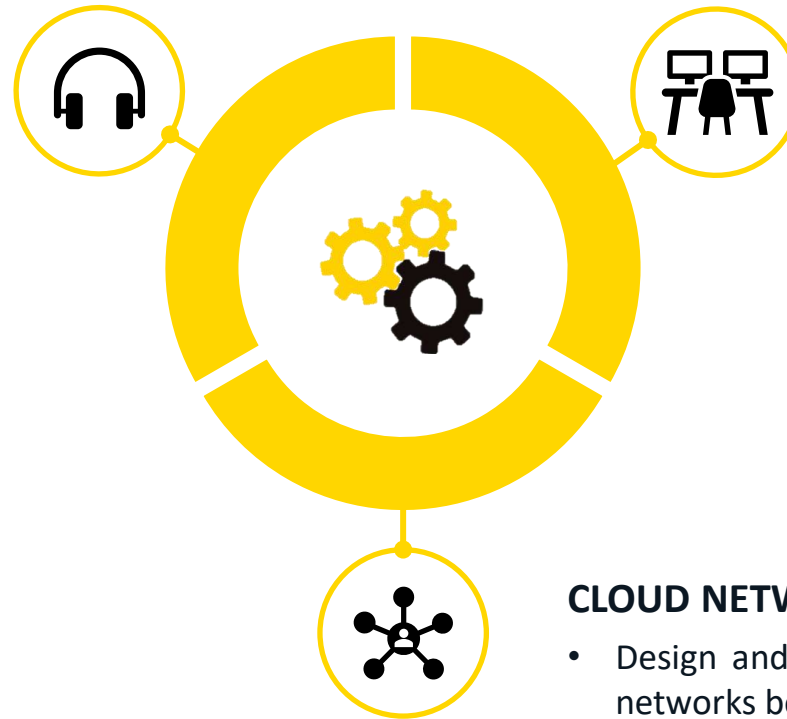


REFERENCE MARKET: markets with strong growth and expansion, such as ICT and digital transformation solutions.

OUR BUSINESS OFFER

COLLABORATION

- Design, supply, installation and configuration of **Videoconferencing and UCC** devices
- Design, supply and configuration of **Cloud Collaboration** software to support mobility and **Smart Working**
- **Legacy phone systems**



MODERN WORKSPACE

- Design and setting-up of **meeting rooms** and **board rooms**
- Design and implementation of tailor-made **coworking** solutions and **Booking Tools**
- Design of **soundproofing** solutions for the workspace

CLOUD NETWORKING

- Design and implementation of local and geographical networks both **Wired** and **Wireless**
- Design and implementation of “physical” infrastructures for **Data Centre**

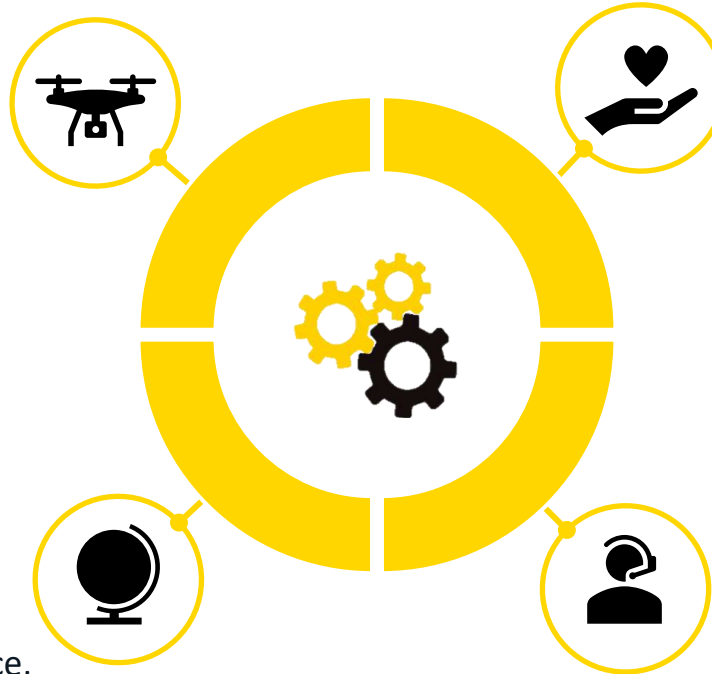
OUR BUSINESS OFFER

EQUIPMENT FOR THE "DEFENCE" SECTOR

- Supply of **radar technologies** and **defence drone systems**
- **Rugged videoconferencing** devices
- **Bodycams** and **professional safety** devices

E-COMMERCE

Presence on **Amazon B2B marketplace** in different European Countries (Italy, Spain, France, Germany, Netherlands and Poland) and **internal marketplace** for the sale of exclusive distribution and market-leading vendor products



HEALTHCARE SOLUTIONS

Supply of **air purifying** systems and technological solutions for the **Telemedicine** sector (www.kaltech.it)

PROFESSIONAL SERVICES

Maintenance contracts, **on-site/remotely technical assistance**, and specialist support for the solutions commercialized

A DIVERSIFIED AND FLEXIBLE BUSINESS MODEL

The **commercial capacity** of IMPIANTI is extremely **flexible** and easily **adaptable to changes in market trends**. Over the years, the company has diversified not only the type of products and services offered but also the markets approached and the type of commercial proposition.

