



2025 ITALIAN STOCK MARKET OPPORTUNITIES (ISMO)



AGENDA

- 1. Group Overview
- 2. Market scenario and strategic outlook
- 3. Financial results

Annex



Group overview





SIT AT A GLANCE

SIT is a globally recognised provider of smart technologies for **climate control** and **consumption measurement**, grown through diversified solutions that combine expertise in **heating** and **ventilation**, **gas** and **water metering** across **7** production sites and **11** commercial subsidiaries worldwide.



Multinational footprint



Diversified and extensive portfolio



Strong positioning and client relationships



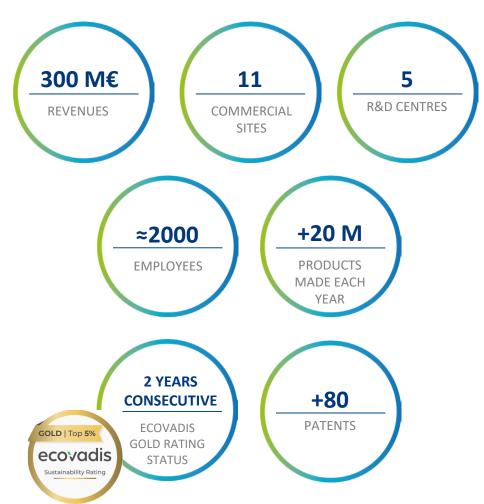
R&D, strong engineering capabilities & flexible approach



Strong commitment to sustainability



Solid and reliable Governance



Data as December 31, 2024

MULTINATIONAL FOOTPRINT

Teleborsa: distribution and commercial use strictly prohibited

Sales Offices

Production Plants

Smart Gas





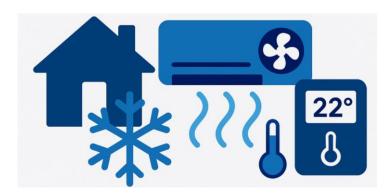


SIT'S DIVERSIFIED BUSINESS PORTFOLIO

SIT serves multiple application areas with two Business Units (Heating&Ventilation and Metering) addressing key climate control and resource efficiency needs.

Climate Control

Solutions to ensure energy efficiency, comfort, and smart integration within homes and buildings



Consumption Measurement

Technologies that monitor and record gas and water usage, resource efficiency, and remote management through smart metering solutions.



Heating&Ventilation

Solutions for the continuous improvement of the efficiency of gas, hybrid, biomass, and hydrogen-ready heating and cooking appliances, as well as ventilation solutions integrated into the home ecosystem



Smart Gas Metering

Remotely controlled static residential and commercial gas meters measuring directly the standard volume in cubic meters



Water Metering

Residential and commercial water meters based on ultrasonic, volumetric, single, and multi-jet technology as well as smart metering solutions

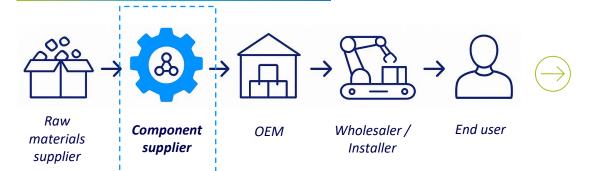


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HEATING&VENTILATION

SIT develops and manufactures components and systems for the safety, control and continuous improvement of energy efficiency of domestic heating, catering and professional cooking appliances and climate control solutions.

Business Model



In **Heating&Ventilation** SIT operates as a mid-stream component supplier, mainly serving OEMs, with end customers primarily in the residential segment and plans to expand into commercial applications.

Products



Mechanical controls



Electronic controls



Integrated systems



Fans



Fans for hoods

Appliances



Boilers

Water heaters

Fireplaces

Pellet stoves



Space heaters



Heat pumps



Heat recovery units



Professional cooking and catering

Customers



















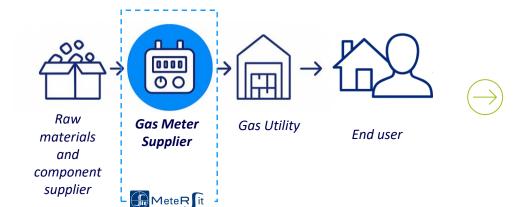


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SMART GAS METERING

SIT has developed innovative smart gas meters technologies for both residential and commercial applications that enables accurate measurement in all conditions and communication with all major protocols

Business Model



SIT manufactures **Smart Gas Meters** ready to be installed and supplies them to utilities, enabling accurate consumption tracking for billing and energy monitoring

Products



Residential Smart Gas Meters



Commercial & Industrial Smart Gas Meters



Appliances







Customers





INRETE

























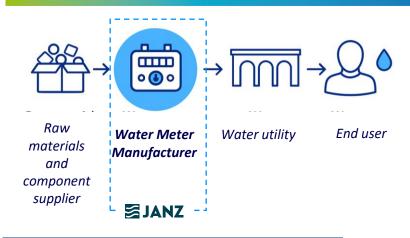


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WATER METERING

Through its subsidiary JANZ, SIT designs, manufactures, and distributes smart water meters for residential, commercial, and industrial applications.

Business Model





SIT manufactures complete smart water meters, integrating advanced materials and components from trusted suppliers sold directly to water distributors and other OEMs.

