

The background of the image features a complex pattern of overlapping, thin, light gray circles. These circles are arranged in a way that they create a series of smaller, interlocking shapes, resembling a woven or mesh-like texture. The overall effect is a subtle, geometric design that frames the central text.

***Powersoft***

**HUMAN AUDIO EXPERIENCE**

A background pattern of overlapping, light gray circles of varying sizes, creating a complex, web-like structure that resembles sound waves or a network.

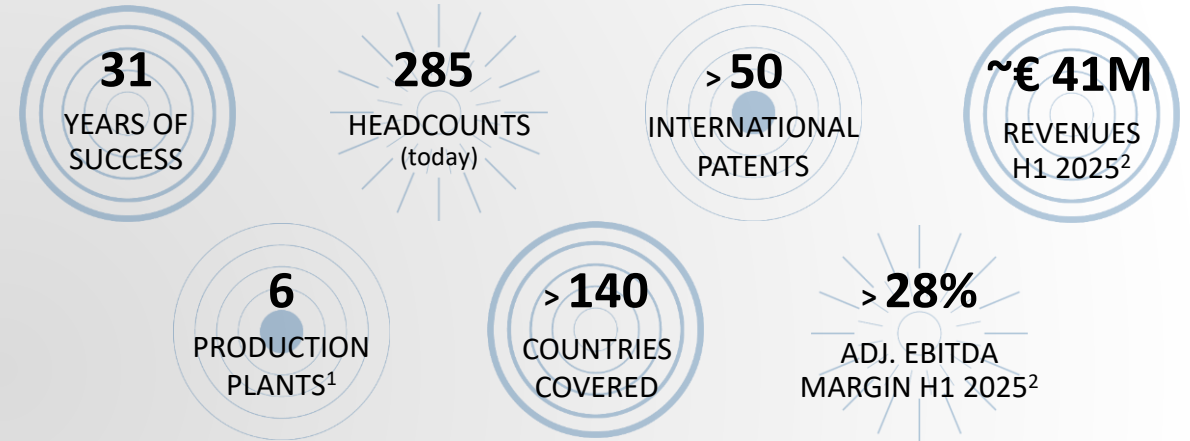
**ELEVATING HUMAN AUDIO EXPERIENCE  
WITH THE WORLD'S FINEST TECHNOLOGY**

# POWERSOFT GROUP AT A GLANCE

## BRIEF DESCRIPTION

- Established in 1995 in Scandicci (Florence, Italy) by Luca and Claudio Lastrucci and Antonio Peruch, **Powersoft is a global leader in professional audio technologies.**
- Powersoft develops and manufactures **high-efficiency amplifiers, signal processing platforms, and transducer solutions**, all designed and engineered in-house.
- In 2025 **Powersoft acquired K-array**, expanding its portfolio **with premium loudspeaker systems** and adding over 100 skilled professionals.
- Driven by innovation and Made-in-Italy excellence, **Powersoft sets new standards in professional sound with patented, cutting-edge technologies.**