SALES CHANNELS



Public tenders and/or direct negotiations with the central and local PA



Electronic Market reserved for the PA (MEPA, SDAPA, AGID)



CONSIP Agreements or Framework Agreements with ISP and Telephone Operators



E-commerce through both Amazon Business and IMPIANTI.biz internal platform



Internal Sales structure

TYPES OF CUSTOMERS



Central and Local Public Administration and Participating Companies



Corporate/Large Enterprise and **Multinational Companies**



Telephone Operators and ISPs (both Internal needs and Customers' needs)



SMEs, SOHO, and Professionals (via E-commerce)

AN INTEGRATED MANAGEMENT SYSTEM

IMPIANTI over the years has implemented an **Integrated quality-environment-safety Management System** to achieve high levels of performance.

Our **certifications**:



SOA

2000 - Mandatory certification for public works contracts Cat.OS19, OS30



ISO 9001:2015

2006 - International standard aimed at the continuous improvement of business processes



ISO/IEC 27001:2013

2019 - International standard for the management of data security and IT systems



ISO 45001:2018

2019 - Standard for the management of health and safety at work



UNI EN ISO 14001:2015

2020 - Standard for the management of the Environmental System integrated into the Sustainability requirements



UNI EN ISO 14064 - 1:2019

2023 – Standard with guidance at the organization level for quantification and reporting of greenhouse gas emissions

2019 - Enabling ART.28 TULPS Authorization granted by the Prefecture for the resale of material normally commercialized by the company, to the national sector of Defense and **Law Enforcement**

2021 - Registration in the National Register of Environmental Managers and qualification for the IMPIANTI Ministerial Decree 37/2008

2021 – Legality Rating issued by AGCM ★ ★

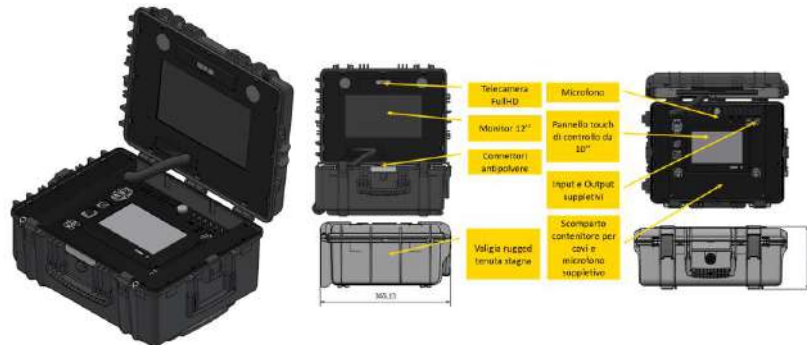
2022 – IMPIANTI complies with the standards provided by the Organizational Model Legislative Decree 231/01

WE DEVELOP AND SCOUT AVANT-GARDE TECHNOLOGIES

IMPIANTI S.p.A. carries out **specific Research & Development activities** aimed at **technological innovation** by offering **customizable products** and studying **highly flexible technological solutions**.

2021 - "RUGGED" TRANSPORTABLE VIDEOCONFERENCING SUITCASE:

Rugged suitcase with certified codec, audio/video, and integrated management system, equipped with military connectors that allow connection to monitors, microphones, and external speakers.



2022 – AIR SAFETY 360° ANTI-DRONE

Anti – drone system integrating different technologies with the aim to monitor the system over 4 km away depending on conditions and, properly configured.



2022 – 2023 BOOST YOUR SAFE

Develop in partnership a solution that allows to make phone calls and/or video conferences in a soundproof environment free from odors and allergens using the highest AV technologies



INTERNATIONAL SCOUTING

The main **Sector Fairs** in which IMPIANTI participates in the search for innovative products to be launched on the Italian market:

ISE - Barcelona

«**Integrated Systems Europe**» is the world fair of Integrated Systems, Digital Technology and the audiovisual market. The show annually presents the world's leading technology innovators and audio / video solution providers. These are 5 days of conferences, events and presentations where IMPIANTI identifies the most interesting and innovative products on the market.



