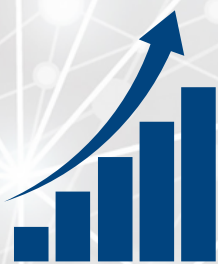


2023

ANNUAL PROGRESS REPORT





+22%

Business growth of the last year.



37

The countries where we are present.



PRODUCTION

Production workforce increased during 2023

THE GROWTH

NUMBERS

Comparing the turnover for the years 2021, 2022 and 2023, **the growth during the last year is evident (+22%)**.

This company growth makes us particularly proud since it occurred only thanks to our **internal financial resources**.

 **Evaluation Ratio¹: 82%**

1. CERVED EU-CERTIFIED RATING AGENCY THAT ASSESSES THE CREDIT WORTHINESS OF NON-FINANCIAL COMPANIES.

NEW PEOPLE

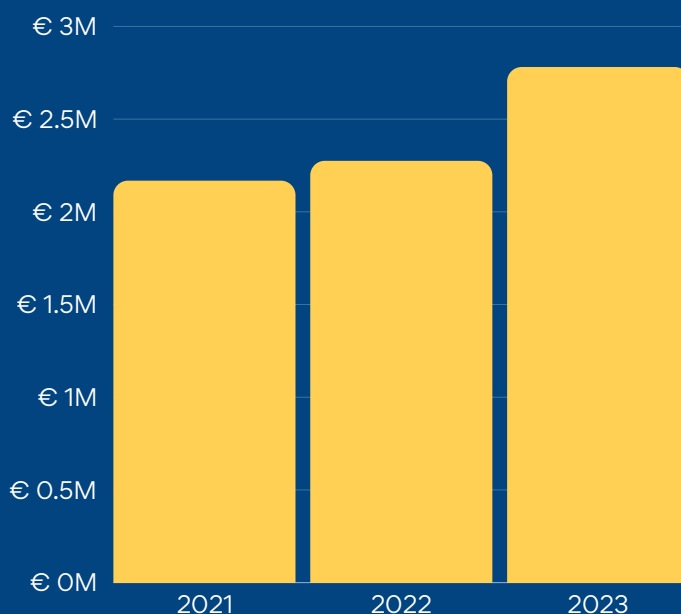
During 2023 Ambra Sistemi saw a **growth in foreign markets**; this business expansion was also made possible thanks to the presence of two new team members: **Carlos Pinelo**, based in Guatemala who serves customers in North, Centre and South America, and **Cai Weiguo**, based in Singapore, who serves customers in South Est Asia.

Our new collaborators were chosen for their experience in medical and industrial gases sector, and for their market knowledge.



CAI WEIGUO, CARLOS PINELO E MASSIMILIANO SABBATINI
(BUSINESS DEVELOPMENT MANAGER
IN AMBRA SISTEMI).