## KEY HIGHLIGHTS



## HISTORY

1995 - 1998

1998 - 2008

2008 - 2018

DEC 17-2018

2025

TOWARDS

BIRTH AND DEVELOPMENT

COMPANY GROWTH

MULTINATIONAL GROUP

IPO

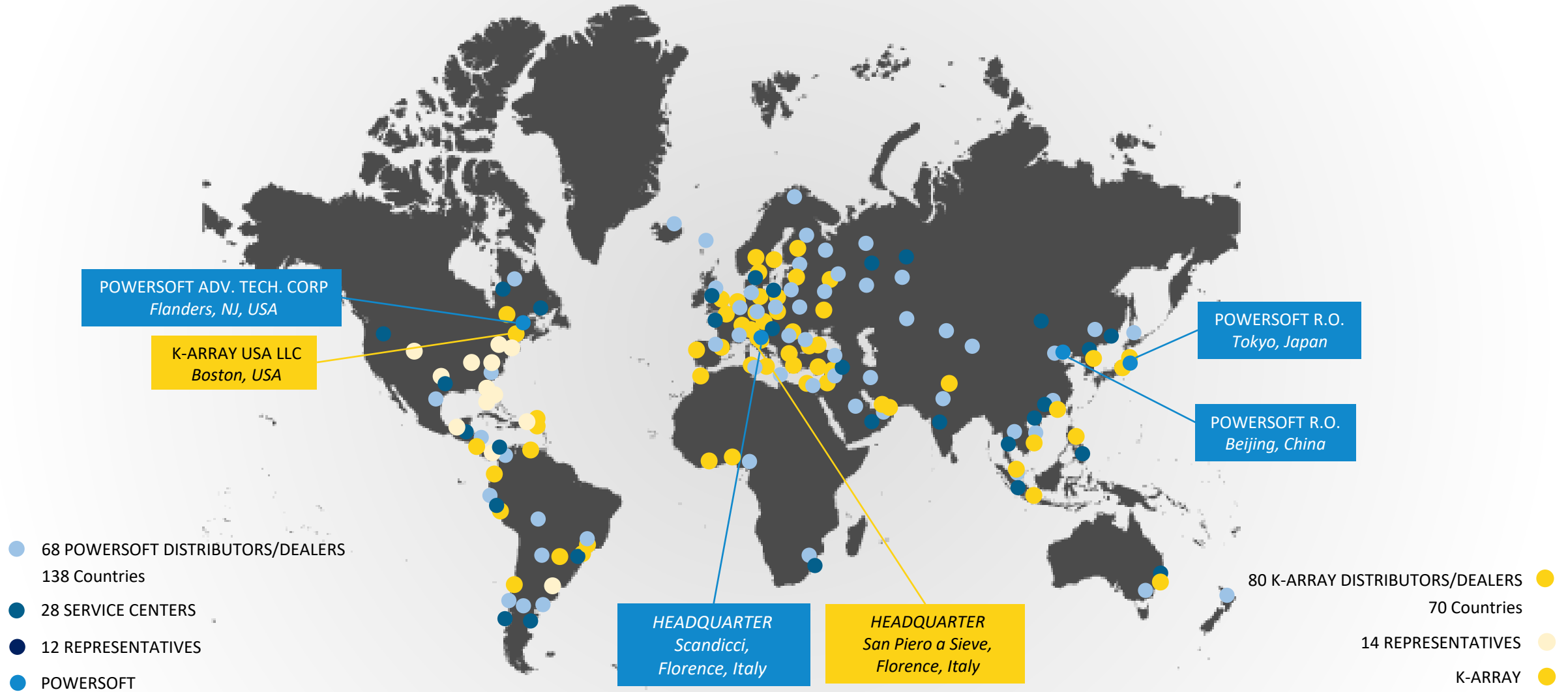
K-ARRAY ACQUISITION

MARKET CONSOLIDATION & EXPANSION INTO EMERGING ONES

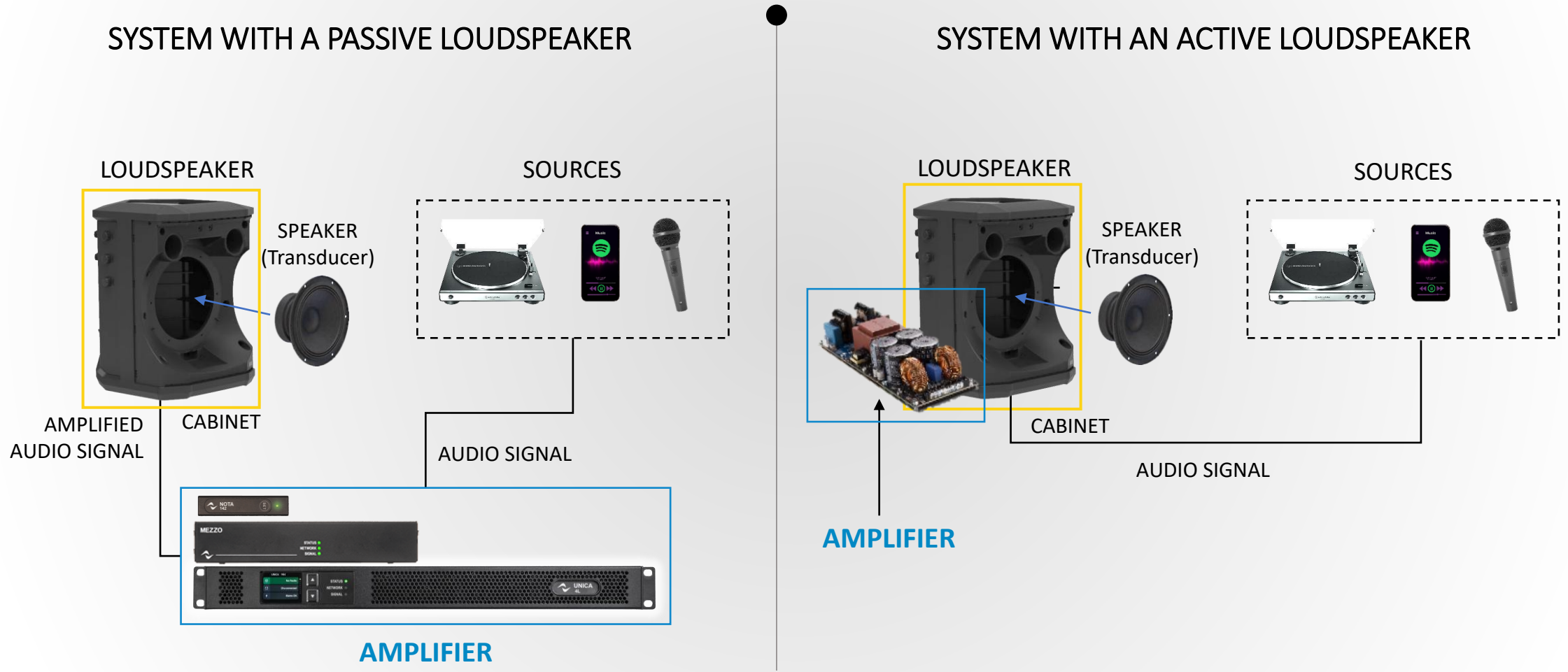
1) 4 production plants are in outsourcing,

2) H1 2025 Revenues and Adj. EBITDA Margin with 3 months of contribution of K-Array.

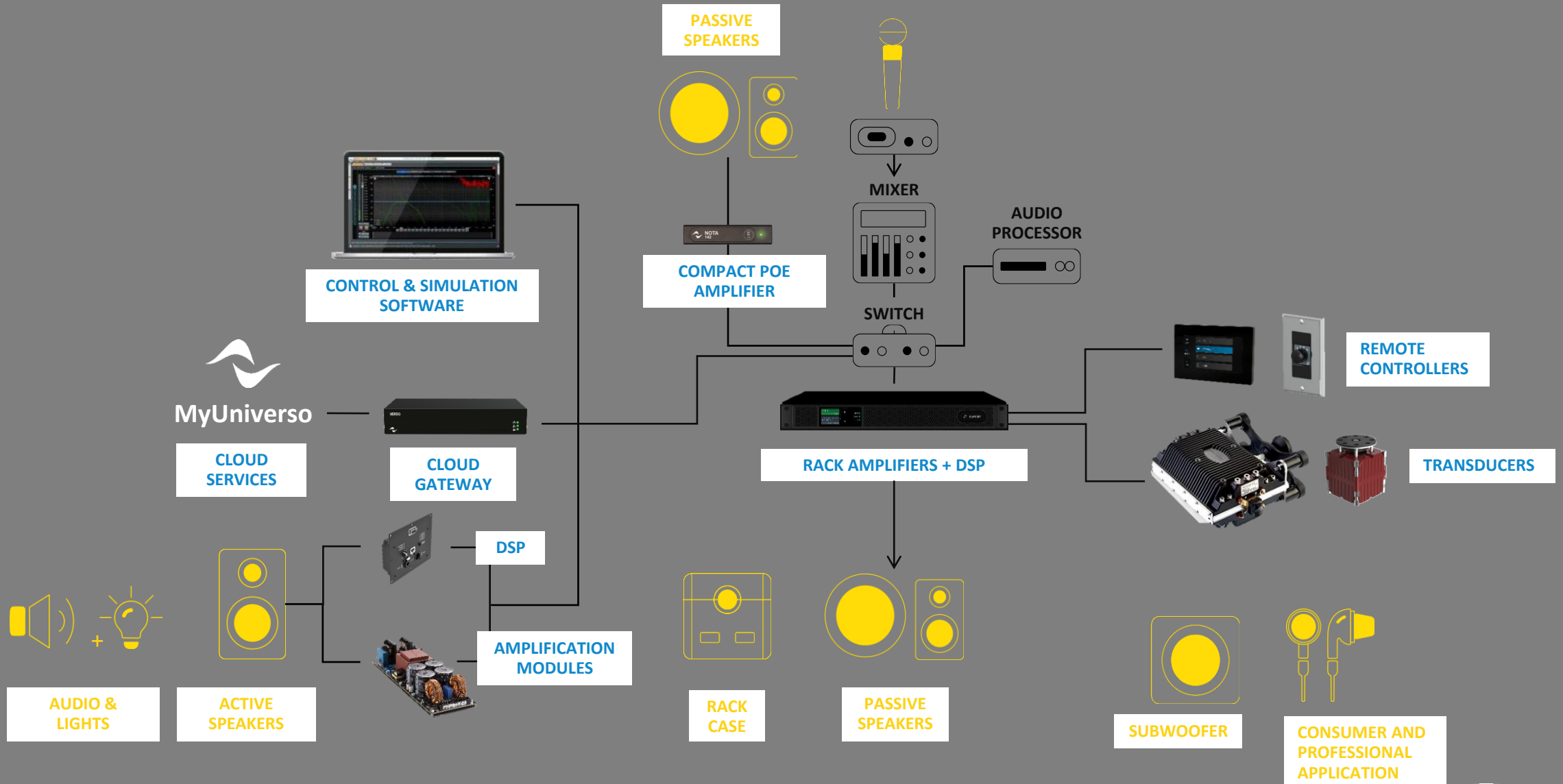
# GLOBAL SALES & COMMERCIAL STRUCTURE



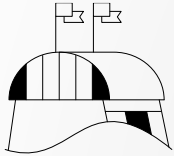
# THE AMPLIFIER IS NOT A SPEAKER WHICH IS NOT A LOUDSPEAKER. LET'S CLARIFY.



# SOLUTION PROVIDER ALONG THE ENTIRE VALUE CHAIN



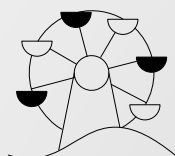
# GLOBAL MARKET SEGMENTS



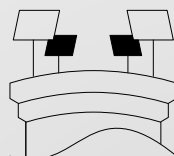
CONVENTION  
& EXHIBITION  
CENTERS



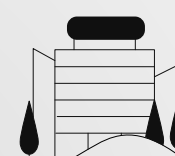
AIRPORTS &  
TRANSPORTATION  
HUBS



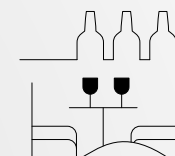
THEME PARKS &  
ATTRACTIONS



STADIUMS  
& ARENAS



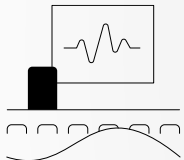
CORPORATE SPACES  
& SHOWROOMS



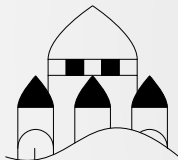
HO.RE.CA



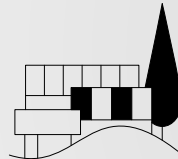
LUXURY RESIDENTIAL  
& YACHTS



CONFERENCE HALLS  
& BOARD ROOMS



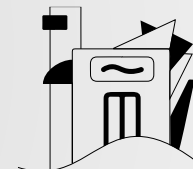
HOUSES OF  
WORSHIP



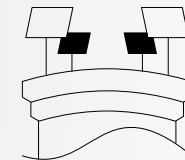
INDUSTRIAL &  
COMMERCIAL  
APPLICATIONS



HOTELS &  
RESORTS



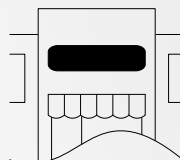
IMMERSIVE & DESIGNER  
INSTALLATIONS



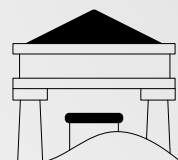
LIFESTYLE &  
EXPERIENTIAL SPACES



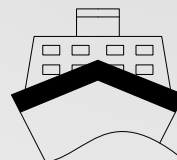
AUTOMOTIVE



RETAIL & SHOPPING  
MALLS



MUSEUMS &  
THEATRES



CRUISE SHIPS



TRANSPORTATION



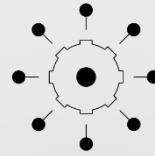
BROADCAST  
& STUDIOS

# THREE PILLAR STRATEGY TO KEEP THE GROUP GROWING



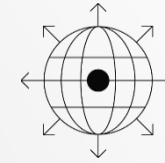
## FOCUS ON INNOVATION AND NEW TECHNOLOGIES

