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Finanzauto >

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SITECH

STET >

Teknoxgroup 🏞

THE STRENGTH OF TOGETHER

TESYA is an international group of 19 companies with the same strong values and local roots in 15 countries. From construction equipment, cogeneration plants and warehousing equipment to marine propulsion and on-road logistics, our companies design, sell, rent and maintain advanced custom solutions, benefiting from a shared vision and robust synergies.

ALFAPROJECT.NET, CGT, CGTE, CGT TRUCKS, CLS, FINANZAUTO, FINANZAUTO RENTAL, SITECH, STET e TEKNOXGROUP, the subholding of companies operating in the Balkans: this is TESYA, a group with nearly 90 years' experience, a world-leading portfolio of products and services, more than 3,000 employees in 95 locations and a single purpose: to power the growth of people, business and communities.

We achieve this by being an entrepreneurial partner, by offering innovative integrated solutions that support our customers to achieve their goals faster, more effectively and more efficiently, by inspiring others through clear leadership and by working with the best people and brands. All our solutions are all built around the products of global leaders in their fields – Caterpillar, DAF, Komptech, Sandvik, Hyster, MAFI, HSM, Agilox, Kivnon and Yaskawa – complemented by customized advanced services.

The value of the services and solutions we offer is rooted in the support and training we provide our people to give their best, working with passion, quality and commitment in a tightly integrated community with a strong culture of belonging, solid teamwork and measurable intercompany synergies.

FACTS AND FIGURES



TESYA's numbers speak for themselves, providing a solid overview of our group worldwide. However, in order to better illustrate who we are and what makes us tick, we like to show how the way we work makes a world of difference for our customers. Hence, our facts and figures are followed by concrete examples of solutions and case histories that demonstrates how we power the growth of people, business and communities.

Group organization

95 branches

mobile workshops

logistics hubs

2nd level dealers

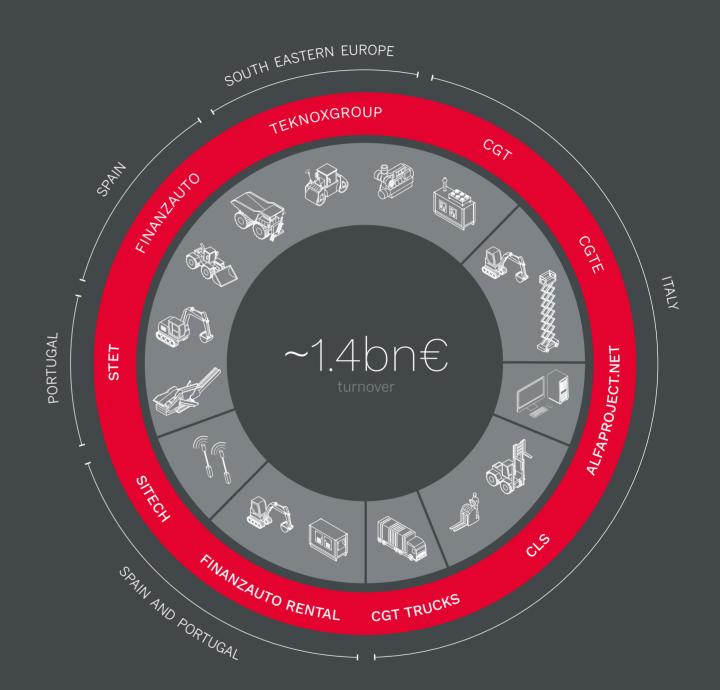
Market penetration

10,000 units sold per year

120,000 installed bases (units)