MWC - Barcelona

«**Mobile World Congress**» is the world fair of Telecommunication Systems, Mobile Telephony, application software, etc. The show annually presents the world's leading technology innovators and mobile, telco & ITC solution providers. These are 4 days of conferences, events and presentations where, also on this occasion, IMPIANTI identifies the most interesting and innovative products of this market.



CES – Las Vegas

«**Consumer Electronics Show**» is the most important technology fair in the world. It is held annually, and it is a space to showcase technology trends throughout the year. Not only the giants of the sector, but also startups and small companies have the opportunity to exhibit their ideas and their products. This is how IMPIANTI is able to identify emerging products that will be at the forefront of our ITC sector.



OUR COMMITMENT TO SUSTAINABILITY

IMPIANTI has chosen to adhere to the **ESG** (Environment, Social & Governance) **protocol with international standards**. Respect for the environment, social welfare of human capital, and optimal business management processes are the focus of the Company.

Our **Governance** is ethically inspired and actively works for the creation of a virtuous supply chain by pursuing not only climate neutrality, planetary and human rights objectives, but also sustainable finance goals.



Since 2020 the Company **voluntarily publishes the Sustainability Report**.



Impianti S.p.A was awarded in 2022, for the second year in a row, as a **company that promotes health in the workplace**.

The WHP network is a network of companies that are committed, in collaboration with the local ATS, to implementing good practices in the field of promoting workers' health.



In 2022, Impianti S.p.A. received a special mention in the context of the "**Virtuous equality. Sharing to reconcile**" Award organized by the Equal Opportunities Committee of Regione Lombardia, which aims to award the companies that adopt the best practices to ensure a high level of work and family life balance.

SOME OF OUR INITIATIVES



DIGITALIZATION: ZERO PAPER INITIATIVE

Reduction of 90% of paper use by 2024 through processes digitalization.



NO WASTE PLASTIC FREE

Impianti is against waste: replacing plastic with glass and joining the ethical business platform No Waste No.W! against food waste.



CONTINUING EDUCATION

Impianti provides its employees with continuous training to improve their level of qualification and professional skills.

BUSINESS EVENTS 2023



KEY EVENTS IN 2023



31 January 2023

Impianti signed an **exclusive distribution agreement for Italy** for the products of the Japanese company **Kaltech Corporation**, world leader in the production of air purification and sanitation solutions exploiting photocatalytic technology. Impianti has also signed a distribution agreement for Italy with **Esprinet S.p.A.**, leader in Southern Europe for the distribution, sale and rental of technological and IT security products, that are strategic for B2B and B2C markets.



29 March 2023

Impianti signed an exclusive distribution agreement for Italy with **Dronus S.p.A.** for its systems Nest with drones K250, useful for the inspection of industrial sites located in remote areas and in need of periodic checks. They can also be used in small passages and areas with low or no GPS coverage, thus contributing to the maintenance of high efficiency and safety.



19 April 2023

Impianti – under the patronage of the **Equal Opportunities Council of the Lombardy region** and the **Municipality of Carate Brianza** – **donated** to a kindergarten in Carate Brianza **a room purification system** using photocatalytic technology produced by the Japanese company Kaltech, that is a world leader in the development of room purification and sanitation systems.

KEY EVENTS IN 2023



18 May 2023

Impianti signed a **one-year framework agreement with one of Italy's leading banking institutions**, having numerous branches throughout Italy, for the supply of accessories in the IT field. This confirms Impianti's path towards a **strategic positioning** and its presence in the financial sector, after Public Administration, E-commerce and TLC.



19 May 2023

Impianti on the occasion of the “**Kandao Meeting Ultra Launch Workshop**”, held at “The Stage” in Piazza Gae Aulenti in Milan, **presented Kandao's new line of videoconferencing devices**. Kandao Meeting Ultra is an all-in-one conferencing device that harnesses the power of artificial intelligence to provide an immersive and engaging experience for users.



1 June 2023

Impianti has entered a **commercial partnership with BuzziSpace** to provide the best tailor-made solutions for the workspace. The first step of this partnership is the **deployment of the Companies' expertise to supply with different collaboration packs** (basic and design) for several size of meeting rooms in order to reach as many target customers as possible with the aim to create “Happy and Healthy meeting rooms”.

KEY FINANCIALS



KEY HIGHLIGHTS

FY 2022

FY 2022 results, despite the revenues increase, have been affected by the shift in early 2023 of several orders for an amount of € 1.2 million due to continuous delivery postponements driven by ITC products shortages that materially distress the last part of the Year, in addition to the delays of public / private tenders usually published and assigned in the last months of the year.