- **Top level R&D** laboratory
- **Strong R&D team** also thanks to **K-Array** acquisition
- Powersoft's **Ideofarm growth accelerator** to support new projects and innovative technologies
- **Environmentally friendly products** Small sizes, huge power, super efficient



## FROM PRODUCT COMPANY TO SOLUTION PROVIDER

- **Integration of K-Array**
- **Complete solution offering**
- **Proprietary solutions designed** for specific target applications
- **Cloud-native IOT products** to offer custom-related services
- **Software based services** to exploit **upselling/cross-selling potential (cloud services)**
- **Partnership** for the expansion of the product/service catalogue



## STRENGTHENING OF PRESENCE IN STRATEGIC MARKETS

- **Boost presence in US** thanks to the strengthening of the commercial structure and business opportunities
- **Partnerships** with strategic players to enter new markets
- **New opportunities in the automotive and transportation industry**
- Direct presence in China, Japan, Middle East

# INTEGRATED AND SCALABLE BUSINESS MODEL

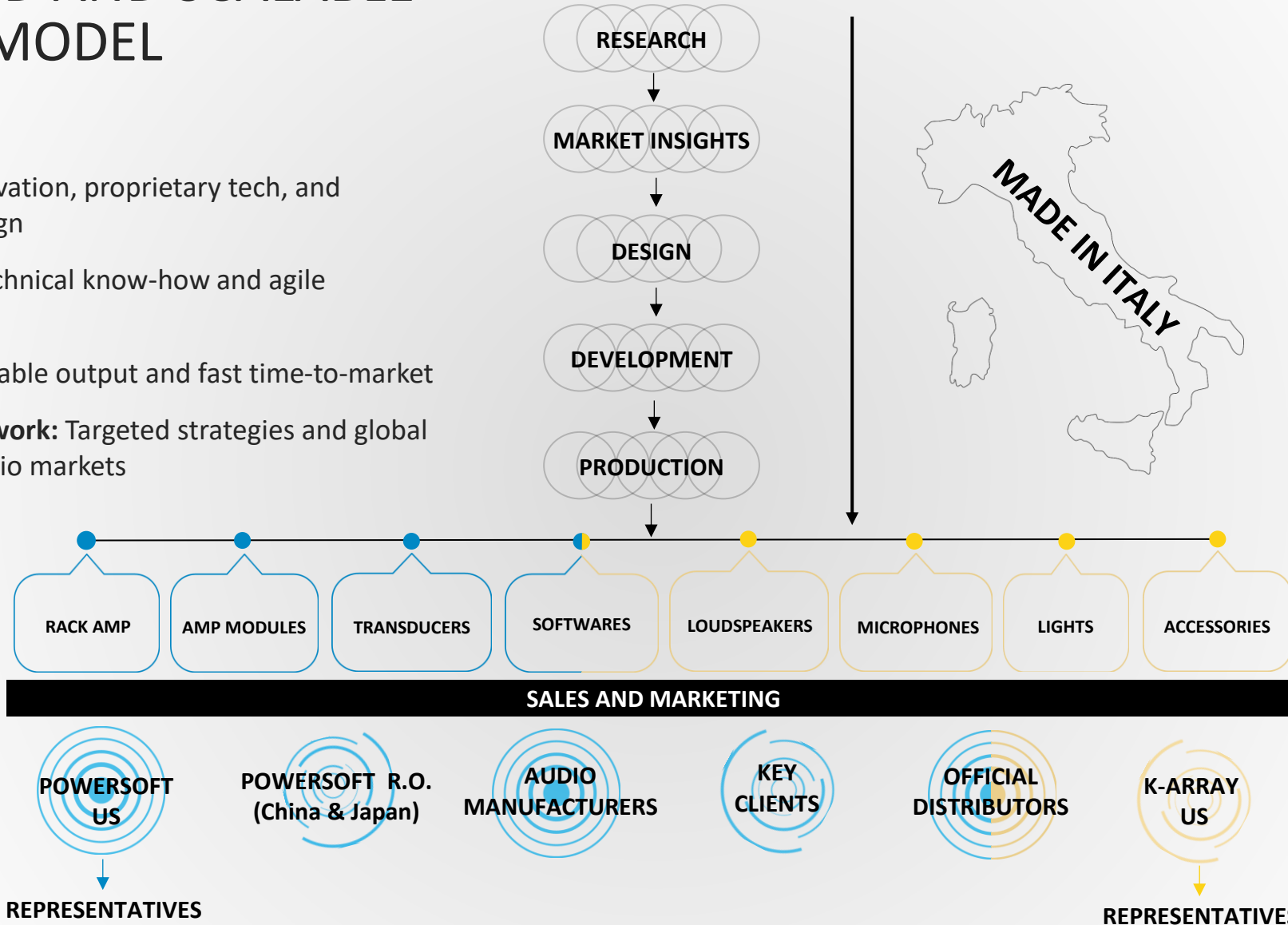
## CORE STRENGTHS

**Integrated R&D:** Innovation, proprietary tech, and versatile product design

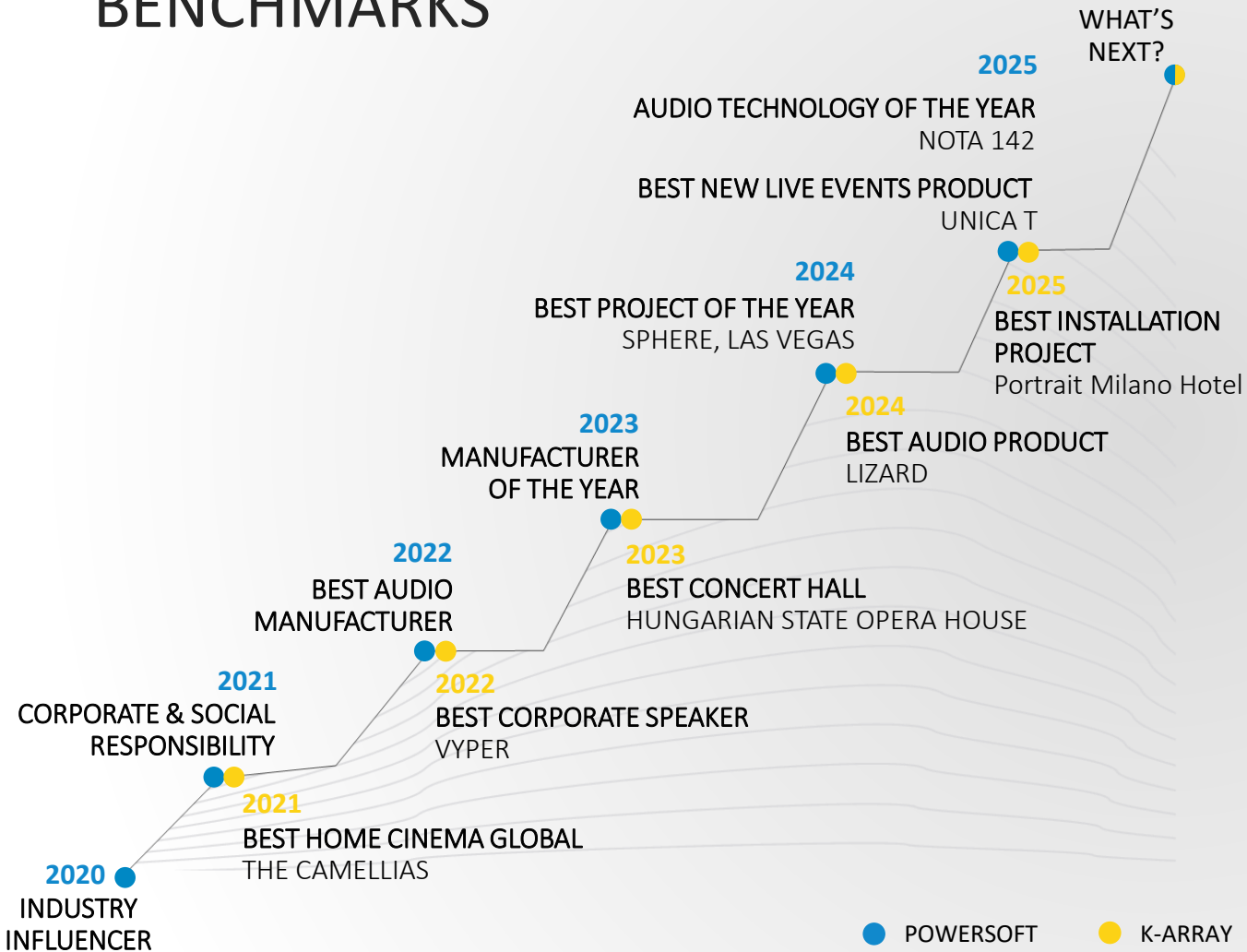
**Smart Purchasing:** Technical know-how and agile supply chain