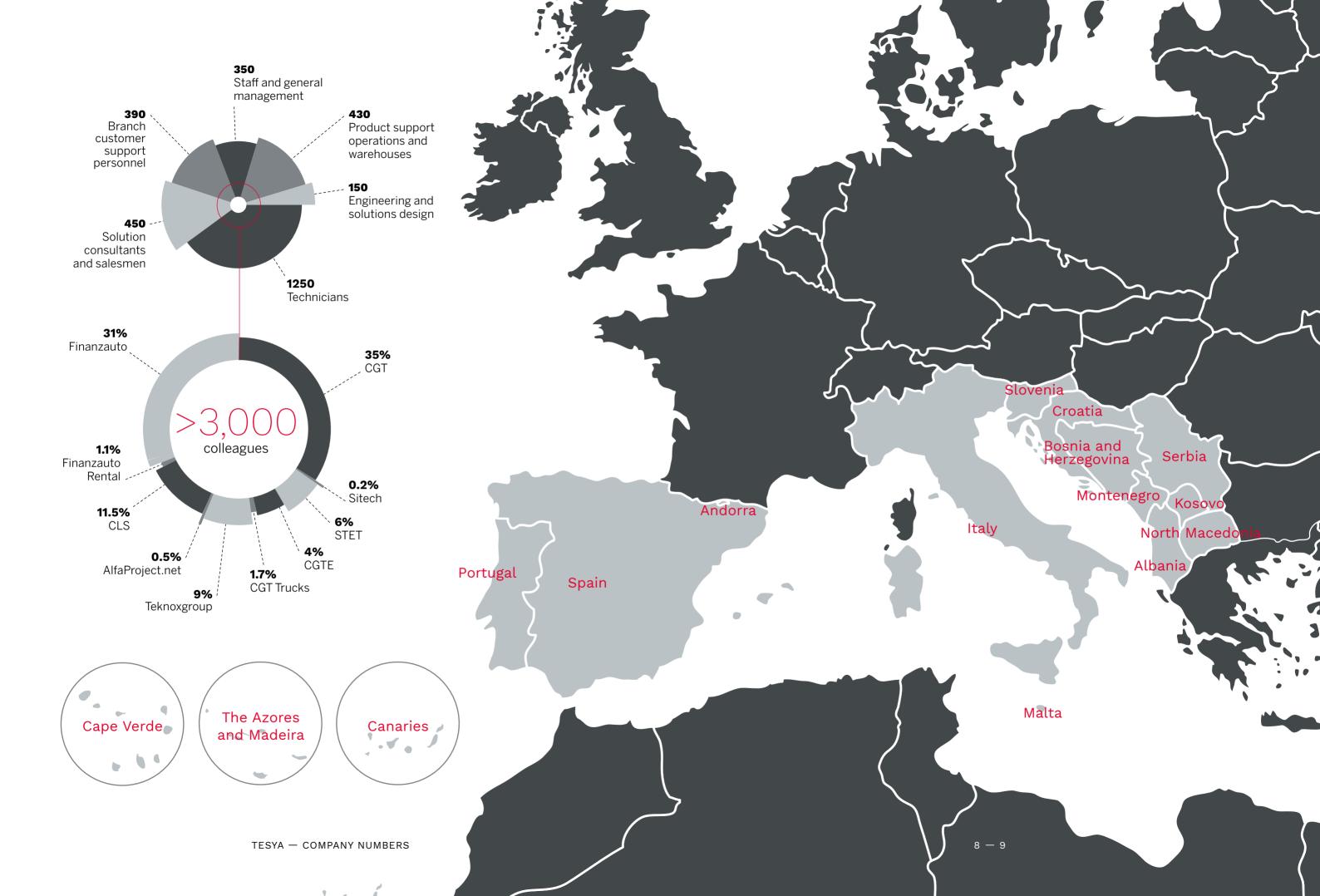
20,500 remotely monitored assets

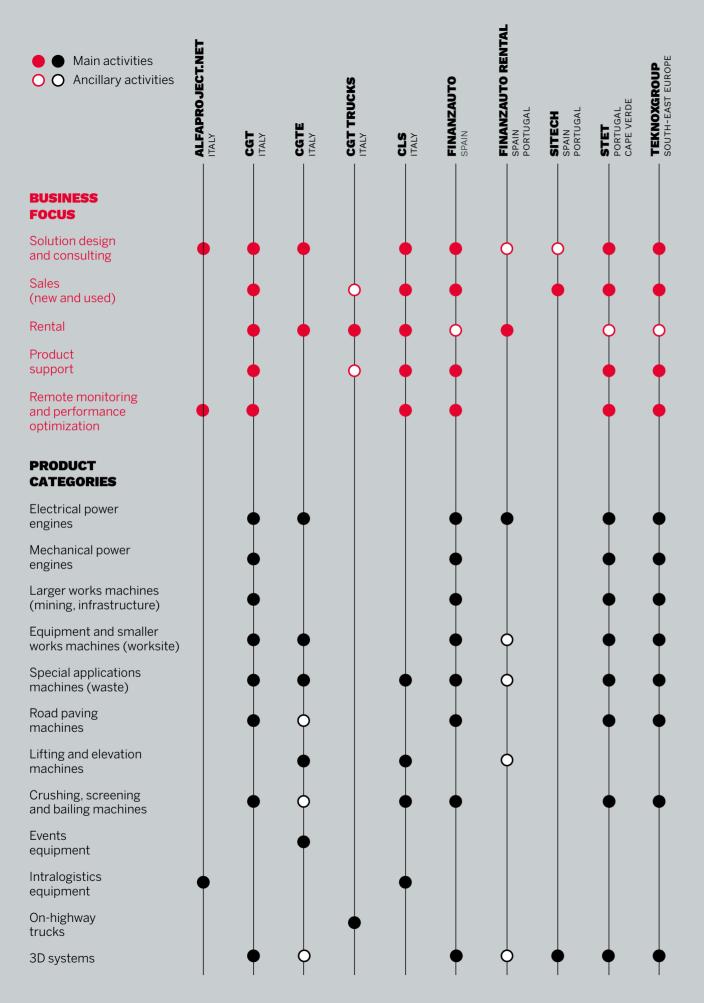
5,000,000 spare parts delivered (per year)