Revenues

€ 10.0 mln

Contribution Margin

€ 3.0 mln

EBITDA Adjusted

€ 0.2 mln

NFP (Cash positive)

€ 0.5 mln

JAN – FEB 2023

After the approval in December 2022 of the new Code for Public Tenders, in the first months of 2023 Impianti is attending many public and private tenders. As of February, YTD the Company has been able to invoice 30% of 2022 delayed orders, **revenues** have grown by **+63% YoY** and there are **new orders equal to € 1.5 million**, with an increase of +116% YoY.

Revenues

+ 63% YoY

New Orders

€ 1.5 mln

+116% YoY

REVENUES PER BUSINESS UNIT

BUSINESS UNITS (€/mln)	2022	2021	Δ%
1. System Integration	5.7	7.9	-27.1%
2. Professional Services	1.3	0.6	+135.9%
3. E-Commerce	2.9	1.1	+167.9%
4. Healthcare – Defence	0.09	0.0	+1,354.5%
TOTAL REVENUES	10.0	9.5	+5.3%

1.

The **System Integration BU** was the most **influenced by the shortages of electronic components** and despite the implementation of preventive procurement policies, the Company was **unable to process orders for € 1.2 million**, related to projects acquired in the second semester. By the end of 1H 2023 it is expected that all orders will be completed.

Note that FY 2021 revenues were positively impacted by revenues from an appeal for an amount of € 2.5 million.

2.

The **Professional Services BU** improved significantly from FY2021 thanks to the addition of **new products and technologies** to portfolio.

3.

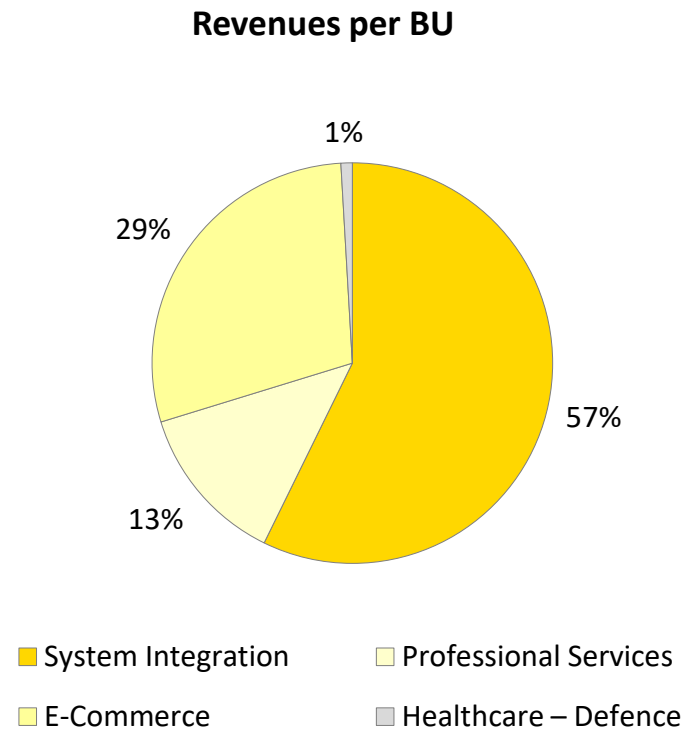
The **E-Commerce BU** confirms the positive trend towards selling online, **improving greatly** from 2021. Impianti was able to face **supply chain challenges** of the BU through procurement policies. Present in **8 B2B markets in EU** including Italy through Amazon.

4.

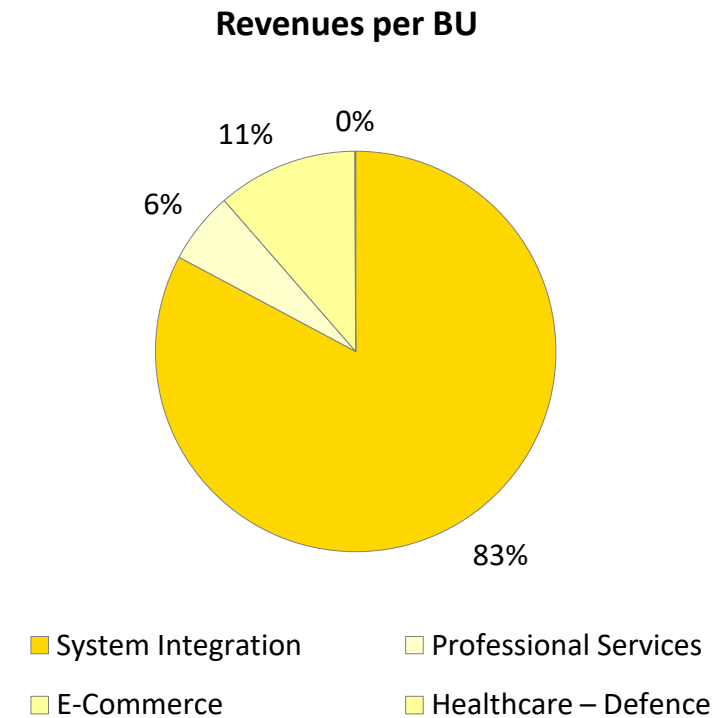
The **Healthcare – Defence BU** was **recently established** and in Q4 2022 through R&D activities has grown. It is expected, compatibly with the market context, to **grow further**.