Products



Residential meters



Industrial and commercial meters



Registers



Technology and accessories

Appliances









Customers



































SUSTAINABILITY PLAN: "MADE TO MATTER"

SIT has embarked on a structured sustainability journey, with the goal of driving positive change towards a more sustainable, ethical, and inclusive world.

ESG 2024 Highlights



Ecovadis assigned SIT a gold rating status for 2024 with further improvement vs PY



SIT has received the prestigious "Work Life Balance Friendly Company" award established by Marisa Bellisario Foundation



Assigned **Rating "B"** for Climate Change and "B" - for Water in Carbon Disclosure Project (CDP), accounting improvement vs PY



Gender Equality certification based on UNIPDR 125/2022 certificated by independent third party KIWA



TOP JOBS - Italy's Best Employers 2024-'25 - The German Institute for Quality and Finance



Market scenario and strategic outlook



KEY TRENDS IN CLIMATE SOLUTIONS MARKET





The global Heating, Ventilation, and Air Conditioning (HVAC) market is poised for robust growth in the coming years, driven by factors such as increased construction activity, energy efficiency regulations, and the adoption of smart technologies.

Key Market Drivers





Energy Transition: Regulatory mandates and consumer demand are pushing manufacturers to develop more energy-efficient and sustainable HVAC solutions.



Government Incentives: Subsidies, tax credits, and rebates in regions like the U.S., Europe and China are encouraging the replacement of older systems with new, energy-efficient models.





Construction Boom: Global residential market projected at 2.2% CAGR (2024-2029) with Eastern EU outpacing West. Increased residential and commercial construction, especially in urban areas, is fuelling demand for HVAC systems.



Future Recovery: Mid to long-term market rebound expected despite current volatility.

Impact on SIT



Boilers

- Condensing boilers are expected to grow, particularly in low-income segments.
- Hydrogen-ready technologies and gas grid blending offer future potential, though widespread adoption will take time.



Heat Pumps

- EU renewable targets are boosting heat pump adoption as a key decarbonization technology.
- Reduced incentives in Western Europe may slow substitution of boilers, especially where gas remains cost-effective.



Other Applications

- Rising focus on energy efficiency is driving demand for mechanical ventilation systems.
- Growing demand in the cooker hood sector due to industry consolidation.
- HoReCa market share opportunity.

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KEY TRENDS IN CONSUMPTION MEASUREMENT MARKET





Digital innovation is reshaping smart gas and water metering, enabling real-time insights, greater efficiency, network optimization and sustainable growth across both sectors.

Key Market Drivers



Increasing market penetration: Widespread smart meter adoption, especially in Italy and in the UK highlight a mature yet still addressable market, with ~8 million replacements expected in Italy by 2030 and increasing consolidation among key European players.



Regulatory Initiatives: Increasing regulation on the adoption of smart meters to improve resource management, enhance transparency, and reduce losses (e.g. leak detection and real-time consumption monitoring in the water metering).



Urbanization & Sustainability Drivers: Rapid urbanization and the rise of smart city initiatives are accelerating the **adoption of intelligent metering systems**. These technologies support sustainability goals by promoting efficient resource use, reducing waste, and enabling targeted conservation strategies.



Impact on SIT



Smart gas metering

- Strategic partnership with Italgas who's is expected to launch the new roll-out of Nimbus in 2026 for 6 million pcs replacement.
- Expected penetration in the UK market with multiyear contract already signed.



Long term tender for residential **NL** market has been awarded.

Water metering

• Distribution of **SmartIO**, enabling market entry in Italy and further penetration in Spain.

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ESTABLISHED PRESENCE AND STRATEGIC GROWTH PATH





- Currently serving mainly residential OEMs as component supplier
- Product focus: central heating, heat pumps, mechanical ventilation and residential cooking and professional catering
- **Expanding into Commercial & Industrial** application
- Strong **R&D projects** ongoing
- Smart gas meters, mainly sold to gas distributors
- Focus on residential segment with RF169 and NB-IoT technologies
- Focused commercial footprint in Italy and UK
- From November 2024, Tunisia plant operates as a service provider instead of component resale (duties benefits)



NEXT STEPS



- Targeting higher growth in ventilation and commercial applications
- Strategic acceleration in US market
- Continuing focus on R&D





- Diversify into larger commercial & industrial (C&I) applications (G40, first static meter in EU)
- Increase penetration in the **domestic gas** metering market
- Accelerate entry and double-digit growth in the **UK and NL**
- **Expand** product **portfolio** with a focus on **innovation** and market-specific needs.



- Supply to utilities and components to OEMs
- JANZ has grown at a +16% CAGR, expanding in Portugal, Spain, and entering Italy
- Recognized as a reliable supplier with strong heritage and specialized technologies



- **Expand presence** with utilities in Italy, Spain, and other EU countries
- Leverage JANZ's reputation to move beyond hardware into value-added offerings (add-on)
- Strengthen position with OEMs and increase direct utility engagement

NEW INITIATIVES AND ONGOING PROJECTS







JV for the development and production of a **new hydrogen** generation and long-term storage system for residential use, with first sale already concluded in 2024.







Partnership with Panasonic for the launch of a range of **new fans** for residential and commercial Heat Pumps ready to start sales in 2025.