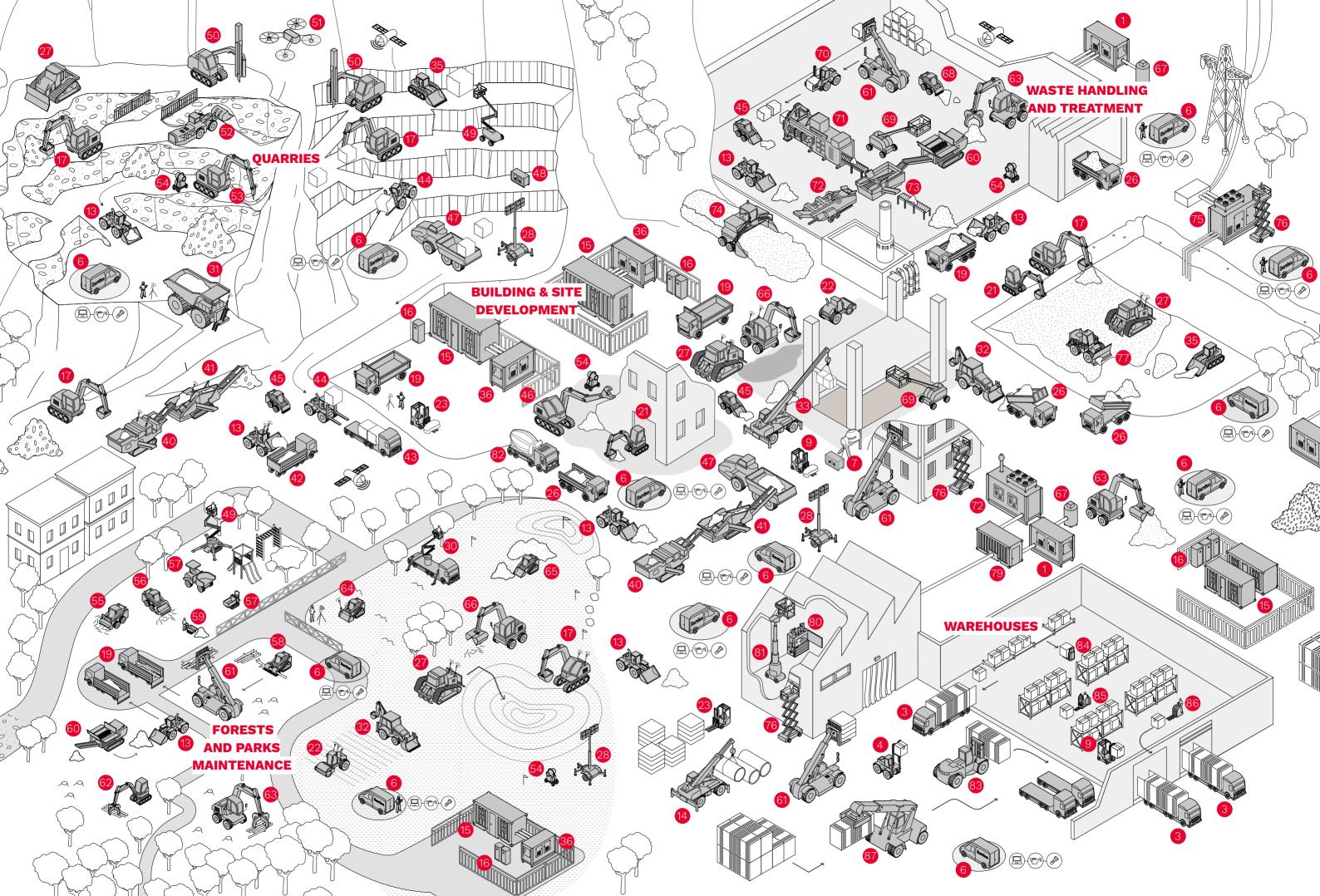
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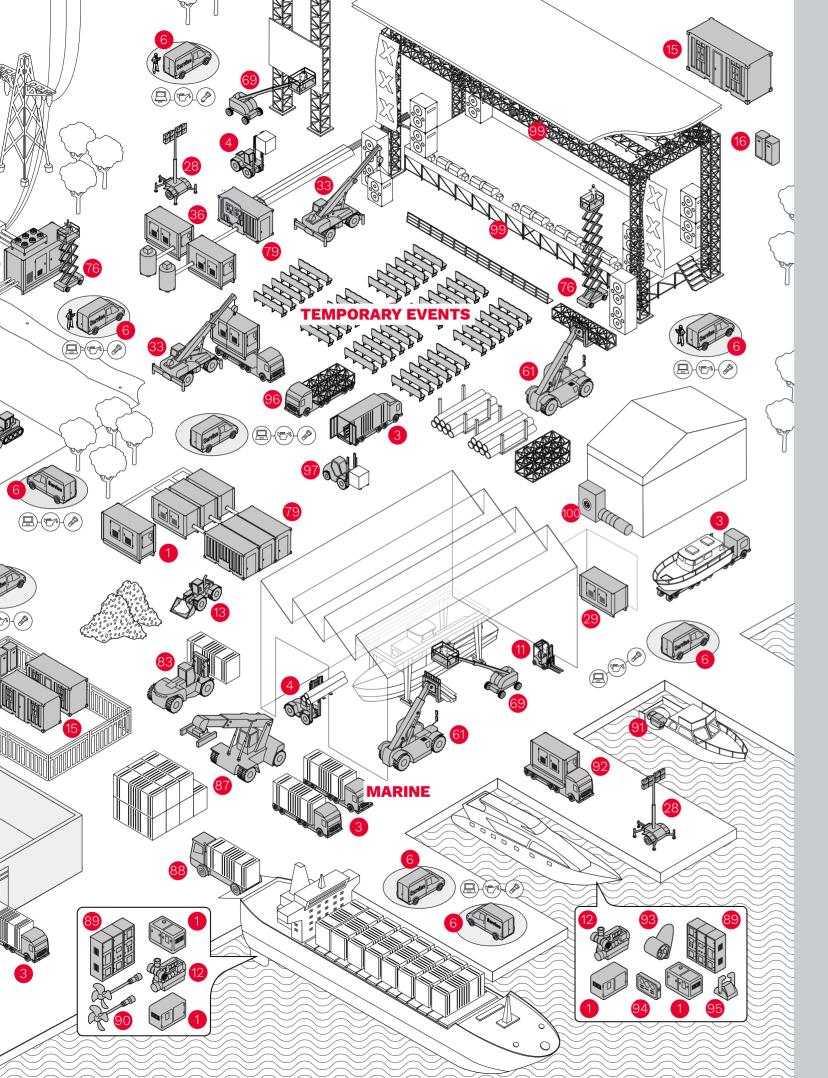
TESYA — COMPANY NUMBERS