DIVERSIFICATION THROUGH THE STRENGTHENING OF SOME BUSINESS UNITS

BREAKDOWN PER BUSINESS UNIT 2022



BREAKDOWN PER BUSINESS UNIT 2021



FY2022 RESULTS

PROFIT & LOSS (€/mln)		
	2022	2021
1. Revenues	10.0	9.5
Value of Production	10.4	9.9
2. Contribution Margin	3.0	3.4
3. EBITDA Adjusted	0.2	1.0
Net Income	(0.05)	0.6
BALANCE SHEET (€/mln)		
	2022	2021
Shareholders' Equity	2.2	1.3
Net Financial Position	0.5	0.4

1.

Revenues from sales and services amounted to approximately **€ 10.0 million**, up by 5.3% compared to 2021 (€ 9.5 million), thanks to greater diversification in the revenues of the Business Units.

2.

The **Contribution Margin** equal to € 3.0 million, decreased by 11.7% compared to the 3.4 million of 2021, due to the following factors:

(i) the **reduction of customers' investment budgets** determined by the increase in operating costs (energy, raw materials, transport and cost of money);

(ii) **change of mix between the various BUs**, with a particular growth of the E-Commerce BU and a contraction of the System Integration BU, together with the launch of the Healthcare - Defense BU which needs time to fully manifest the expected results;

(iii) the **decrease of projects and tenders with significant amounts** in terms of volumes and margins as occurred in 2021.

3.

The **EBITDA Adjusted**, as for non-recurring costs related to the process of organizational renovation and optimization, is equal to **€ 0.2 million**, compared to € 1.0 million in 2021. This contraction is directly related to orders with lower margins and their translation to the first half of 2023, which primarily impacted the Contribution Margin.