JV dedicated to the design and production of fans for kitchen hoods and induction hobs by developing innovative, high-efficiency products tailored to specific customer needs which is already operational and has secured new clients.









SmartIO, the **new smart water meter** for residential use based on ultrasonic technology developed in a joint venture with GWF, a Swiss technological partner, which has received orders for start of production in Q4 2024.

2025 ISMO Milan, May 29, 2025



Financial Results



Q1 2025: KEY FINANCIAL RESULTS



| €M, unless otherwise stated | Q1 25 | % | Q1 24 | % | Chg. YoY |
|--------------------------------|-------|--------|-------|--------|--------------|
| Revenues | 70,1 | 100,0% | 69,0 | 100,0% | 1,5% |
| EBIT | (0,8) | -1,2% | (0,5) | -0,7% | (65,2%) |
| Net financial (charges)/income | (1,4) | | (1,8) | | |
| Net forex (charges)/income | 0,2 | | 0,2 | | |
| EBT | (2,1) | -3,0% | (2,1) | -3,0% | (2,0%) |
| Taxes | (0,8) | | 0,2 | | |
| Net income | (2,9) | -4,1% | (1,8) | -2,7% | (56,0%) |
| Cash flow from operations | 2,0 | | (7,6) | | |
| NTWC | 67,0 | | 86,5 | | |
| Net financial debt | 147,2 | | 161,1 | | |
| | | | | | |
| | | | | | |
| EBITDA adjusted | 7,4 | 10,6% | 3,8 | 5,5% | 94,7% |
| EBIT adjusted | 1,0 | 1,5% | (3,0) | -4,4% | 134,5% |
| Net income adjusted | (1,5) | (2,2%) | (3,6) | (5,2%) | <i>57,3%</i> |

- Q1 consolidated revenues account 1,5% increase
- Divisional trends:
 - Heating&Ventilation: +4,7%
 - Metering: -10,8%
- Reported financials reflect ongoing reorganization activities which account one-off costs for €1,9M
- Cash flow from operations is positive for €2,0 accounting significant improvement vs PY
- NTWC of €67,0 (23,6% of revenues) vs € 86,5 of PY (31,2%)
- Net financial debt stands at €147,2 vs €161,1 of PY

Q1 25 EBITDA adjusted and EBIT adjusted highlights operating performance turnaround

CONSOLIDATED REVENUES



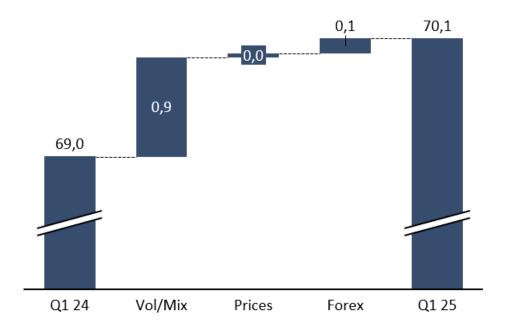
Breakdown by Division

| €M, unless otherwise stated | Q1 25 | % | Q1 24 | % | Chg. YoY |
|-----------------------------|-------|--------|-------|--------|----------|
| Heating & Ventilation | 50,1 | 71,5% | 47,9 | 69,3% | 4,7% |
| Metering | 18,4 | 26,3% | 20,7 | 29,9% | (10,8%) |
| Total business sales | 68,5 | 97,8% | 68,5 | 99,3% | 0,0% |
| Other revenues | 1,5 | 2,2% | 0,5 | 0,7% | 198,6% |
| Total revenues | 70,1 | 100,0% | 69,0 | 100,0% | 1,5% |

Breakdown by geography

| €M, unless otherwise stated | Q1 25 | % | Q1 24 | % | Chg. YoY |
|-----------------------------|-------|--------|-------|--------|----------|
| Italy | 22,0 | 31,4% | 23,3 | 33,7% | (5,6%) |
| Europe (excuding Italy) | 28,6 | 40,8% | 29,9 | 43,3% | (4,3%) |
| America | 14,0 | 19,9% | 10,2 | 14,8% | 36,6% |
| Asia/Pacific | 5,5 | 7,9% | 5,7 | 8,2% | (2,4%) |
| Total revenues | 70,1 | 100,0% | 69,0 | 100,0% | 1,5% |

Consolidated revenue bridge (€m)



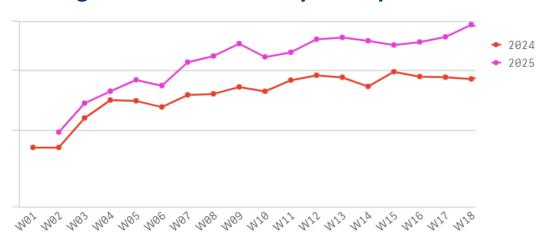


HEATING&VENTILATION SALES

Q1 Heating&Ventilation sales by geography

| €M, unless otherwise stated | Q1 25 | % | Q1 24 | % | Chg. YoY |
|-----------------------------|-------|--------|-------|--------|----------|
| Italy | 10,6 | 21,2% | 9,2 | 19,2% | 15,7% |
| Europe (excuding Italy) | 21,2 | 42,2% | 22,9 | 47,8% | (7,5%) |
| America | 12,9 | 25,7% | 9,8 | 20,4% | 31,4% |
| Asia/Pacific | 5,5 | 10,9% | 6,0 | 12,6% | (9,5%) |
| Total business sales | 50,1 | 100,0% | 47,9 | 100,0% | 4,7% |