**Lean Production:** Scalable output and fast time-to-market

**Diversified Sales Network:** Targeted strategies and global reach in premium audio markets



# REDEFINING THE PRO AUDIO INDUSTRY BY SETTING NEW BENCHMARKS



**CLAUDIO LASTRUCCI**  
Powersoft

**ALESSANDRO TATINI**  
K-Array

~50

INTERNATIONAL PATENTS

65

R&D PERSONNEL (23% OF EMPLOYEES)

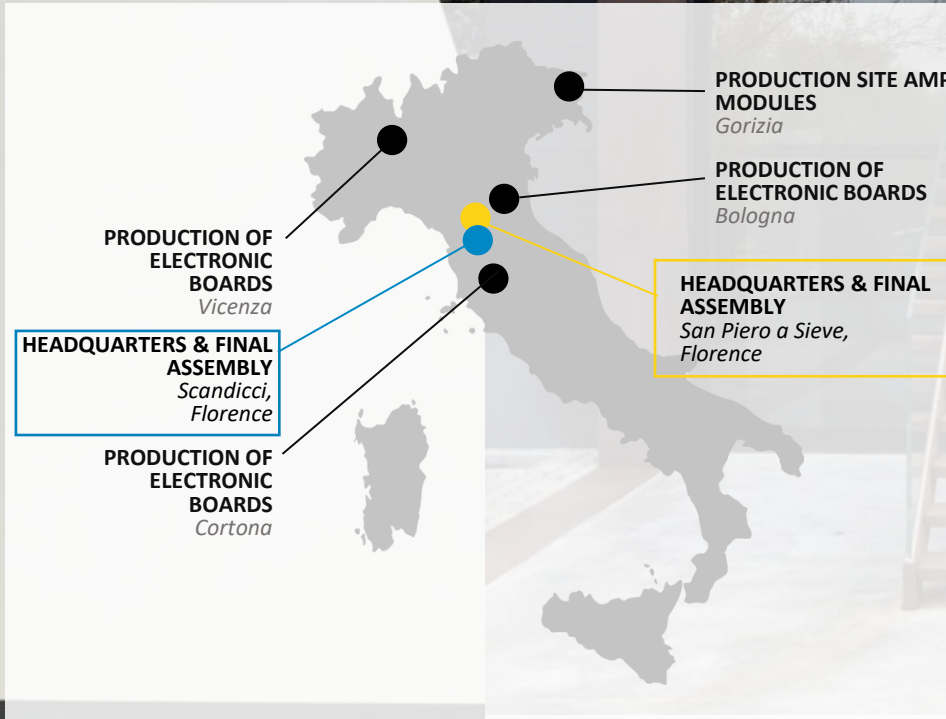
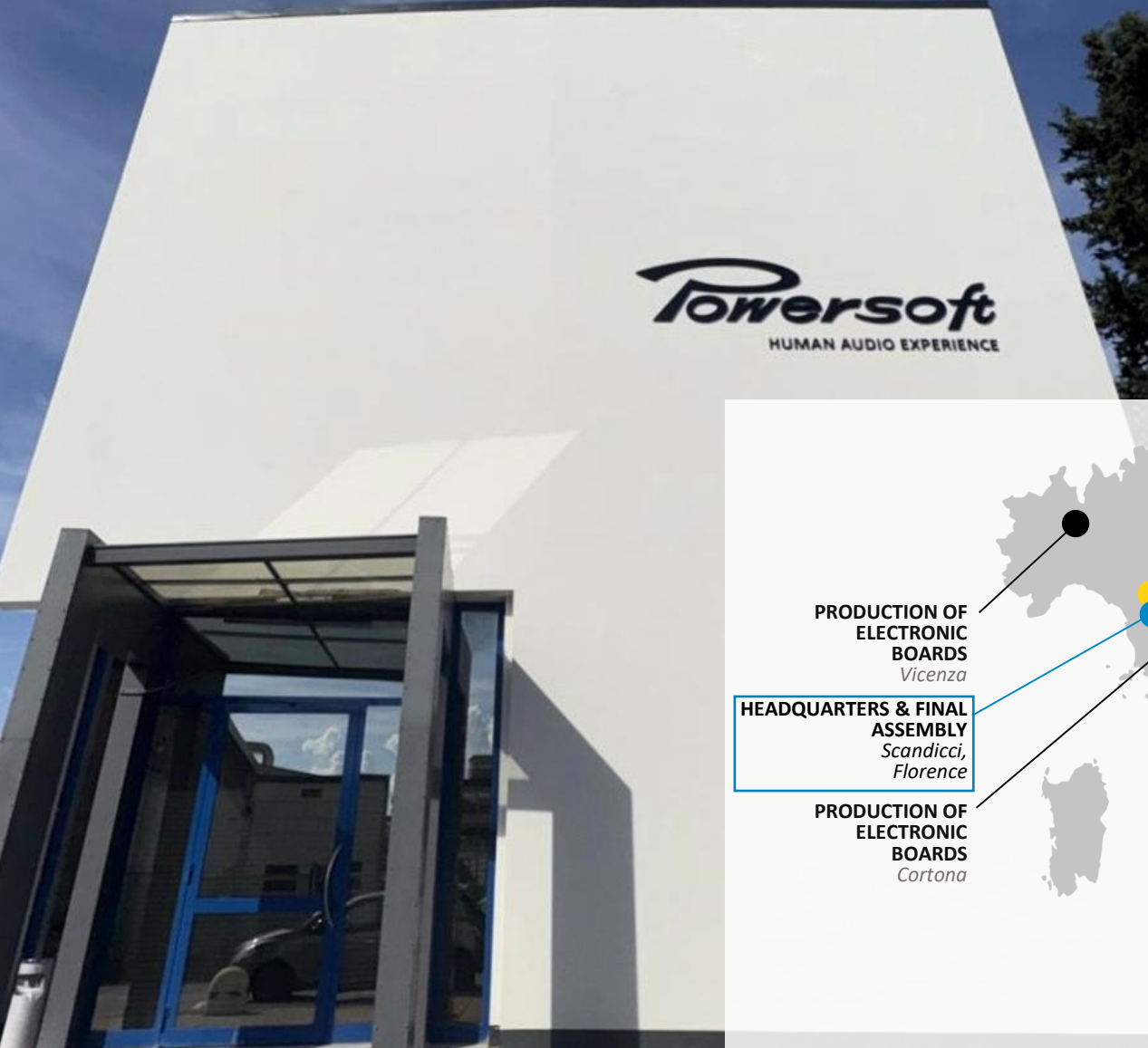
4.3M

4.4% OF REVENUES INVESTED IN R&D IN FY 2024



Powersoft's own growth accelerator to support new projects and innovative technologies.