OIL & GAS





01 Standby generator set 51 Drone O2 Gas generator sets 52 Underground mining loader 03 Tractor trailer 53 Excavator with hammer 04 Big truck 54 Dust suppression 05 Fire pump 55 Mini-excavator with mulcher 06 Service van 56 Compact track loader with mulcher 07 Generator set 57 Mini dumper 58 Compact track loader with millyard fork 08 Industrial engine 09 Electric forklift truck 59 Mini dumper 60 Shredder 10 Prime power generator sets 11 Diesel forklift truck 61 Telehandler 12 Engine 62 Material handling mini excavator 13 Wheel loader 63 Material handling excavator 14 Rough terrain crane 64 Compact track loader with laser blade 15 Mobile structures 65 Compact track loader 16 Sanitary modules 66 Wheel excavator Track excavator 67 Tank 18 Pipelayer 68 Skid steer loaders with broom 19 Truck 69 Straight boom lift 20 Skid steer loaders with broom 70 Lift truck with waste clamp 21 Mini Excavator 71 Baling Presses 22 Vibratory soil compactor 72 Plastic screen 23 Internal combustion truck 73 Scalper 24 Road Reclaimer 74 Windrow turner 75 Biogas plant 25 Motorgrader 26 Tipper truck 76 Scissor lift 27 Dozer 77 Landfill compactor 28 Light tower 78 Cogenerator plant 29 Temporary generator set 79 Cabin 30 Truck-mounted platform 80 Vertical baling presses 31 Off-highway truck 81 Microlift 32 Backhoe loader 82 Cement mixer truck 33 Rotating Telehandler 83 Container handlers 34 Compact track loader with wheel saws 84 Agilox 35 Track loader 85 Order picker 36 Diesel generator sets 86 Pump truck 37 Tandem vibratory roller 87 Reachstacker 38 Asphalt paver 88 Terminal tractor

39 Cold Planer 89 Main switch board 40 Crusher 90 Propeller 41 Mobile scalper 91 Propulsion engine 42 Tipper truck 92 Tractor 43 Flatbed truck 93 Bow thruster

44 Wheel loader block handler 45 Skid steer loaders

46 Excavator with multisystem 47 Articulate truck

48 Support generator 49 Articulating boom lift

50 Drill

94 Engine monitoring system 95 Levers

97 All-terrain forklift truck

96 Curtainsider truck

98 Benches

99 Stage lighting truss and crush barriers 100 Air-conditioning unit

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TESYA GROUP 90 YEARS OF HISTORY

In 1934 the company OLMIA in Vercelli starts importing and marketing Caterpillar machines throughout northern Italy. Finanzauto is founded in the same decade, in Madrid in 1930.

OLMIA is renamed IMAI and then Compagnia Generale Trattori (CGT) and, in 1965. moves its headquarters to Milan.

Establishment of Noloitalia. a new company entirely dedicated to the rental of Caterpillar compact machines and other brands of equipment for construction, industry, enviromental maintenance and events.

As a result of the acquisition of MAIA, CGT extends its coverage to the entire Italian peninsula and the Republic of Malta. Noloitalia becomes CGT Edilizia, which is renamed CGTE in 2020.

The Group expands its presence to the Iberian peninsula with the acquisition of Finanzauto in Spain and STET in Portugal.

Finanzauto acquires Energyst, now Finanzauto Rental, a power rental company based in Madrid. CGTE acquires GM Noleggi, a provider of rental solutions for public works. construction, and industry. CLS acquires intralogistics optimization specialist Alfaproject.net.











1930



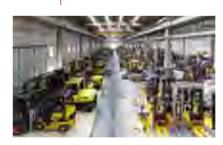




Teknoxgroup is established to provide Caterpillar products and services in Slovenia, Croatia, Bosnia and Herzegovina, Serbia, Montenegro, North Macedonia, Kosovo and subsequently Albania (2010).



TESA Group is created.



CLS is established as a spin-off of CGT in Italy, specializing in material handling and logistics solutions.



CGT becomes a DAF dealer in 2008 and in 2013 it spins off its dealership business to the newly established CGT Trucks, dedicated to the sale and rental of industrial vehicles.



The Group consolidates and embraces all its companies under a new identity, with strong shared values: TESYA.

TESYA — COMPANY HISTORY

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LOOKING AT YOU

At the heart of each of our success, there's a relationship built on shared values and mutual respect. This is why in our name there is a Y at its heart, to highlight the role YOU play in our success, whether you are a customer, a colleague or a community where we operate. Because everything we achieve is thanks to YOU: people who work collaboratively and creatively, with expertise, innovation and dedication, to add value and grow together. Without YOU there could be no TESYA.







VALUES AND BEHAVIORS

These are our values and the behaviors that each of them inspires. They represent what you can expect from every person of our Group.

You and I care.

Behind every achievement there is everyone of us, working together to solve problems and shape the future.

You and I embrace change.

We are responsive in changing environments, anticipating future challenges and leading innovation.

You and I grow together.

Our business and personal development is built on continuous learning and improvement.

You and I build trust.

Trust built on mutual respect and reliable performance is the foundation of our relationships and success.

TESYA — COMPANY PROFILE 18 — 19



JOB SITES TECHNOLOGIES

Technology-enabled job sites

A dedicated New Technologies team supports our customers through every stage of their projects, from the feasibility study and design stages to the identification and preparation of the most appropriate machinery, whether rented or purchased. Having jointly identified the most suitable technologies, we help with the worksite preparations, calibrating the 3D systems, starting the machines and training the operators. Incorporating 3d technology in our consulting activities helps to maximize productivity, precision, safety and cost reductions in a wide range of sectors.

A snow race against time

Companies building ski runs and artificial snow reservoirs are in a fight against time. With a window of just 4-5 months available, the sites need to be organized down to the smallest detail. This is why one of the major operators in the sector has long partnered with us as a trusted consultant. Our customer had to build, from June to October 2018, a 120,000 cu.m reservoir above the sea level for artificial snow in the winter and as a water supply in the summer. In order to allow the customer to achieve his goal, we identified the ideal machines and technologies, many owned by the customer and others rented. Our New Technologies team then converted the Construction Supervision's 2D drawings into a 3D version, loaded the project information in the excavators and dumpers, and calibrated the systems reader in such a way that approximately 150,000 cu.m. of earth could be moved in order to successfully complete the project in the short timeframe available.