Heating & Ventilation weekly order portfolio trend



Divisional sales up 4,7%, forex impact not material

- Italy accounts 15,7% increase confirming positive trend of the last quarters of PY. All product families involved, especially ventilation for Direct Heating applications
- Europe down 7,5% vs PY. Performance is impacted by specific customers and Central Heating applications, with Turkey decrease above average. Central Europe markets are up 10,7% thanks to electronics, while UK is in line with PY
- America. Q1 sales are up €3,0M, +31,4% due to both Central Heating and Direct Heating application. Forex impact not material
- Asia/Pacific slowed down vs PY mainly due to China only partially offset by other markets
- Q1 order intake shows a significantly improved trend vs PY (+15≈20% on average) and underlines positive outlook for following months

METERING SALES



Q1 Smart Gas Metering

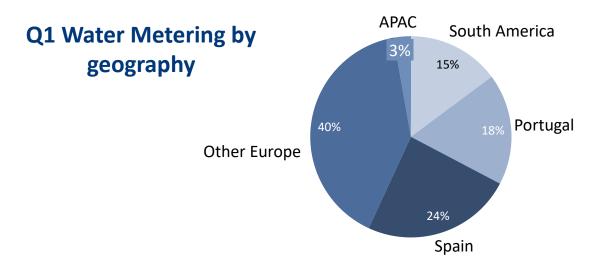
| €M, unless otherwise stated | Q1 25 | % | Q1 24 | % | Chg. YoY |
|-----------------------------|-------|--------|-------|--------|----------|
| Residential | 10,1 | 89,0% | 11,0 | 82,0% | (8,3%) |
| Commercial & Industrial | 1,2 | 10,3% | 2,4 | 17,7% | (50,8%) |
| Other | 0,1 | 0,7% | 0,0 | 0,3% | - |
| Total business sales | 11,3 | 100,0% | 13,4 | 100,0% | (15,4%) |

Q1 25 Smart Gas Metering are 94% in Italy vs 99% of PY

58,0 57,5 Q1 Smart Gas Metering current order book YTE 25 Order book 11,3 Sales Q1

Q1 Water Metering

| €M, unless otherwise stated | Q1 25 | % | Q1 24 | % | Chg. YoY |
|-----------------------------|-------|--------|-------|--------|----------|
| Water meters, finished | 3,5 | 48,5% | 2,8 | 38,9% | 21,6% |
| Water meter parts | 3,3 | 46,2% | 4,0 | 55,4% | (18,5%) |
| Other | 0,4 | 5,3% | 0,4 | 5,7% | (10,0%) |
| Total business sales | 7,1 | 100,0% | 7,3 | 100,0% | (2,4%) |





NET TRADE WORKING CAPITAL

| €M, unless otherwise stated | 2025.03 | 2024.12 | YTD change | 2024.03 | 2023.12 | YTD change | YoY change |
|-----------------------------|---------|---------|---------------|---------|---------|---------------|---------------|
| Inventory | 77,5 | 72,3 | 5,2 | 90,9 | 83,3 | 7,5 | (13,4) |
| Accounts receivables | 57,2 | 60,3 | (3,1) | 63,3 | 63,5 | (0,2) | (6,1) |
| Accounts payables | (67,8) | (66,9) | (0,8) | (67,7) | (66,9) | (0,8) | (0,1) |
| Net Trade Working Capital | 67,0 | 65,6 | 1,3 | 86,5 | 79,9 | 6,6 | (19,5) |
| NTWC/Revenues | 23,6% | 21,9% | 1,7% | 31,2% | 24,5% | 6,7% | -7,7% |



YTD reported Q1 25 NTWC: +€1,3

- Inventory increase (+€5,2) reflects seasonality in H&V and order book in the Metering business
- Account Receivables decrease highlights EoP cash management focus

YOY change in NTWC: reduction for €19,5 highlights focus on cash through higher efficiency and structural changes WC management



CASH FLOW AND NET DEBT

Change in net debt

| €M, unless otherwise stated | Q1 25 | Q1 24 |
|-----------------------------|-------|-------|
| Current cash flow | 6,0 | 4,0 |
| Change in NTWC | (0,3) | (6,0) |
| Inventory | (5,5) | (7,0) |
| Accounts Receivables | 3,0 | 0,4 |
| Accounts Payables | 2,1 | 0,5 |
| Other working capital | (1,2) | (1,1) |
| Capex, net | (2,4) | (4,4) |
| Cash flow from operations | 2,0 | (7,6) |
| Financial charges | (1,7) | (2,3) |
| IFRS 16 - Leases | (0,3) | (0,1) |
| Other | (1,3) | 2,6 |
| Change in net debt | (1,4) | (7,4) |
| Net debt - BoP | 145,9 | 153,7 |
| Net debt - EoP | 147,2 | 161,1 |

- Current cash flow benefits from operating performance improvement
- NTWC shows significant improvement supporting inventory seasonality
- Capex Q1 is in line as planned, full year outlook confirmed
- Cash flow from operations is positive for €2,0M