2023 = € 2.781.948



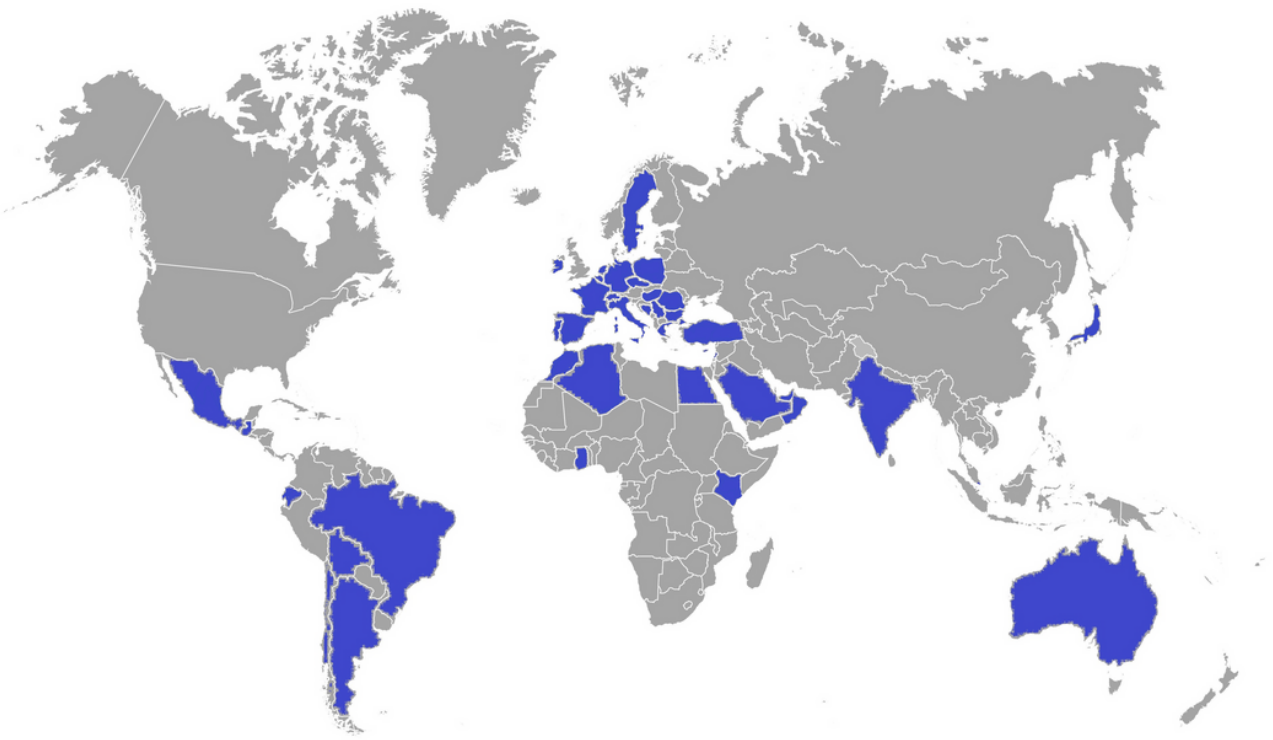
CUSTOMERS GROWTH

In recent years, the **number of customers and their loyalty** towards our company have **increased**.

We attribute this growth to our constant desire to get better the **reliability and to the ease of installation** of AMBRA Sistemi's devices.

2023 = +10%

THE COUNTRIES WHERE WE ARE PRESENT



THE COMMERCIAL PRESENCE OF AMBRA SISTEMI IS CONSTANTLY EXPANDING; WE ARE PRESENT IN 37 COUNTRIES AROUND THE WORLD.

Most of our customers are located abroad, this shows that **telemetry and digitalization are widespread needs** throughout the world. Our export market allows us to acquire a certain **know-how on the management of international customs dynamics, allowing safe and fast shipments.**

In AMBRA Sistemi languages are important; we speak Italian, English, Spanish and French, in this way we are able to give commercial and technical assistance to all and world wide customers.



THE INCREASE OF PRODUCTION

At AMBRA Sistemi, the **production is highly specialized**, given the strong technological component present in our products.

Our production is supported by quality suppliers able to guarantee high quantity and quality of goods. However the most critical processes as the design, the final quality control, the customer care as well as the intellectual property of the developed devices, are kept in the company.

Units are provided internally and tests on them are not statistical but based on each individual device.

THE IMPROVEMENTS MADE:

- Hiring **new human resources** to meet growing demand.
- Improvements in traceability and procedural flows, thanks to the integration of a **new CRM system**.
- **Improved workspace** for an greater production capacity.

A LOOK AT THE FUTURE

FUTURE PLAN

Despite the satisfaction achieved by reaching the 2023 results, **the goal of 2024 is to focus on business growth by an expansion into new worldwide territories and by the development of new technological devices.**

We will continue **to improve production process** to satisfy the growing market demand.

NEW PRODUCTS

The main mission of AMBRA Sistemi is to make **technological innovation**, through an highly qualify research and development team who is constantly updated on the latest technologies to find and invent devices who solve the needs of our customers.

After the critical issues that emerged globally with Covid, the need to secure oxygen storage in hospitals has become increasingly widespread. For this reason, products such as telemetry applied to the monitoring of cryogenic tanks, particularly those in use for the supply of medical oxygen, have allowed us to enter in new markets.

One of 2024's goals is the **increase our telemetry for monitoring cryogenic tanks in the industrial sector.** This will be done by new telemetry devices, with reduced dimensions and weight,



created with the aim of further optimizing production and transport costs, especially for our international customers.

Among this year's innovations, the **new syntetic medical air mixer** will be strongly promoted. The system is characterized by a strong presence of integrated automation which will simplify the layout, with consequent reduction in maintenance activities and greater remote control.