# MADE IN ITALY EXCELLENCE



# ESTABLISHING PARTNERSHIPS WITH STRATEGIC PLAYERS

FORGING ALLIANCES WITH STRATEGIC STAKEHOLDERS STANDS AS A PIVOTAL TACTIC FOR EXPANDING INTO NEW MARKETS



Powersoft announced a technology partnership with **Ferrari S.p.A.**



Powersoft announced its contribution in the Immersive Sound of **Sphere** in Las Vegas



Powersoft announced a partnership with **Cohesion**, part of Clair Global Group, the biggest rental company in the world



K-array per Samsung **Luxury LED For Home Cinema**



**David Guetta** testimonial of K-array's sound solutions

# NEW POWERSOFT HQ

## HUMAN AUDIO EXPERIENCE CENTER

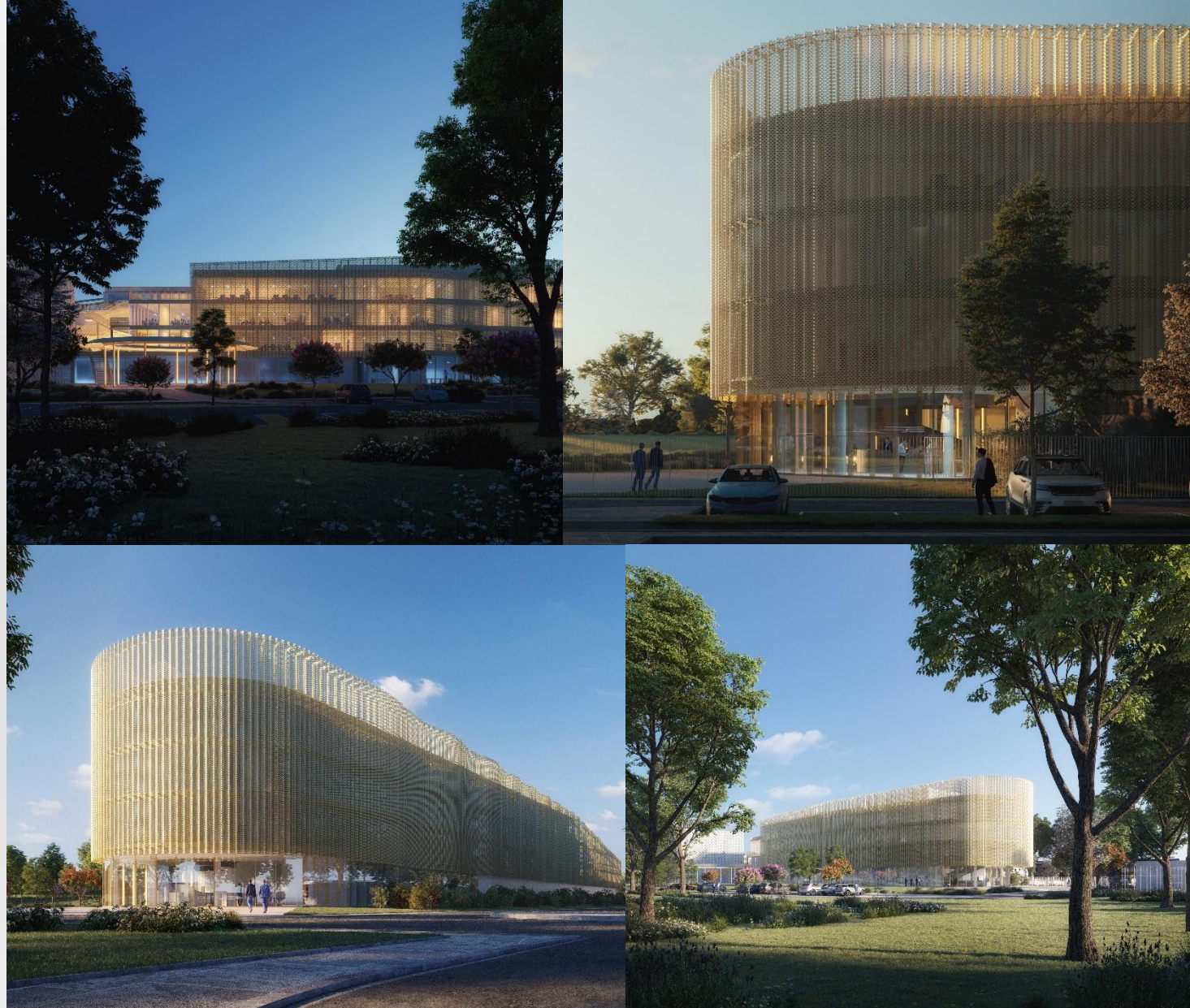
**Centralized Efficiency:** Enhanced collaboration and cost savings through unified corporate functions.

**Innovation Hub:** A global center for cutting-edge audio technology and development.

**Growth-Ready Design:** Built to support increasing workforce and operational demands.

**Sustainable Operations:** Energy-efficient technologies for reduced environmental impact.

**Collaborative Spaces:** Synergistic work environments promoting innovation and employee well-being.



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FOCUS ON MARKET TRENDS

# THE ITALIAN EXCELLENCE AT THE TOP OF HIGH-END PROFESSIONAL AUDIO MARKET

## AT THE TOP OF THE PYRAMID

- **Top Leader in the high-end professional audio market.**
- Globally recognized **market setter of cutting-edge products.**
- Serving a diversified range of clients, both **professional customers** and **manufacturers.**
- **Since 1995 as a forefront player in the market,** set to face future challenges and to exploit new opportunities.

**PRO AUDIO**  
Loudspeaker, Amplifiers, Mixer,  
DSP Transducer & others

*Powersoft*

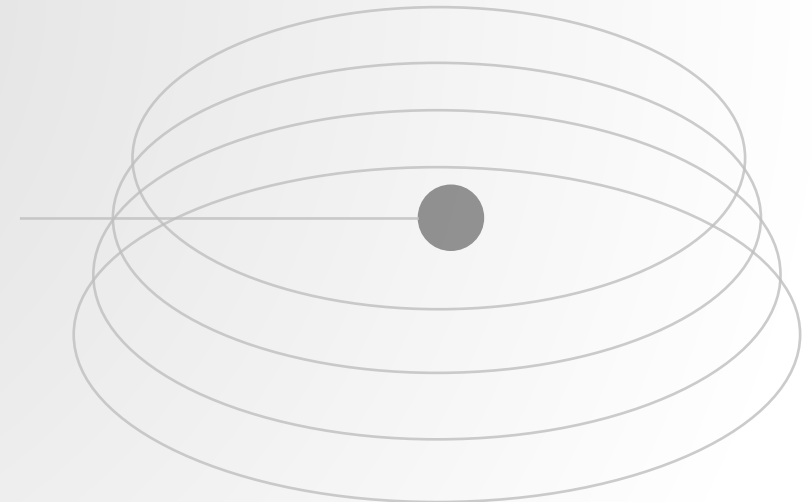
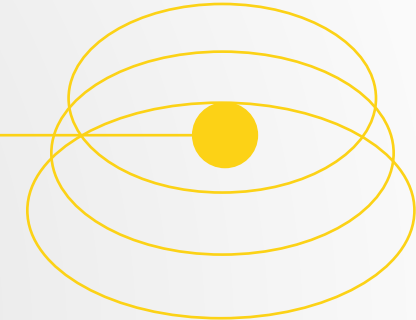
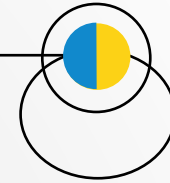
**K-ARRAY**  
Unique Audio Solutions

**MID MARKET (SEMI-PRO)**

Portable sound, Headset,  
microphones,  
Mixer Console & others

**MASS MARKET (CONSUMER)**

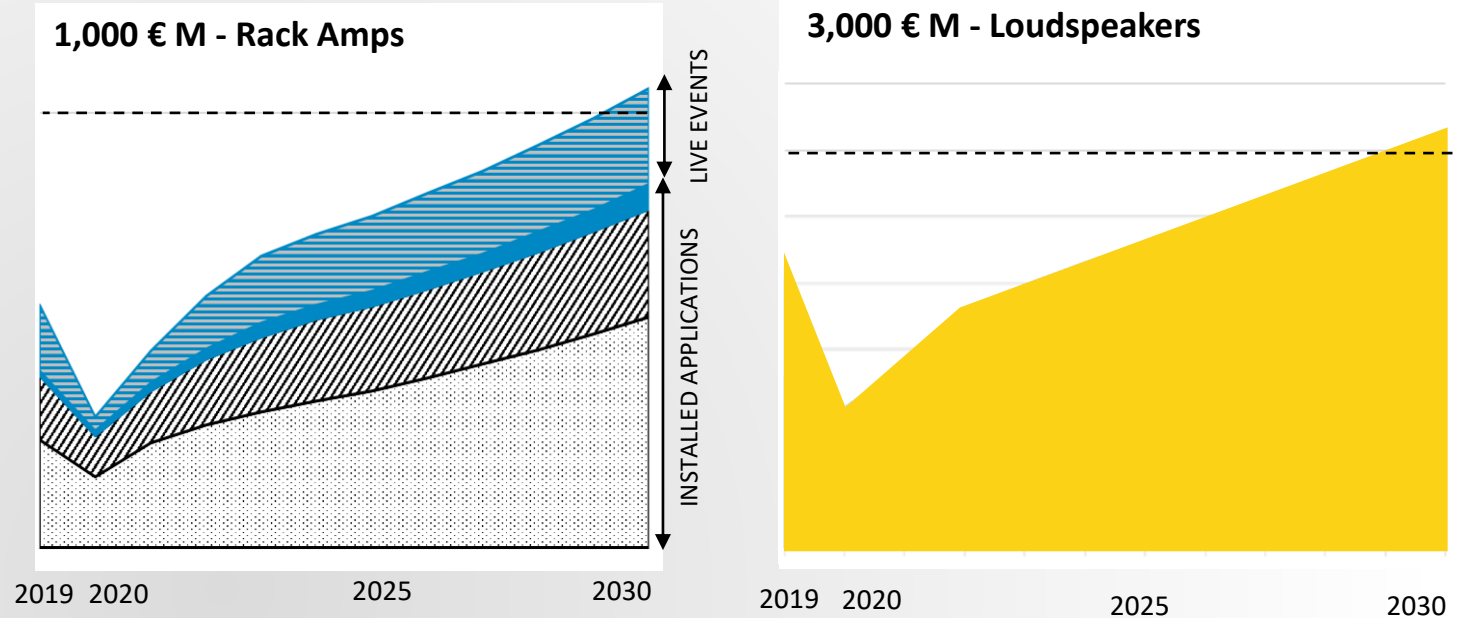
TV Speaker System, Headset, in ear  
audio set & others