Net financial position

| €M, unless otherwise stated | 31/03/2025 | 31/12/2024 | 31/03/2024** |
|-----------------------------|------------|------------|--------------|
| (Cash & cash equivalents) | (11,9) | (14,0) | (11,3) |
| Current debt, net | 24,2 | 23,8 | 32,3 |
| Non current debt | 121,7 | 121,8 | 127,8 |
| MTM derivatives & M&A debt | 1,9 | 2,6 | (0,6) |
| IFRS 16 - Leases | 11,3 | 11,7 | 12,8 |
| Net debt - EoP | 147,2 | 145,9 | 161,1 |



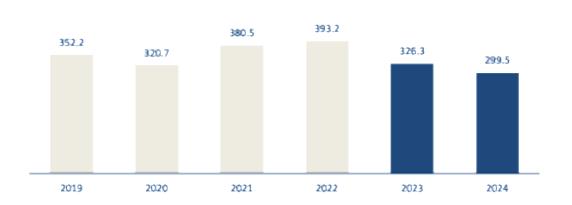
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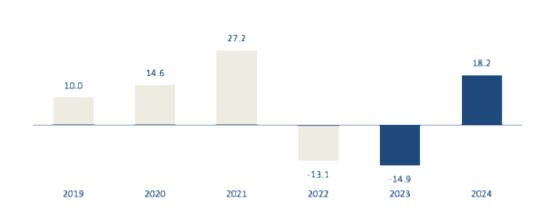
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CONSOLIDATED YEARLY FINANCIALS

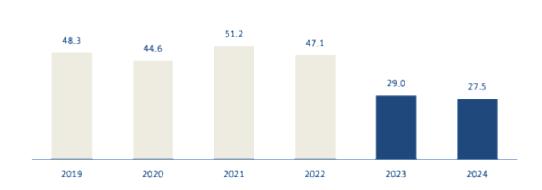
Consolidated revenues (€m)



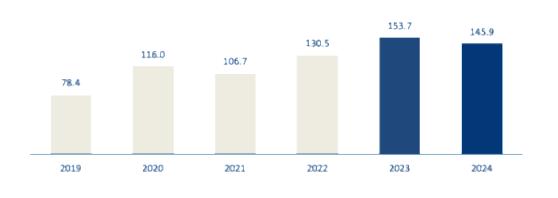
Cash flow from operations (€m)



EBITDA adjusted (€m)



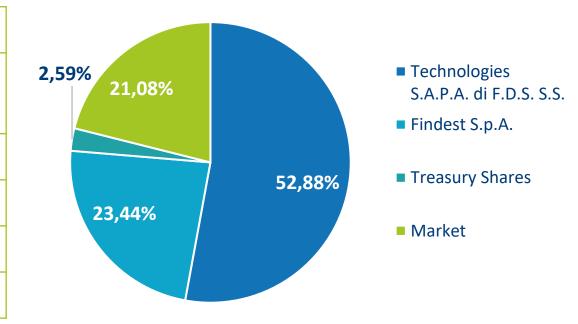
Net debt (€m)







| Shareholder | Nr. Shares | % on Share Capital |
|--------------------------------------|------------|--------------------|
| Technologies S.A.P.A. di F.D.S. S.S. | 13.279.465 | 52,88% |
| Findest S.p.A. | 5.886.135 | 23,44% |
| Treasury Shares | 650.327 | 2,59% |
| Market | 5.294.282 | 21,08% |
| Tot | 25.110.209 | 100,00% |



As December 31, 2024

Q1 2025 INCOME STATEMENT

| (Euro.000) | Q1 2025 | Q1 2024 |
|---|---------|---------|
| Revenues from sales and services | 70,054 | 69,045 |
| Raw materials, ancillaries, consumables and goods | 39,130 | 41,924 |
| Change in inventories | (5,671) | (7,030) |
| Services | 11,793 | 11,033 |
| Personnel expense | 18,631 | 19,068 |
| Depreciation, amortisation and write-downs | 6,394 | 7,021 |
| Provisions | 246 | 159 |
| Other charges (income) | 344 | (2,637) |
| EBIT | (813) | (493) |
| Investment income/(charges) Gains/(Losses) from valuations of minority option liabilities | - | - |
| Financial income | 113 | 128 |
| Financial charges | (1,548) | (1,885) |
| Net exchange gains (losses) | 156 | 199 |
| Impairments on financial assets | - | - |
| Profit before taxes | (2,092) | (2,051) |
| Income taxes | (787) | 206 |
| Net profit for the year | (2,879) | (1,846) |
| Minority interest result | 109 | - |
| Group net profit | (2,987) | (1,846) |