TESYA — COMPANY SOLUTIONS 20 — 21



ADVANCED SITE SOLUTIONS

Leading-edge optimization

TESYA Group companies offer advanced site optimization services focused on increased productivity, reduced operating costs, improved capital utilization and increased decision-making support. TESYA Group has the expertise, experience and technologies to provide truly effective support to contribute to the growth and evolution of some of the most well managed and advanced companies in their fields.

A quarry at the next level

We supported a major limestone quarry to improve its economic performance, analysing in depth the site layout and production cycles, fleet composition and scheduled maintenance. By deploying advanced telemetry and data analytics while working closely with the owners and operators, we designed, implemented and monitored significant operational improvements, yielding an economic benefit of €300,000 per year for the quarry, and building deep trust between TESYA and the quarry owners.

TESYA — COMPANY SOLUTIONS 22-23



WAREHOUSE OPERATIONS

360-Degree solutions

Competitive players need a clear strategy when pursuing multiple goals. TESYA Group companies support this every step of the way, providing continuous support tailored to each customer's strategic vision.

Packaging success

A customer in the packaging sector based in Puglia, Italy, asked us to take care of the maintenance of its fleet, mostly multi-brand forklifts, washer-dryers, tail lifts and light electric vehicles. The expertise and professionalism of our technicians and sales department had built strong relations with the production personnel and company owner, leading them to subsequently approach us in a consulting capacity. The first step we recommended was to convert the forklift fleet into Hyster diesel and electric models, to install packaging presses for materials handling and to enter into a tailored Scheduled Maintenance Agreement that would meet the customer's needs. We then took this support a step further, analyzing the customer's business and suggesting an effective solution for them to optimize their resources: rental. The customer followed this recommendation and rented the forklifts required to work multiple shifts while continuing to maintain its own forklifts, which it used for just one shift. The results exceeded expectations both for productivity and operating costs.

TESYA — COMPANY SOLUTIONS 24-25



WAREHOUSE AUTOMATION

The power of simplicity

Complex situations require simplified solutions; often, simple things are also better, because they streamline the difficulties into a more effective action plan. Doing this, however, requires knowledge, experience and ingenuity.

Strategic implementation

Advanced technology unquestionably helps create a safe work environment. A food packaging company in Piedmont, Italy, approached us for an automated solution to its pallet, small forklift and bin handling needs. The main problem was the lack of space available for lift trucks and transpallets to be maneuvered in cramped areas where people were also present. This situation was not only an issue from a safety standpoint, but also from a cost efficiency one, as skilled operators were missing and a third party contractor in the logistics sector was in charge of the material handling. The solution we proposed entailed the use of two Agilox intelligent guided vehicles that worked 24/7 and replaced 6 operators, who in turn could be deployed to higher added value duties.

TESYA — COMPANY SOLUTIONS 26-27



SOLUTION DESIGN AND CONSULTING

End-to-end support

TESYA Group is a partner of choice across Italy, the Iberian Peninsula and South East Europe for turnkey design, engineering, manufacturing and maintenance solutions for power plants and propulsion systems, as well as civil engineering and industrial works consulting, supporting its customers with technologically advanced solutions.

Advanced cogeneration solutions

Energy efficiency is one of the pillars of the European Union's Green Deal to make Europe more sustainable and reach climate neutrality by 2050. Cogeneration is an ideal choice for large industrial companies in diverse sectors wanting to increase the efficiency with which they meet their electricity and heat needs. But cogeneration plants need to be appropriately sized and tailored to meet the customer's needs exactly, just like a made-to-measure suit. Which is why a leading large retail chain turned to us. Following an in-depth feasibility study, we designed and built a turnkey 2.5 MW plant that not only generates electricity and heat but also drives the cold chain, converting the thermal energy recovered into cooling energy using a 475 kW ammonia absorption refrigerator. The reliability and performance of the system is being supported by a maintenance contract that provides remote monitoring and a 24/7 callout service. We are also running every aspect of the systems with turnkey management and guaranteed availability and performance.