VAT AND TAX CREDIT

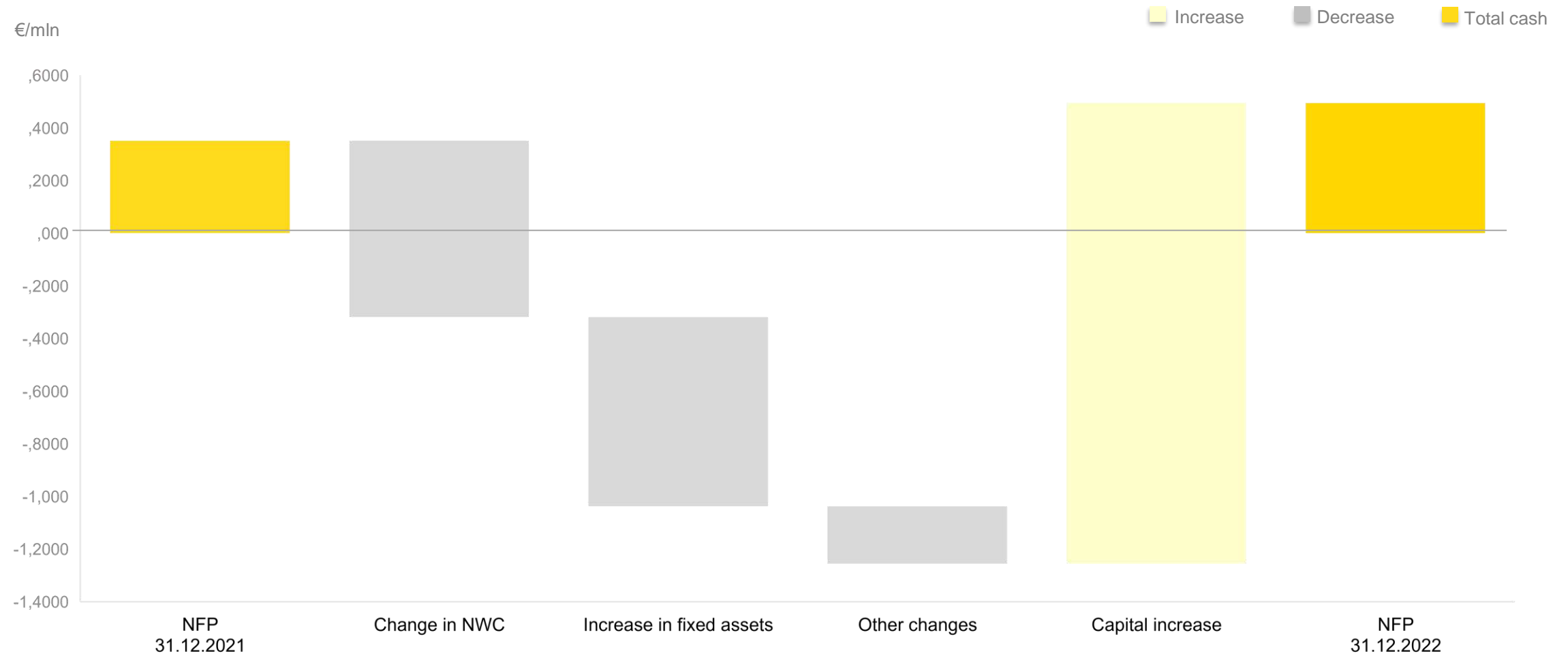


Impianti presented to the *Agenzia delle Entrate* the **Vat Model 2023 for the 2022** period. Impianti owns a **vat credit equal to about € 1.2 million, of which € 0.6 million to be offset or deducted** against other taxes and **€ 0.6 million to be refunded**. For the entire latter amount, Impianti signed a non-recourse assignment with one of its key banking partners.



Impianti has also received from the **Ministry of Enterprises and Made in Italy (MIMIT)** the concession related to the **IPO Tax Credit** for the amount of **€ 0.2 million**, according to the terms of Art. 7 of the Decree of the Ministry of Economic Development of April 23, 2018.

NET FINANCIAL POSITION BRIDGE: cash positive



OUTLOOK 2023

In the macroeconomic context there is **high uncertainty** due to the **Ukraine-Russia conflict**, impacting trade and availability of components. Nevertheless, IDC Europe predicts the **ICT sector to grow** by 1.5% and the **software** one by 9.5%, while the IT services one should grow by 5.4%. Also Anitec-Assinform confirms the trend for the digital and technology markets in the period 2022-2025, with a market going from € 79.1 billion in 2023 to € 87.3 billion in 2025. The most growing sectors include Public Administration both Central and Local and Health Services.



The **BUs** will be more **interconnected** in terms of products and services. There will be continuous scouting of new partnerships and technologies.

- The **BUs System Integration** and **Professional Services** will strengthen the commercial proposition, in line with emerging trends.
- For the **BU E-Commerce** markets will be widened and the offering adapted to current shortages.
- For the **BU Equipment for the “Defence” Sector & Healthcare Solution** there are ongoing presentations and testing of new products.



There are new internal and external initiatives regarding the safeguard of **ESG principles** and **gender equality**.



By the end of February 2023:

- the 30% of 2022 uncompleted orders (around € 1.2 million) have been completed, thus the **turnover has increased by 63% YoY**;
- **orders increased YoY** and are equal to € 1.5 million, 75% of them will be completed by Q1 2023.

Public and private tenders are being published again after the stop in the last part of 2022 but with longer time for awarding compared with the past

GROWTH STRATEGY



FUTURE GROWTH STRATEGIES

ORGANISATIONAL STRUCTURE OF THE COMPANY

- Strengthening internal organization;
- Launch the “**Impianti Academy**” to catalyze the interest of young talents in the ICT/AV sectors.

NATIONAL AND INTERNATIONAL EXPANSION

- Expansion of Impianti brand through the **creation of a Network**;
- **Consolidation of the branch** already present in the **US**.

NEW BUSINESS LINES

- Activate **new BUs** in related sectors as **cyber security** and **robotics**

BU UPGRADE

- **Enhancement of existing BUs** with **new products, brands, and markets**.

- ✓ By 2022, **completed** the establishment of **forefronts** in marketing and finance areas;
- ✓ In March 2023, completed the strengthening of **sales** and **technical** areas;
- ✓ By June 2023 **new resources** will enter finance and logistics areas.

- ✓ **Selected** a company, but during the due diligence phase it was recognized not “in target”;
- ✓ **Ongoing discussions** with another company in target for **network strengthening**.