Q1 2025 BALANCE SHEET

| (Euro.000) Goodwill | Q1 2025 63,278 | FY 2024 63,278 |
|--|--------------------------|--------------------------|
| Other intangible assets | 45,655 | 49,978 |
| Property, plant & equipment | 91,910 | 95,229 |
| Investments in other companies | 1,081 | 1,081 |
| Non-current financial assets | 3,391 | 2,573 |
| Deferred tax assets | 12,076 | 12,665 |
| Non-current assets | 217,391 | 221,804 |
| Inventories | 77,491 | 72,263 |
| Trade receivables | 57,221 | 60,274 |
| Other current assets | 10,917 | 10,517 |
| Tax receivables | 1,666 | 2,372 |
| Other current financial assets | 3,965 | 5,505 |
| Cash and cash equivalents | 11,933 | 14,038 |
| Current assets | 163,194 | 164,971 |
| Total assets | 380,585 | 386,775 |
| Share capital | 96,162 | 96,162 |
| Total Reserves | 4,348 | 35,972 |
| Net profit/(loss) | (3,849) | (31,573) |
| Minority interest net equity | 970 | 862 |
| Shareholders' Equity | 97,631 | 101,422 |
| Medium/long-term loans and borrowings | 76,521 | 76,610 |
| Other non-current financial liabilities and derivative financial instruments | 55,002 | 54,560 |
| Provisions for risks and charges | 10,074 | 9,337 |
| Post-employment benefit provision | 4,403 | 4,504 |
| Other non-current liabilities | 3,898 | 3,825 |
| Deferred tax liabilities | 10,465 | 10,629 |
| Non-current liabilities | 160,363 | 159,465 |
| Short-term loans and borrowings | 17,747 | 19,356 |
| Other current financial liabilities and derivative financial instruments | 13,854 | 14,868 |
| Trade payables | 67,761 | 66,933 |
| Other current liabilities | 21,877 | 22,957 |
| Tax payables | 1,352 | 1,774 |
| Current liabilities | 122,590 | 125,887 |
| Total Liabilities | 282,954 | 285,353 |
| Table Changhald and Fourter and Cabillation | 200 505 | 205 777 |
| Total Shareholders' Equity and Liabilities | 380,585 | 386,775 |



Q1 2025 CASH FLOW STATEMENT

| (Euro.000) | Q1 2025 | Q1 2024 |
|---|---|--|
| Net profit | (2,879) | (1,846) |
| Amortisation & depreciation | 6,391 | 6,845 |
| Non-cash adjustments | 290 | (2,520) |
| Income taxes | 786 | (208) |
| Net financial charges/(income) | 1,434 | 1,757 |
| CASH FLOW FROM CURRENT ACTIVITIES (A) | 6,022 | 4,028 |
| Changes in assets and liabilities: | | |
| Inventories | (5,452) | (6,983) |
| Trade receivables | 3,001 | 435 |
| Trade receivables | 2,108 | 541 |
| Other assets and liabilities | (762) | (1,087) |
| Income taxes paid | (479) | (62) |
| CASH FLOW GENERATED (ABSORBED) FROM CHANGES IN WORKING CAPITAL (B) | (1,584) | (7,156) |
| CASH FLOW FROM OPERATING ACTIVITIES (A + B) | 4,438 | (3,128) |
| CASH FLOW FROM INVESTING ACTIVITIES (C) | | |
| CASH FLOW FROM INVESTING ACTIVITIES (C) | (2,444) | 4,439 |
| CASH FLOW FROM INVESTING ACTIVITIES (C) CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) | 1,994 | 4,439 (7,567) |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) | | · |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: | 1,994 | (7,567) |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) | | · |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid | 1,994 (387) | (7,567) (682) |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables | 1,994 (387) (645) | (7,567) (682) (2,289) |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables Increase (decrease) current financial payables | (387) (645) (2,911) | (682) (2,289) 7,750 |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables Increase (decrease) current financial payables Increase (decrease) other financial payables | (387) (645) (2,911) (795) | (682) (2,289) 7,750 (753) |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables Increase (decrease) current financial payables Increase (decrease) other financial payables New loans | (387) (645) (2,911) (795) 926 | (682) (2,289) 7,750 (753) 1,297 |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables Increase (decrease) current financial payables Increase (decrease) other financial payables New loans CASH FLOW FROM FINANCING ACTIVITIES (D) | (387) (645) (2,911) (795) 926 (3,812) | (682) (2,289) 7,750 (753) 1,297 5,323 |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables Increase (decrease) current financial payables Increase (decrease) other financial payables New loans CASH FLOW FROM FINANCING ACTIVITIES (D) Change in translation reserve | (387) (645) (2,911) (795) 926 (3,812) (288) | (682) (2,289) 7,750 (753) 1,297 5,323 (185) |
| CASH FLOW FROM OPERATING & INVESTING ACTIVITIES (A + B + C) Financing activities: Interest paid Repayment of non-current financial payables Increase (decrease) current financial payables Increase (decrease) other financial payables New loans CASH FLOW FROM FINANCING ACTIVITIES (D) Change in translation reserve INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS (A + B + C + D) | 1,994 (387) (645) (2,911) (795) 926 (3,812) (288) | (682) (2,289) 7,750 (753) 1,297 5,323 (185) |

emarket sdir storage CERTIFIED

MISSION & VISION



our MISSION

Our commitment is to create **smart solutions** for climate control and consumption measurement **for a more sustainable world**

Our VISION

SIT's vision is to **be recognized** as the **leading sustainable partner** for energy and climate control solutions - and to enjoy the journey



SIT'S VALUES



CUSTOMER ORIENTATION

All people in SIT aim to fulfill and exceed customer expectations. No matter if external or internal, the customer is our compass





LEAD BY EXAMPLE

SIT is a leader in market in which is active. Our people are leaders in the day-by-day work. Brave leaders that act by examples