TESYA — COMPANY SOLUTIONS 28 — 29



SOLUTIONS FOR PLEASURE AND COMMERCIAL CRAFTS

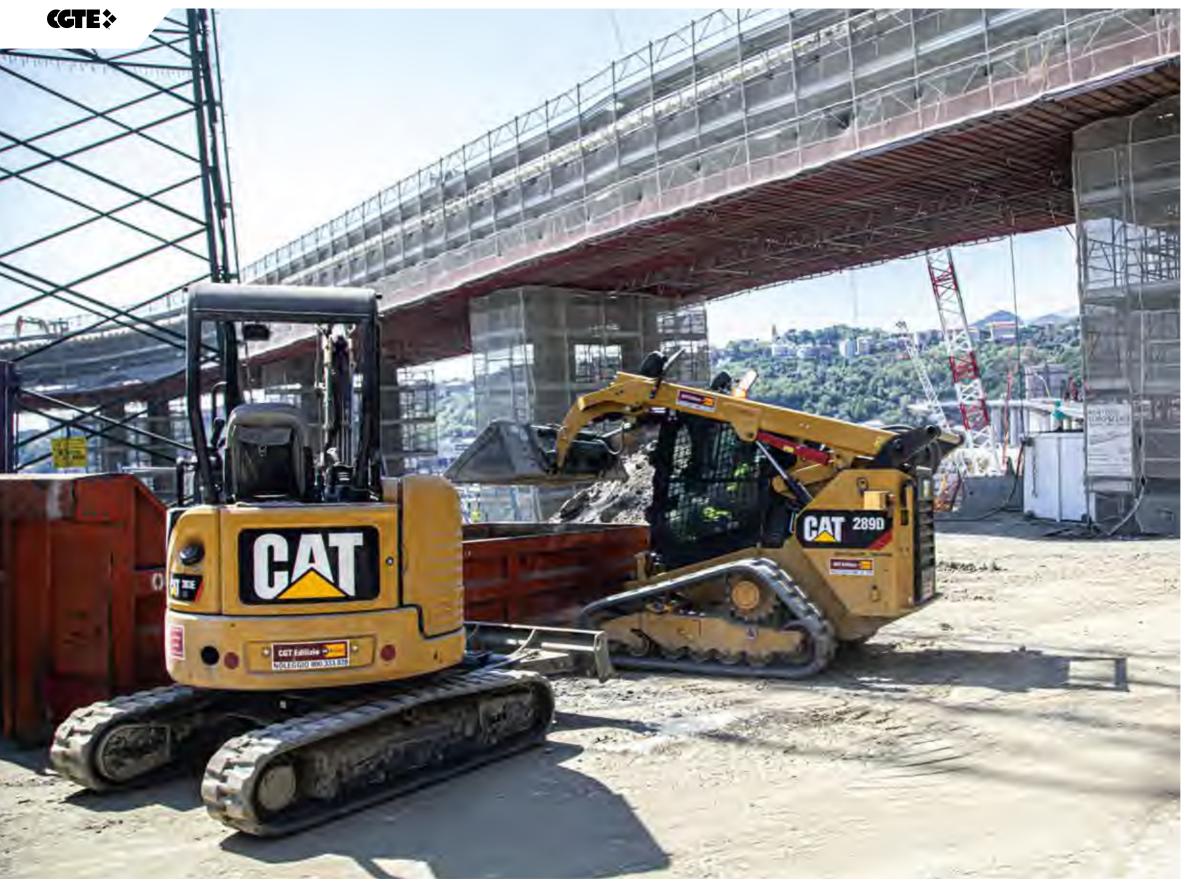
Adding value at every stage

Expertise acquired over many years enables us to comprehensively assess the needs of any vessel. Our engineering skills combine the world-class quality of Caterpillar engines, systems and components with market-leading solutions that extend from automation to ballast water filtration equipment. The result is a comprehensive offering that can be tailored to any shipowner's specific needs.

Going the extra mile

During the first two weeks of February 2020, one of our Marine Tech teams pulled out all the stops for a customer in Las Palmas, Spain, completing a full overhaul of all three 9,800hp Caterpillar 3618 engines on board. The entire job took just 18 days thanks to the dedication of a team of more than 35 technicians from all over Spain, who put in more than 6,000 hours fitting over 8,000 parts, lifting and moving in excess of 25,000 kg. It was an impressive example of what can be achieved by a team of committed, highly trained professionals.

TESYA — COMPANY SOLUTIONS 30 — 31



INTEGRATED RENTAL SOLUTIONS

Complete turnkey support

Our extensive network delivers prompt proactive solutions to the most varied rental needs, devising turnkey support that deploys the latest technologies. Such support entails much more than just rentals: it includes complete solutions with support services that can extend to up to 24/7 coverage.

Round the clock for the new Genoa bridge

We contributed to the construction of the new San Giorgio bridge in Genova, Italy, by providing a fleet of machines and tools with several applications, backed by an all-encompassing service guarantee. We supported the construction works of the spiral ramp and the safety of the viaducts connected to the bridge with a fleet of over 45 machines, including lifting platforms, earthmoving equipment, telehandlers and vehicles. We ensured that work could keep going non-stop, day and night, to take full advantage of low-traffic times.

Technicians were made available 24/7 to attend to any possible breakdown. We kept our warehouses always open to make the equipment available whenever additional equipment was necessary to boost productivity. Indeed, we provide "rental solutions" by working side by side with our customers to deliver integrated solutions that help them fulfill their covenants and successfully grow their reputation.