# INCREASING FOCUS ON GROWING SEGMENTS

## REFERENCE MARKET FOR TARGET APPLICATIONS STEADILY GROWING IN NEXT 5 YEARS

- **Powersoft outperforming** vs market average in the past 3 years
- Company **stronger focus on installed business** allows **optimistic forecast** considering relevant market size and growth
- **Business opportunities** in immersive applications confirm brand strength and growing awareness in leisure installed vertical markets



- TOURING AND RENTAL:** GROWING DEMAND AFTER LONG SUFFERING
- IMMERSIVE APPLICATIONS:** GROWING QUICKLY, NICHE MARKET
- LEISURE APPLICATIONS:** SOLID GROWTH DUE TO LONG TERM PROJECTS FOR LARGE VENUES
- COMMERCIAL APPLICATIONS:** CONSTANT RELEVANT GROWTH EXPECTED IN THE NEXT FEW YEARS
- LOUDSPEAKERS MARKET SIZE:** STRONG DEVELOPMENT OUTLOOK OVER THE COMING YEARS

Data source: Powersoft elaboration based on primary research panels

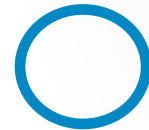
Data is related to reference market for Powersoft-branded rack amplifiers and transducers (modules excluded)

# A MARKET WITH ROOM FOR GROWTH AND CONSOLIDATION

Main market players for company size and level of vertical integration of products and offered services



COMPETITORS



COMPETITORS AND CLIENTS





# FOCUS ON POWERSOFT GROUP FINANCIALS

# H1 2025 GROUP RESULTS KEY FACTS

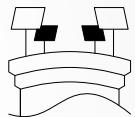


**Solid performance of Powersoft Group in H1 2025**, which also includes the consolidation for three months (April 1st - June 30) of K-Array, which contributed € 6.2 M to revenues and € 2.0 M to Adj. EBITDA for the period.

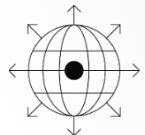


**Good performance of the main economic aggregates:**

- **Total Revenues at € 41.1 M** (+11.3% YoY)
- **Adj. EBITDA at € 11.5 M** (+15.6% YoY), sound **Adj. EBITDA margin** equal to **28.2%** from 27.2% in H1 2024
- **Net Profit at € 5.2 M** vs € 6.3 M in H1 2024 due to foreign exchange expense and costs from K-Array acquisition
- **NFP of € -51.4 M** due to the acquisition transaction and the payables to shareholders related to the dividend payment of € 10.5 M (0.82 €/share) settled on July 30, 2025.



**Significant growth in the North American market**, as the outcome of both the strategic measures implemented during 2024 and the decision to temporarily absorb the impact of tariffs, which helped offset weaker results in other regions, as Europe and China.



**Bright outlook thanks to solid long-term partnerships.**

# FOCUS ON H1 2025 INCOME STATEMENT

(thousands of Euro)

	30/06/2025	% on revenues	30/06/2024	% on revenues	% change
Revenues	40,651	100.0%	36,471	100.0%	11.5%
Other revenues	431	1.1%	438	1.2%	-1.6%
<b>Total Revenues</b>	<b>41,082</b>		<b>36,909</b>		<b>11.3%</b>
Cost of sales	(18,610)	-45.8%	(19,240)	-52.8%	-3.3%
Increases for internal work	871	2.1%	807	2.2%	8.0%
Commercial and marketing expenses	(5,306)	-13.1%	(3,064)	-8.4%	73.2%
General and administrative expenses	(9,033)	-22.2%	(6,947)	-19.0%	30.0%
<b>EBIT</b>	<b>9,003</b>	<b>22.1%</b>	<b>8,465</b>	<b>23.2%</b>	<b>6.4%</b>
Financial expenses	(1,884)	-4.6%	(161)	-0.4%	n.s.
Financial income	493	1.2%	372	1.0%	32.6%
<b>EBT</b>	<b>7,612</b>	<b>18.7%</b>	<b>8,676</b>	<b>23.8%</b>	<b>-12.3%</b>
Income taxes	(2,380)	-5.9%	(2,395)	-6.6%	-0.6%
<b>Net Result</b>	<b>5,232</b>	<b>12.9%</b>	<b>6,281</b>	<b>17.2%</b>	<b>-16.7%</b>

(thousands of Euro)

	30/06/2025	% on revenues	30/06/2024	% on revenues	% change
<b>EBIT</b>	<b>9,003</b>	<b>22.1%</b>	<b>8,462</b>	<b>23.3%</b>	<b>6.4%</b>
Amortization	1,959	4.8%	1,444	4.0%	35.6%
Provisions	144	0.4%	-	0.0%	-
<b>EBITDA</b>	<b>11,106</b>	<b>27.3%</b>	<b>9,906</b>	<b>27.2%</b>	<b>12.1%</b>
<b>Adjusted EBITDA</b>	<b>11,453</b>	<b>28.2%</b>	<b>9,906</b>	<b>27.2%</b>	<b>15.6%</b>

- **Total Revenues** at € 41.1 M, **+11.3%** compared to € 36.9 M in H1 2024, driven by K-Array acquisition, which contributed € 6.2 M to revenues, and by the growth of U.S. market.
- **Cost of sales:** € 18.6 M, a **decrease of 3.3%** vs H1 2024 thanks to (i) a more advantageous product mix sold, (ii) higher sales price lists and (iii) the inclusion in the consolidation period of K-Array, which has a lower cost of sales impact.
- **Commercial and marketing expenses and G&A** increased YoY due to the inclusion of K-Array in the consolidation period, extraordinary one-off expenses related to the acquisition, and strengthening of the structure.
- **Adj. EBITDA:** € 11.5 M, **+15.6%** compared to € 9.9 M in H1 2024, with a € 2.0 M K-Array contribution.  
**Adj. EBITDA Margin 28.2%**
- **EBIT:** € 9.0 M, up slightly vs € 8.5 M in H1 2024  
**EBIT Margin 22.1%**
- **Financial expenses** increased due to interests on the loan taken out for the acquisition and the adverse impact of exchange rate fluctuations during the reporting period.
- **Net result:** € 5.2 M vs € 6.3 M in H1 2024