SUSTAINABILITY

Sustainable company for the stakeholders. Sustainable products for the environment. Sustainable work life balance for the employees







LEAN

No frills. We act timely and do not miss deadlines. We deliver "on time in full"



We master technology and look forward, supporting our customers with state-of-the-art solutions and stimulating innovation through collaboration





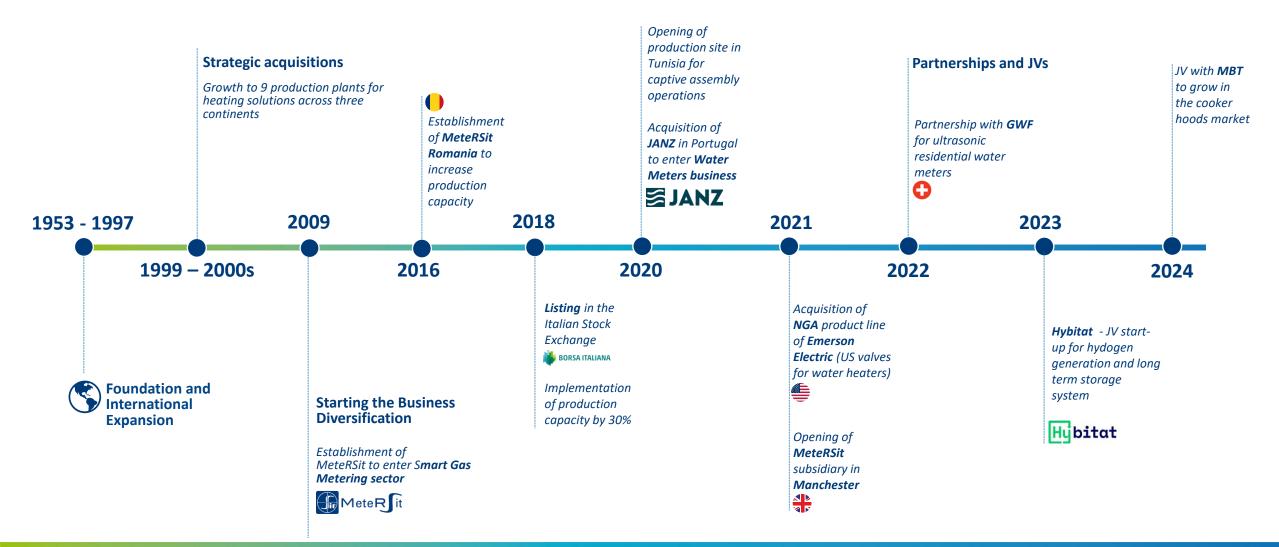
PASSION

Taking commitment with enthusiasm is a daily act at all organizational levels.
Accountability and engagement are rewarded, well knowing that mistakes are part of life

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BEYOND HEATING: SIT'S GLOBAL JOURNEY OF DIVERSIFIED INNOVATION

From its origins as an Italian heating specialist, SIT Group has expanded its footprint and portfolio to become a global multinational in the gas and water metering industry through strategic **M&A**, **JVs** and intensive **R&D**.



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FROM FOUNDATION TO GLOBAL INDUSTRIAL GROUP

1953

Pierluigi and Giancarlo de' Stefani

established SIT La Precisa, a company operating in precision mechanics, in Padova (Italy).

Today

Today more than 2000 people work for SIT

distributed in production plants, subsidiaries, sales offices, and agencies all over the world. This highly international workforce represents a guarantee of competence and internationalism for customers everywhere.

More than 65% of the company's employees work outside Italy.



APPLICATIONS





- **CENTRAL HEATING** combined heating and hot water systems
- **DIRECT HEATING** gas and pellet stoves and fireplaces
- STORAGE WATER HEATING domestic water heating
- **PROFESSIONAL COOKING EQUIPMENT** collective and community cooking appliances and high-end cooker hoods
- MECHANICAL VENTILATION Controlled Mechanical Ventilation solutions
- **HEAT PUMPS** solutions for Heat Pumps



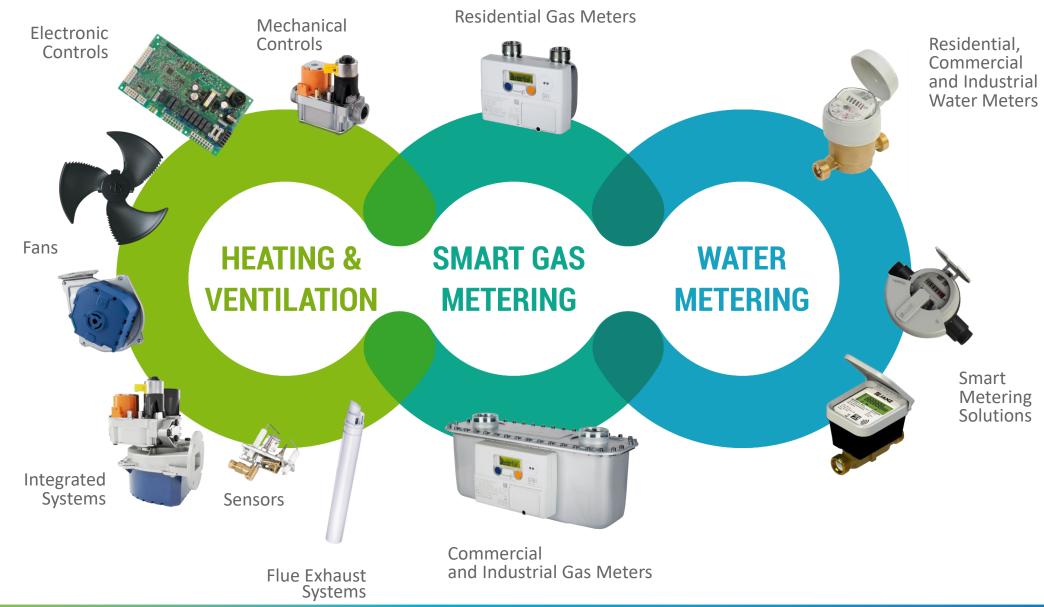
SMART GAS METERING
 Residential, commercial, and industrial smart gas meters