TESYA — COMPANY SOLUTIONS 32 — 33



STRATEGIC PARTNERS FOR THE ROAD HAULAGE INDUSTRY

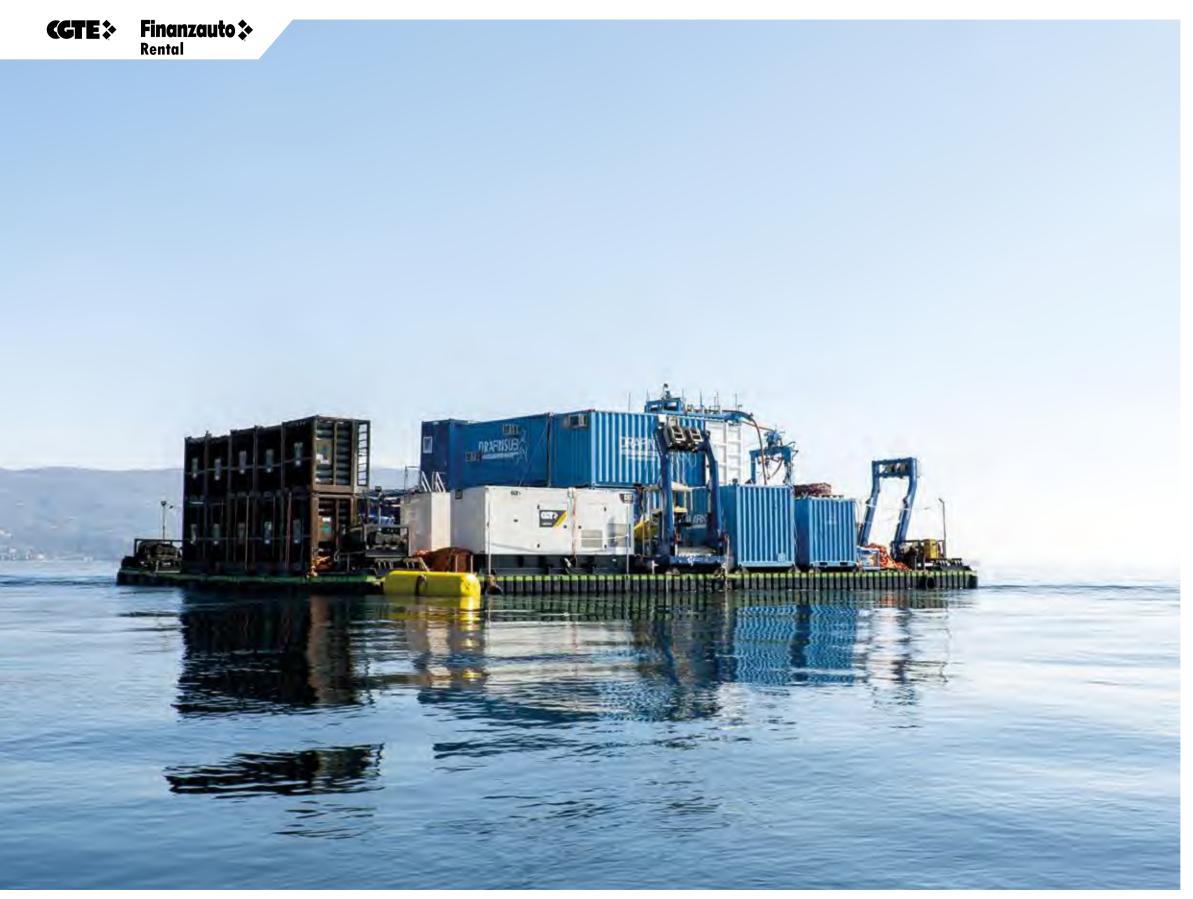
Reliability and wide-ranging solutions

Our truck solutions can be adjusted in a dynamic and flexible way, to combine up to five different services (new trucks sale, trucks rental, ex-rental trucks sale, used trucks sales and technical assistance) with one key objective: to provide our customers with comprehensive support so that they can focus on their core business.

Growing together

We offer wide-ranging solutions to customers involved in the road haulage sector, with a detailed attention to the specific needs of each different player operating in different industry. Our offer is mainly focused on short and longterm rentals and designed to meet transport needs ranging from temperature-controlled logistics for perishable goods (pharmaceuticals, foodstuffs, cosmetics, etc.), to the waste industry (ferrous materials, MSW, etc.), flammable liquids (chemicals, wax, fuels, etc.), as well as less-thantruckload, containers and earthmoving. We offer a complete range of state-of-the-art vehicles that meet the best market standards for safety, comfort, consumption, and CO2 emissions. We are able to present solutions that include insurance, telemetry, maintenance and technical assistance available 24 hours a day, 7 days a week, throughout Europe. All through a single point of contact represented by our dedicated CGT Trucks Customer Care Service. By supporting the development of our customers, we have grown together, and we look forward to putting many more miles on the roads of Europe together in the future.

TESYA — COMPANY SOLUTIONS 34 — 35



DEPENDABLE POWER GENERATION SOLUTIONS

Custom power generation rental solutions

Our power generation rentals are fully customized to each situation. Following an expert in-depth analysis, we identify the most efficient, dependable and globally cost-effective solution, from the choice of generators through to any accessories. This close customer support continues from the consulting phase into and throughout the rental phase, providing total turnkey support and peace of mind.

A partner in a challenge

A major Italian water infrastructure company approached us to support their emergency maintenance work on the main pipelines under Lake Garda, Italy, feeding a purification plant. We swung into immediate action, providing complete consulting based on a detailed analysis of their requirements. The power generation system required had to supply the entire floating platform serving the underwater works, from the welding and lighting equipment through to the breathing apparatuses on which the engineers' lives depended as they worked 50 to 180 meters underwater. The solution we delivered consequently offered the highest levels of redundancy for failsafe operation under all circumstances, including two 1 MW generators, a main and a backup on constant standby. Full 24/7 support services, including fuel management, provided further guarantees of uninterrupted supply, ensuring the delicate works could be completed reliably within the narrow timeframe specified.

TESYA — COMPANY SOLUTIONS 36 — 37



TECHNICAL SUPPORT

ENSURING PRODUCTIVITY AND REDUCING OPERATING COSTS

Preventive maintenance and consulting on the correct use of machines helps to keep site operating costs down by avoiding down time and improving efficiency. When the owner of a sixmonth-old Caterpillar milling machine turned to us in relation to excessive oil consumption, we analyzed the machine by remote telemetry, and realized the issue was not technical but linked to the machine's utilization: after a first period when the operators only ran the machine when needed, they began leaving it on for about 60% of their entire shift. We therefore advised the customer to have the operators used the already

integrated "start & stop" system that had never been used thus far. As a result, both oil and fuel consumption decreased, with a significant reduction of operating costs.

Today all our companies support their customers with telemetric services and, wherever feasible, provide a report comparing their machine key performance indicators with that of all machines in the same product family worldwide in order to improve efficiency and utilization.