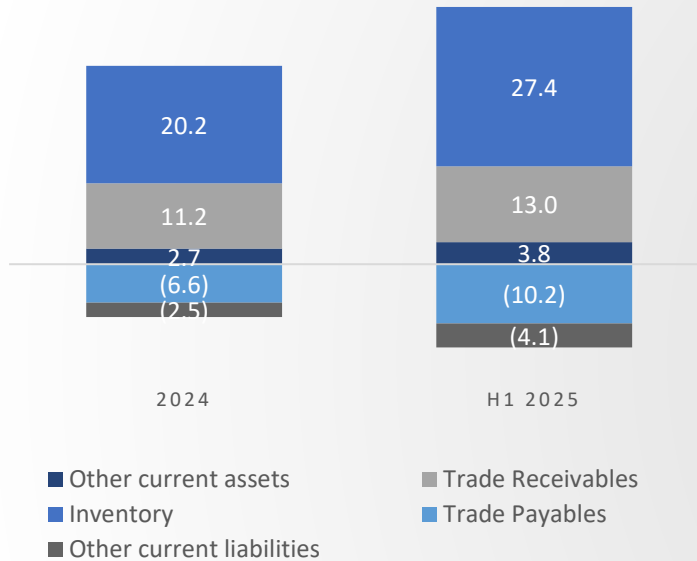
# FOCUS ON H1 2025 BALANCE SHEET

(thousands of Euro)	30/06/2025	31/12/2024	Change	% change
Tangible fixed assets	2,047	1,674	373	22.2%
Assets from right of use	7,516	1,012	6,504	n.s.
Intangible fixed assets	6,364	2,249	4,115	n.s.
Financial fixed assets	1,273	-	1,273	0.0%
Goodwill	44,838	-	44,838	0.0%
<b>Fixed capital</b>	<b>62,038</b>	<b>4,935</b>	<b>57,103</b>	<b>n.s.</b>
Inventory	27,428	20,212	7,216	35.7%
Trade receivables	12,975	11,206	1,768	15.8%
Other current assets	3,799	2,660	1,139	42.8%
Trade payables	(10,247)	(6,649)	(3,598)	54.1%
Other current liabilities	(4,144)	(2,471)	(1,673)	67.7%
<b>Net working capital</b>	<b>29,811</b>	<b>24,959</b>	<b>4,852</b>	<b>19.4%</b>
Other non-current assets (liabilities)	(2,362)	(1,465)	(897)	61.3%
<b>Net capital employed</b>	<b>89,487</b>	<b>28,430</b>	<b>61,058</b>	<b>n.s.</b>
Cash and cash equivalents	15,443	7,504	7,939	105.8%
Financial assets	5,919	5,833	86	1.5%
Non-current financial liabilities	(48,247)	(392)	(47,855)	n.s.
Non-current financial liabilities from rights of use	(6,423)	(265)	(6,158)	n.s.
Current financial liabilities	(16,997)	(1,753)	(15,243)	n.s.
Current financial liabilities from rights of use	(1,117)	(774)	(343)	44.3%
<b>Net financial position</b>	<b>(51,422)</b>	<b>10,153</b>	<b>(61,575)</b>	<b>n.s.</b>
Share capital	(1,345)	(1,313)	(32)	2.5%
Reserves	(31,489)	(24,924)	(6,564)	26.3%
Profit (loss) for the period	(5,232)	(12,346)	7,114	-57.6%
<b>Total equity</b>	<b>(38,066)</b>	<b>(38,583)</b>	<b>517</b>	<b>-1.3%</b>
<b>Total sources</b>	<b>(89,487)</b>	<b>(28,430)</b>	<b>(61,058)</b>	<b>214.8%</b>

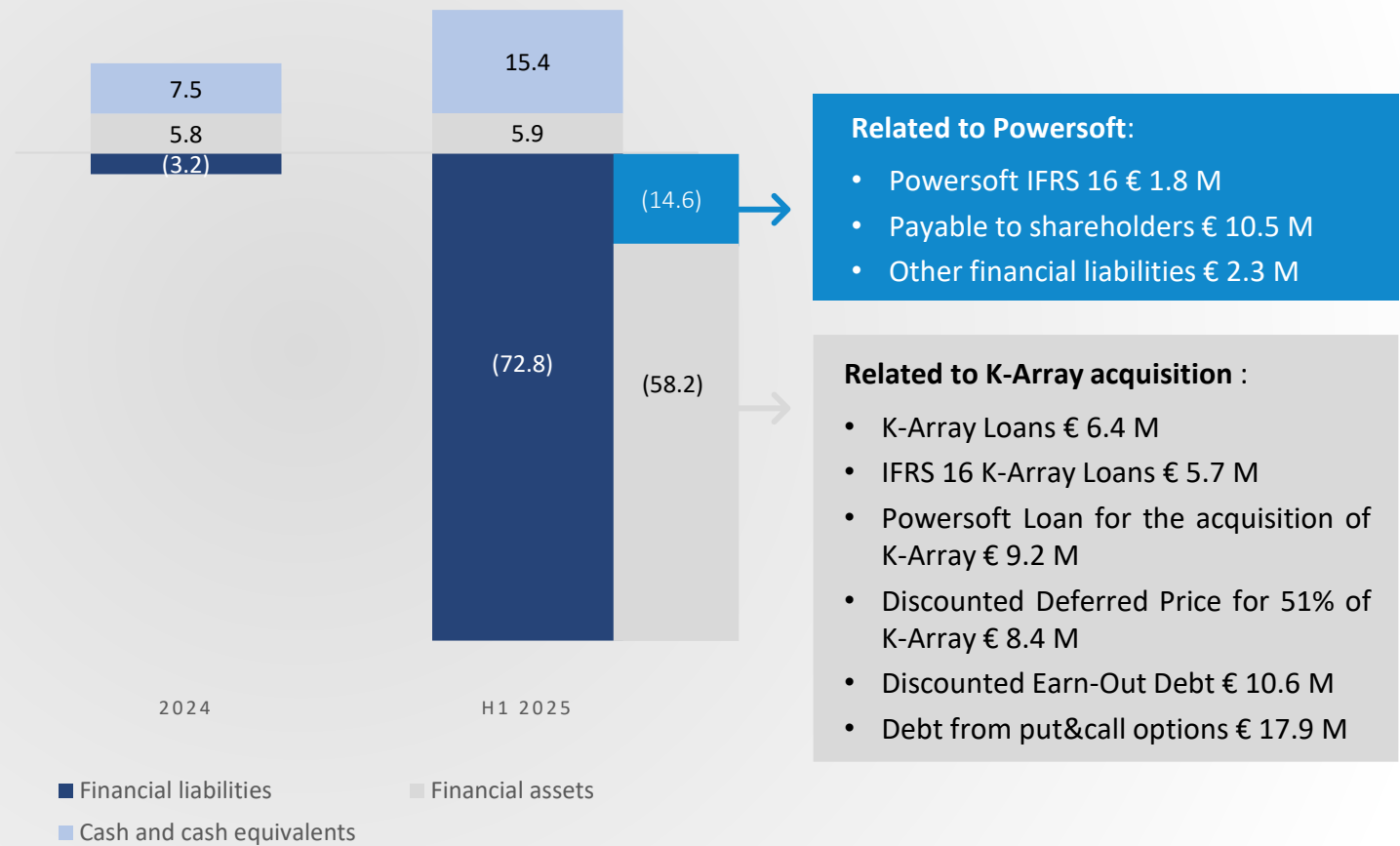
- **Fixed Capital: € 62.0 M** strongly increased mainly due to:
  - the provisional goodwill arising from the purchase of K-Array;
  - the increase in assets from right of use and intangible fixed assets, resulting from the consolidation of K-Array.
- **Net working capital: € 29.8 M** increased YoY due to the consolidation of K-Array, whose balance sheet structure reflects a different ratio of current assets to current liabilities.
- **Net Financial Position: € -51.4 M** composed by:
  - Cash and cash equivalents of € 15.4 M;
  - Portfolio securities of € 5.9 M;
  - Financial liabilities of € 72.8 M, referring mainly to:
    - payables and liabilities arising from the acquisition of K-Array;
    - payables to shareholders related to the dividend payment of € 10.5 M (0.82 €/share) approved by the Shareholders' Meeting on April 16, 2025 and settled on July 30, 2025.

# SOUND BALANCE SHEET

## NET WORKING CAPITAL €/M



## NET FINANCIAL POSITION €/M



**NWC at € 29.8 M** in H1 2025 vs € 25.0 M in FY 2024 because of the consolidation of K-Array, whose balance sheet structure reflects a different ratio of current assets to current liabilities.

The background of the page is a complex, abstract pattern of thin, light gray lines. These lines are arranged in a series of overlapping, concentric, and slightly irregular circular or wave-like shapes that create a sense of depth and movement, resembling a stylized globe or a series of ripples.