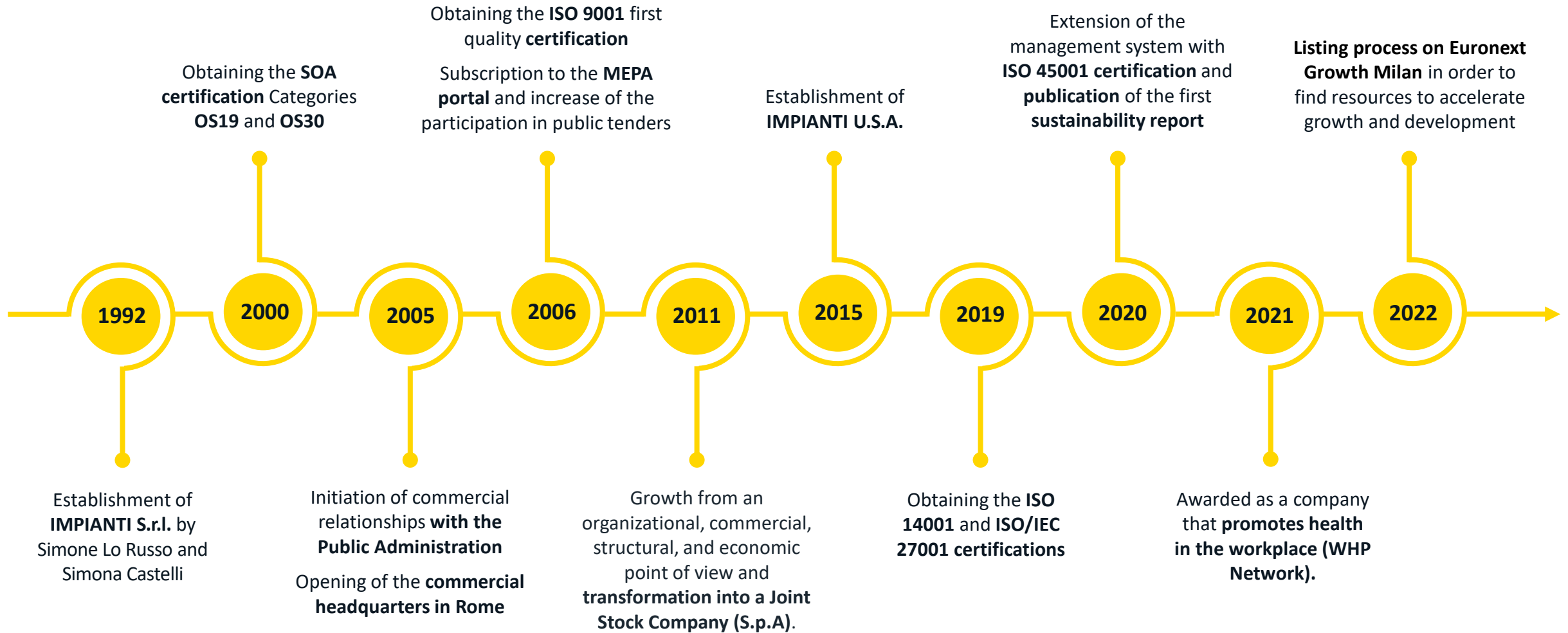
- ✓ Ongoing activities: needed to **extend the certification ISO/IEC 27001** necessary to implement the new BU.

- ✓ **Ongoing activities**.

APPENDIX



A HISTORY OF SIGNIFICANT GROWTH



BUSINESS CASE – «SECURE» VIDEO COMMUNICATION SYSTEM FOR PA

IMPIANTI realized for an important Italian institution a "secure" video communication system, which guaranteed the best standards of quality, reliability, resilience and confidentiality for what could be defined as "Critical Meetings".

The Company has not only studied all the elements relating to the network and service architecture, but it has also designed the "top" rooms, completing them with all the necessary elements (direction, monitors, cameras, microphones, etc.). IMPIANTI has guaranteed the provision of services during the pandemic period, with high-quality standards (SLA 99.98%).



ANSA

Source: Company's Management

BUSINESS CASE – LED WALL CONTROL ROOM JFC NAPLES

IMPIANTI recently completed a global project led by the IT support division of JFC Naples with the aim of improving the command-and-control capability of the headquarters as an essential part.

The conference room solutions use high resolution arrays of LED-LCD monitors that provide highly reliable, easy-to-maintain and extremely affordable displays.

Usually measured in years, this project was completed within 5 months since the assignment of funds, including 3 months of production time. The success of the project has been the reflection of a teamwork made up of IT specialists, JFCNP financing and contract civil companies: I&C International Consulting S.r.l., IMPIANTI S.p.A with video walls manufactured by Deltronics S.r.l. and Sirti S.p.A.

IMPIANTI has selected the Deltronics supplier as a qualified manufacturer to support the needs of the customer.

IMPIANTI collaborated in the design, and it supplied and installed the system, guaranteeing to this date also the on-site support and maintenance.