SALE AND PURCHASE OF USED MACHINES

A WIDE CHOICE OF CERTIFIED SOLUTIONS

When you approach us for a used machine, you can be sure to find a vast choice of makes and models; and when it's a Caterpillar or a Hyster machine, it will often be certified and guaranteed. Many companies also choose us for our ability to track down machines that are practically impossible to find on the market. Which is exactly what a large customer that operates a gold mine did when he was looking for a mining shovel. It would have taken too long to have a new one delivered, and the only solution was to find one on the used market. We found a Cat R1700G loader in Northern Europe, bought it and carried out a

complete rebuild, restoring it to as-new condition, benefiting from an advanced workshop especially for used machines which is capable of carrying out any kind of repair. As a result, the customer obtained the mining shovel needed, when it was needed. In addition, the customer could rely on spare parts immediate availability and our high-quality service.

Our dedicated used machines portal www.mytractor.com makes it easy to explore every solution available across our group.



RENTAL SOLUTIONS
THE POWER OF FLEXIBILITY

A leading Portuguese fertilizer manufacturer approached us for a loader solution to meet their ambitious production requirements. Following a detailed analysis of their desired production cycle, daily volume and loader travel distance between loading and unloading, we proposed using three Cat 926M small wheel loaders with their industry-leading combination of low noise levels, superior control and low engine speeds for outstanding fuel consumption. Furthermore, we combined our proposal with an innovative tailored rental and service solution. This included 24/7 service availability with a maximum wait time of just 4 hours, together with the provision

of a replacement unit for any machine not able to return to normal operation within 24 hours. Our customer thus benefits from outstanding costefficiency, productivity, dependability and peace of mind thanks to a one-stop-shop solution that meets their needs beyond all expectations. This is the objective we always aim to achieve.



PREMIUM PRODUCTS AT THE CORE

A COMPLETE RANGE

The Regional Waste Management Center (RCERO) in Ljubljana, which opened in late 2015, is the largest of its kind in Slovenia, processing the waste from 37 municipalities at the most advanced standards. We provided and maintained the Caterpillar equipment jointly identified as the most suitable for their global needs. But the real challenge for the plant was the requirement that only 5-10% of the waste could be disposed of after final treatment and that it had to be harmless to the environment. In order to achieve, in a reliable manner, the level of recycling that this requirement imposed, we proposed and supplied 10 technologically advanced Komptech

machines, including two Terminator 6000S and one 5000S shredders. These machines play a vital role at the beginning of the process, breaking the waste down into pieces of uniform size for finer shredding, while removing oversized pieces to prevent problems later on. For the past five years, we have been successfully maintaining the Center's Cat fleet and Komptech machines to ensure uninterrupted, dependable waste processing performance. In that time, RCERO has become an acknowledged waste management leader in the region, sharing knowledge and best practice with other Waste Management Centers.

HEADQUARTERS

TESYA

www.tesya.com Via Padana Superiore, 19 20055 Vimodrone, Milan Phone +39 02 27402641

ALFAPROJECT.NET

www.alfaproject.net Viale Sarca, 336/F 20126 Milan Phone +39 02 36720800

CGT

www.cgt.it Via Padana Superiore, 19 20055 Vimodrone, Milan Phone +39 02 274271 Cust. supp. line 800 827134

CGTE

www.cgte.it Via Montello, 13 20814 Varedo, Monza e Brianza Phone +39 0362 589901 Cust. supp. line 800 333828

CGT TRUCKS

www.cgttrucks.it Via della Liberazione, 9-11 20098 San Giuliano Milanese, Milan Phone +39 02 45701931

CLS

www.cls.it Strada Provinciale, 121 20061 Carugate, Milan Phone +39 02 925051 Cust. supp. line 800 017666

FINANZAUTO

www.finanzauto.es Calle Latón, 2 28500 Arganda del Rey, Madrid Phone +34 91 8740000 Cust. supp. line 901 130013

FINANZAUTO RENTAL

www.finanzautorental.es Calle Latón, 2 28500 Arganda del Rey, Madrid Phone +34 902 322224

SITECH IBERIA

www.sitech.es Calle Latón, 2 28500 Arganda del Rey, Madrid Phone +34 91 8729792

STET

www.stet.pt Rua da Guiné 2685-334 Prior Velho, Lisboa Phone +351 21 9409300 Cust. supp. line 800 206707

TEKNOXGROUP

www.teknoxgroup.com

TEKNOXGROUP S.A.

Via Carlo Pasta, 25 6850 Mendrisio, Switzerland Phone +41 91 9735040

TEKNOXGROUP SLOVENIJA D.O.O.

Pod jelsami, 10 1290 Grosuplje, Slovenia Phone +386 17 818210

TEKNOXGROUP HRVATSKA D.O.O.

Radnicka cesta, 218 10000 Zagreb, Croatia Phone +385 12 404611

TEKNOXGROUP SRBIJA D.O.O.

Autoput za Nis br.17 11224 Vrcin, Serbia Phone +381 11 3605250

TEKNOXGROUP BH D.O.O.

Rajlovacka cesta bb 71000 Sarajevo, Bosnia and Herzegovina Phone +387 33 776300

TEKNOXGROUP CRNA GORA D.O.O.

Bandici bb 81410 Danilovgrad, Montenegro Phone +382 20 883168

TEKNOXGROUP MACEDONIA DOOEL

UI.20 br.32 Nas.Mesto Brazda 1010 Cucer Sandevo, Skopje, North Macedonia Phone +389 22 527205

TEKNOXGROUP KOSOVO L.L.C.

Magjistralja Prishtinë – Ferizaj 10500 Llapnaselle, Kosovo Phone +377 44 502842

TEKNOXGROUP SHQIPERI SH.P.K.

Rruga Nacionale Tirane Durres, km. 16 Fshati Mucaj – Vore, Albania Phone +355 44 504747

TESYA — COMPANIES CONTACTS

Printed in April 2022