APPENDIX

# GOVERNANCE

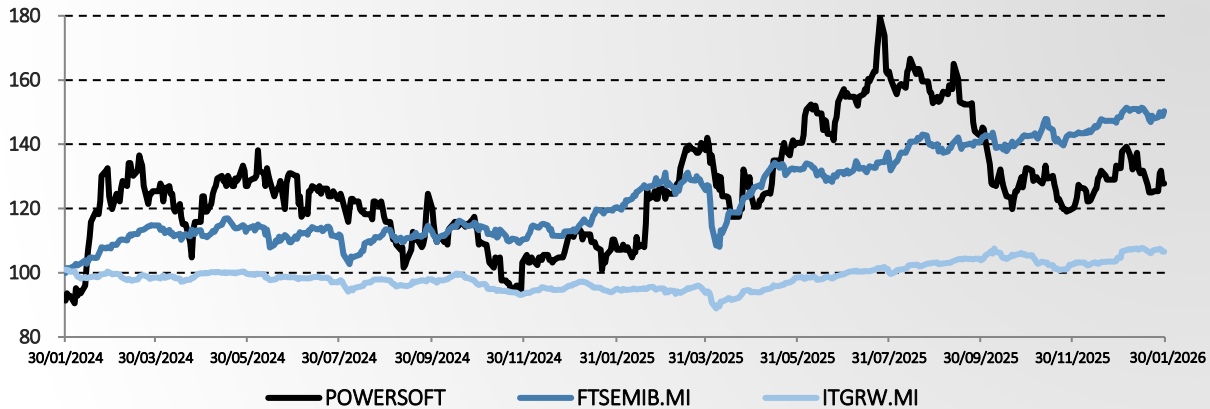
## BOARD OF DIRECTORS



## BOARD OF STATUTORY AUDITORS



## STOCK FIGURES



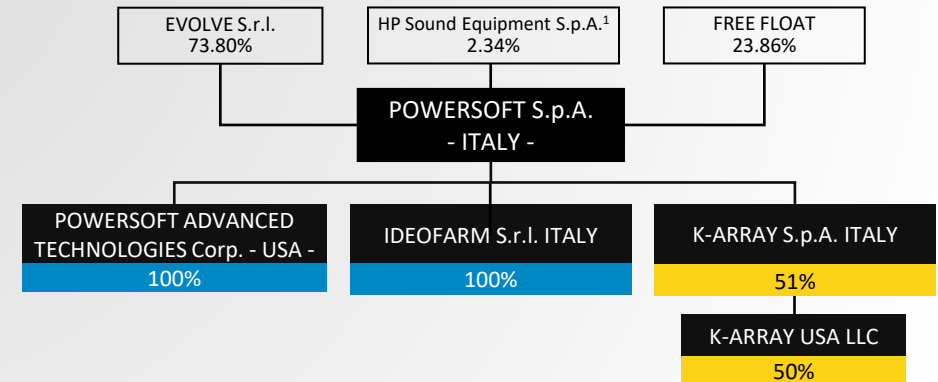
**IPO:** 17/12/2018  
**Shares:** 12,844,964  
**Market:** Euronext Growth Milan

**Price (30/01/2026):** € 16.10  
**Market Cap (30/01/2026):** ≈€ 207 M  
**Average Daily Volume YTD:** ≈ 1.8 K

AUDIT FIRM



## SHAREHOLDINGS AND GROUP ORGANIZATION CHART



## NOTABLE ARTISTS AND FESTIVALS WHO CHOOSE POWERSOFT

- AC/DC
- Andrea Bocelli
- Beyoncé
- Black Eyed Peas
- Bruno Mars
- Calvin Harris
- Caparezza
- Coldplay
- David Guetta
- Drake
- Ed Sheeran
- Elton John
- Eminem
- Foo Fighters
- Iron Maiden
- Jamiroquai
- Jay-Z
- Justin Timberlake
- Katy Perry
- Kendrick Lamar
- Lady Gaga
- Laura Pausini
- Madonna
- Martin Garrix
- Metallica
- Muse
- Radiohead
- Red Hot Chili Peppers
- Shawn Mendes
- Sia
- Taylor Swift
- The Rolling Stones
- The Weeknd
- U2
- Vasco Rossi
- Zucchero
- Burning Man
- Coachella
- Electric Daisy Carnival
- Eurovision Song Contest
- Glastonbury Festival
- Les Dunes Electroniques
- Lollapalooza
- Rock in Rio
- Rockin' 1000
- Roskilde Festival
- Tomorrowland
- Ultra Music Festival
- And many more...

## SOME OF OUR INSTALLATIONS AROUND THE WORLD

- Allianz Arena
- Arena Corinthians
- Audi Dome
- Beijing National Stadium
- Beiteddine Palace
- Burberry
- CERN
- City of Dreams
- Club Cubic
- Domino's Pizza
- Dortmund Stadium
- Estadio BBVA Bancomer
- Fiserv Forum
- Gelora Bung Karno Stadium
- Google Campus
- Grand Theatre de Quebec
- Hard Rock Stadium Miami
- La Cigale
- Las Vegas Sphere
- Madison Square Garden
- McDonald's
- Mercedes-Benz Stadium
- NRG Stadium
- Pala Alpitour
- PPG Paints Arena
- Qudos Bank Arena
- Red Bull Arena
- Royal Albert Hall
- Royal Danish Opera House
- Sapporo Dome
- Scotiabank Arena
- Singapore Sports Hub
- Staples Center
- Sydney Opera House
- T-Mobile Arena
- Wembley Stadium
- And many more...

# SOME OF K-ARRAY INSTALLATIONS AROUND THE WORLD

## RESIDENTIAL

- THE CAMELLIAS INDIA
- DAVID GUETTA'S HOUSE MIAMI
- SPRING PONDS UK
- ICEBERG CANADA
- BURTON'S HOUSE CANADA
- AIRA'S HOUSE MALAYSIA
- RICHARD BRANSON'S HOUSE BVI
- 32 WATCH WAY
- ST BARTH'S

## RESTAURANTS AND CAFES

- THE MAINE MAYFAIR LONDON
- SA CAPELLA IBIZA
- DANIEL BOULUD NY
- MEDUZA MEDITERRANIA NY
- REINÉ & LA RUE MELBOURNE
- GUCCI GARDEN
- THE SAVOY GRILL
- BEAUTY & ESSEX LAS VEGAS
- QASR AL SULTAN DUBAI
- STANDARD DINING CLUB BRASIL
- MIGAS BEIJIN
- SOUK MADINAT BOARDWALK
- BAYSIDE MIAMI
- NOBU & ARMANI MILANO

## CRUISE SHIPS

- VIKING
- DISNEY
- COSTA ATLANTICA
- COSTA PACIFICA
- P&O PACIFIC ADVENTURE

## BROADCAST STUDIO

- THE VOICE
- X FACTOR
- CHINA CCTV CENTER
- FIFA WORLD CUP DOHA
- F1 MEDIA
- FOX SUPERBOWL - US

## CORPORATE

- TIK TOK CHINA
- GOOGLE
- META
- LUXOTTICA ITALY
- JLL SINGAPORE
- SABIC SAUDI
- PFIZER NY
- ARMSTRONG HQ
- LEFT LANE CAPITAL
- PAVION
- DELOITTE BOSTON
- RED BULL HQ AUSTRIA

## CORPORATE PRESENTATION

# TOP POWERSOFT PRODUCTS

UNICA  
PLATFORM



Third-generation amplifier platform

# TOP K-ARRAY PRODUCTS

RUMBLE



Ultra-compact and powerful bass system

MEZZO



Compact half rack unit amplifier

VYPER



Ultra-flat loudspeaker line

DC-RIDER



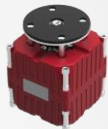
DC-powered compact OEM amplifier

PINNACLE



Integrated, self-powered, lightweight, plug and play speaker systems

MOVER



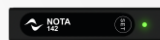
Patented low-frequency transducer

ANAKONDA



Lightweight and able to take any form revolutionary speaker

NOTA 142



Ultra-compact PoE/PoE+ amplifier

LYZARD



Compact speakers without compromising the aesthetics or the sound

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It should be noted that the audit of the Draft Financial Statements has not yet been finalised and that the Independent Auditors' Report will therefore be made available within the terms required by law. It should be also noted that Income Statement and Balance Sheet shown in this Presentation are reclassified and not subject to audit by the Independent Auditors.”



Powersoft S.p.A.  
Via Enrico Conti,5  
50018 Scandicci  
 [www.powersoft.com](http://www.powersoft.com)



Euronext Growth Advisor  
Banca Finnat  
+39 39 06 69933215

Specialist  
Banca Profilo S.p.A.  
+39 02 584081

Corporate Broker  
Alantra Capital Markets  
+39 02 63671601



IR Manager  
Massimo Ghedini  
[ir@powersoft.com](mailto:ir@powersoft.com)  
Ph. +39 055 7350230

IR Advisor  
Vincenza Colucci – CDR Communication  
[vincenza.colucci@cdr-communication.it](mailto:vincenza.colucci@cdr-communication.it)  
M. +39 335 6909547  
Eleonora Nicolini – CDR Communication  
[eleonora.nicolini@cdr-communication.it](mailto:eleonora.nicolini@cdr-communication.it)  
M. +39 333 9773749