WATER METERING
 Residential, commercial, and industrial smart water meters

PRODUCTS





CENTRAL HEATING

BOILERS COMBINING HEATING AND DOMESTIC HOT WATER





35



SIT is the world's top name in the production of multifunctional, regulating, safety gas valves



Innovative solutions for sub-assembled and pre-tested integrated systems (modules) for condensing boilers

Our products are H2 ready



SIT is the main European player for the non captive electronic controls market



Air management technology (Fans and Exhaust systems) complete **SIT** traditional offering



DIRECT HEATING

FIREPLACES AND STOVES













SIT manufactures and markets:

- mechanical controls (gas valves and sensors),
- electronic controls (main boards, remote controls and user interfaces)
- fans for gas fireplacesstoves and space heaters





Main markets are:

North America, UK and Europe





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STORAGE WATER HEATING

FOR DOMESTIC WATER HEATING











- self-powered mechanical controls
- self-powered electronic controls
- integrated systems for premix appliances
- electronics, pilots and accessories

New efficiency standards provide opportunities to increase technological content and differentiation of offering





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Markets include:

North America, Argentina and Australia



MECHANICAL VENTILATION











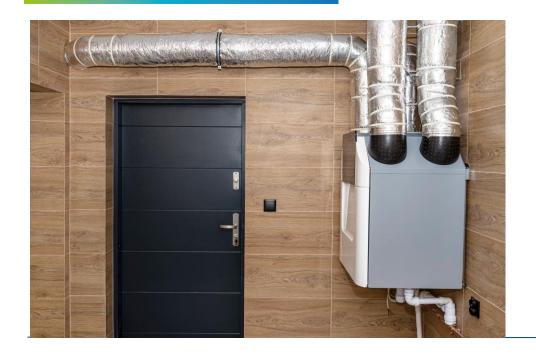
SIT manufactures and markets:

- fans
- electronic controls (main boards)
- air quality monitoring sensors

Controlled Mechanical Ventilation solutions enable air exchange and filtration and, through heat exchange between the outgoing and incoming air, improve the thermal efficiency of buildings

Main market is:

Europe













SIT manufactures and markets:

- fans for heat pumps

wishperTECH450 is the new axial fan with a three-blade design developed to make heat pumps quieter. It is available in different configurations to adapt to the specific needs of each heat pump manufacturer, to guarantee the best performance, minimum noise, and compatibility with all refrigerant gases, including R290.



PROFESSIONAL COOKING AND CATERING APPLIANCES













SIT manufactures and markets:

- mechanical controls

- fans

for:

- collective and community cooking appliances
- high end cooker hoods

Main markets:

Europe and USA SIT is market leader in Europe



SMART GAS METERING

















MeteRSit manufactures and markets:

- smart gas meters for residential, commercial and industrial use, and accessories.

Innovative thermo-mass flow sensor technology that enables accurate measurement in all conditions without the addition of external conversion and communication devices - truly disruptive, particularly for commercial and industrial applications.

A comprehensive range of smart and integrated gas meters small and easy to install displaying readings in standard cubic meters, no external devices needed for conversion and for communication, for an accurate billing transparent to the end customer.

All major communication standards and protocols are supported.

Developed and assembled with a modular approach.

SMART WATER METERING















JANZ manufactures and markets:

Residential, commercial, and industrial water meters based on ultrasonic, volumetric, single, and multi-jet technology as well as smart metering solutions with which it equips its meters and supplies the main operators in the sector.

JANZ products are MID-certified

JANZ is leading the way to a future where, through the smart use of technology, water utilities, cities, and consumers connect to the most important resource on the planet, the one that makes life possible: WATER. Discover our new range of smart water meters: MyWater Add On, eRegister, and SmartIO.

Measuring Instruments Directive

A European Union directive that seeks to harmonize various aspects of legal metrology in all countries of the European Union on measuring instruments.









Electronic and Mechanical Controls, and

PRODUCTION PLANTS



Water meters



Monterrey (Mexico) Mechanical Controls, Sensors Lisbon (Portugal)



Montecassiano (Italy) Fans, Exhaust Systems



Tunisi (Tunisia)

plastic components

Suzhou (China) **Mechanical Controls**



Rovigo (Italy) Diecasting, Mechanical Controls, Sensors, Gas Meters and Logistic Hub



Brasov (Romania) Mechanical Controls, Integrated Systems, Fans



THANK YOU