Source: Company's Management

DISCLAIMER

This document has been prepared by **IMPIANTI S.p.A.** (the “Company”) solely for information purposes. It contains summary information only and is therefore preliminary in nature. It has also been prepared without any intention of being exhaustive. **THIS PRESENTATION AND THE ASSOCIATED VERBAL DISCUSSIONS DO NOT CONSTITUTE A PUBLIC OFFER OR AN INVITATION TO SUBSCRIBE, PURCHASE OR OTHERWISE ACQUIRE FINANCIAL PRODUCTS UNDER ARTICLE 1(1)(T) OF LEGISLATIVE DECREE NO 58 OF 24 FEBRUARY 1998 (AS AMENDED).** This document is not therefore an advertisement and does not in any way constitute a proposal for execution of a contract, an offer or an invitation to purchase, subscribe or sell securities and neither does this document or part of this document constitute a basis to be relied upon in relation to any contract or undertaking or investment decision. The Company has not prepared and will not be preparing a prospectus for the purposes of an initial public offering of shares. Any decision to purchase, subscribe or sell securities must be taken independently of this Presentation. No provision of this Presentation will therefore create any binding liability or obligation for the Company and its subsidiaries and for their consultants or representatives. The Presentation is not intended for distribution in the United States of America, Canada, Australia, Japan or in any jurisdiction in which such distribution is illegal (as defined in Regulation S under the United States Securities Act 1933, as amended (the ‘Securities Act’). Neither this Presentation nor any copies thereof may be used or transmitted in the United States of America or in its territories or possessions, or distributed, directly or indirectly, in the United States of America or in its territories or possessions or to any American person. Failure to comply with this restriction may constitute a breach of United States securities laws. No declaration or guarantee, whether express or implied, is or will be given by the Company in relation to the accuracy, completeness or correctness of the information provided and, to the extent permitted by law and save in the case of fraud by an interested party, no liability is assumed in relation to the accuracy or sufficiency of that information or for errors, omissions or inaccuracies, negligence or other issues relating thereto. In particular, but without limitation, no declaration or guarantee, whether express or implied, is or will be given in relation to the achievement or reasonableness of, and no reliance may be placed for any purpose on the accuracy or completeness of, estimates, targets, projections or forecasts, and nothing in these materials should be considered as a promise or representation for the future. The information and opinions contained in this document are provided as at the date of this document and are subject to modification without notice. The recipient will be the sole party responsible for its own assessment of the information contained in the Presentation. Neither the Company and its subsidiaries nor their consultants or representatives, will be obliged to provide or update any information or to provide notification of or correct any inaccuracies in any information. Neither the Company and its subsidiaries nor any of their consultants or representatives will have any liability vis-à-vis the recipient or any of its representatives as a consequence of the use of or reliance on the information contained in this document. Some information may contain forward-looking statements that present risks and uncertainties and are subject to change. In some cases, these forward-looking statements may be identified by the use of words such as ‘believe’, ‘anticipate’, ‘estimate’, ‘objective’, ‘potential’, ‘hope’, ‘forecast’, ‘draft’, ‘could’, ‘should’, ‘may’, ‘intention’, ‘plan’, ‘purpose’, ‘seek’ and similar expressions. The forecasts and forward-looking statements included in this document are necessarily based on a series of assumptions and estimates that are intrinsically subject to significant economic, operational and competitive uncertainties and unforeseen events, and on assumptions relating to future corporate decisions that are subject to change. By their nature, the forward-looking statements present known and unknown risks and uncertainties, because they refer to events and depend on circumstances that might occur in the future. Furthermore, the actual results may differ substantially from those contained in any forward-looking statement because of a series of significant risks and future events that are outside the control of the Company and cannot be estimated in advance, such as the future economic context and the actions of competitors and other entities involved in the market. These forward-looking statements refer only to the date of this presentation. The Company advises that the forward-looking statements are not guarantees of future benefits and that its current financial position, corporate strategy, plans and management objectives for future operations may differ substantially from those stated in or suggested by the forward-looking statements contained in this Presentation. Furthermore, even if the Company’s financial position, company strategy, plans and management objectives for future operations are consistent with the forward-looking statements contained in this Presentation, these results or developments might not be indicative of the results or developments in future periods. The Company expressly disclaims any obligation or undertaking to disclose updates or revisions of any forward-looking statement contained in this document to reflect any change in the Company’s expectations in relation to that document or any change in events, conditions or circumstances on which such statements are based. By receiving this Presentation, the user acknowledges and accepts that it is bound by the terms, conditions and restrictions stated above.



CONTACTS

Impianti S.p.A.

SIMONA CASTELLI

COO & Investor Relations Manager

LUCREZIA TOSCANA

CFO & HR Director

+ 39 0362 912181

investor@impianti.eu

CDR Communication S.r.l.

Investor Relations Consultant

ELEONORA NICOLINI

eleonora.nicolini@cdr-communication.it

CARLA RULLO

carla.rullo@cdr-communication.it