

JONIX

pure living



Investor Day
28 Settembre 2021



Financial Report



COMMENTO ALLA

Relazione Finanziaria Semestrale

al 30 giu 2021

SVILUPPO NUOVI PRODOTTI - New Products Development

- ☐ Micromate
- ☐ Supercube
- ☐ UP in Plus
- ☐ J-Water
- ☐ *4 People extra piano*
- ☐ *Cassète extra piano*



Business Evoluion

- ❑ Residential / INdustrial
- ❑ ita / export
- ❑ Schools
- ❑ ITALIA with 4-People
- ❑ Export with RX Pro Minimate
- ❑ Jonix Up IN Plus – Transports
- ❑ autobus (4 Italian Regions)
- ❑ Railways (1 regione Italia , south Spain)

06.3 Altre informazioni

ALTRE INFORMAZIONI	30/06/2021	30/06/2020
Numero dipendenti	12	5

06.4 Breakdown ricavi

al 30/06/2021

RICAVI PER LINEE COMMERCIALI	30/06/2021	%	30/06/2020	%
Air Tech Solutions	1.875.298	75%	1.156.940	86%
Advanced Tech Solutions	326.964	13%	136.069	10%
Spareparts	205.799	8%	15.322	1%
Proventi vari	106.099	4%	41.635	3%
Totale Ricavi	2.514.160	100%	1.349.966	100%

RICAVI PER DESTINAZIONE	30/06/2021	%	30/06/2020	%
Residential	1.360.036	54%	991.277	73%
Commercial	1.048.025	42%	317.054	23%
Proventi vari	106.099	4%	41.635	3%
Totali Ricavi	2.514.160	100%	1.349.966	100%

RICAVI PER AREA GEOGRAFICA	30/06/2021	%	30/06/2020	%
Italia	1.658.698	66%	1.131.027	84%
Estero	855.462	34%	218.939	16%
Totali Ricavi	2.514.160	100%	1.349.966	100%

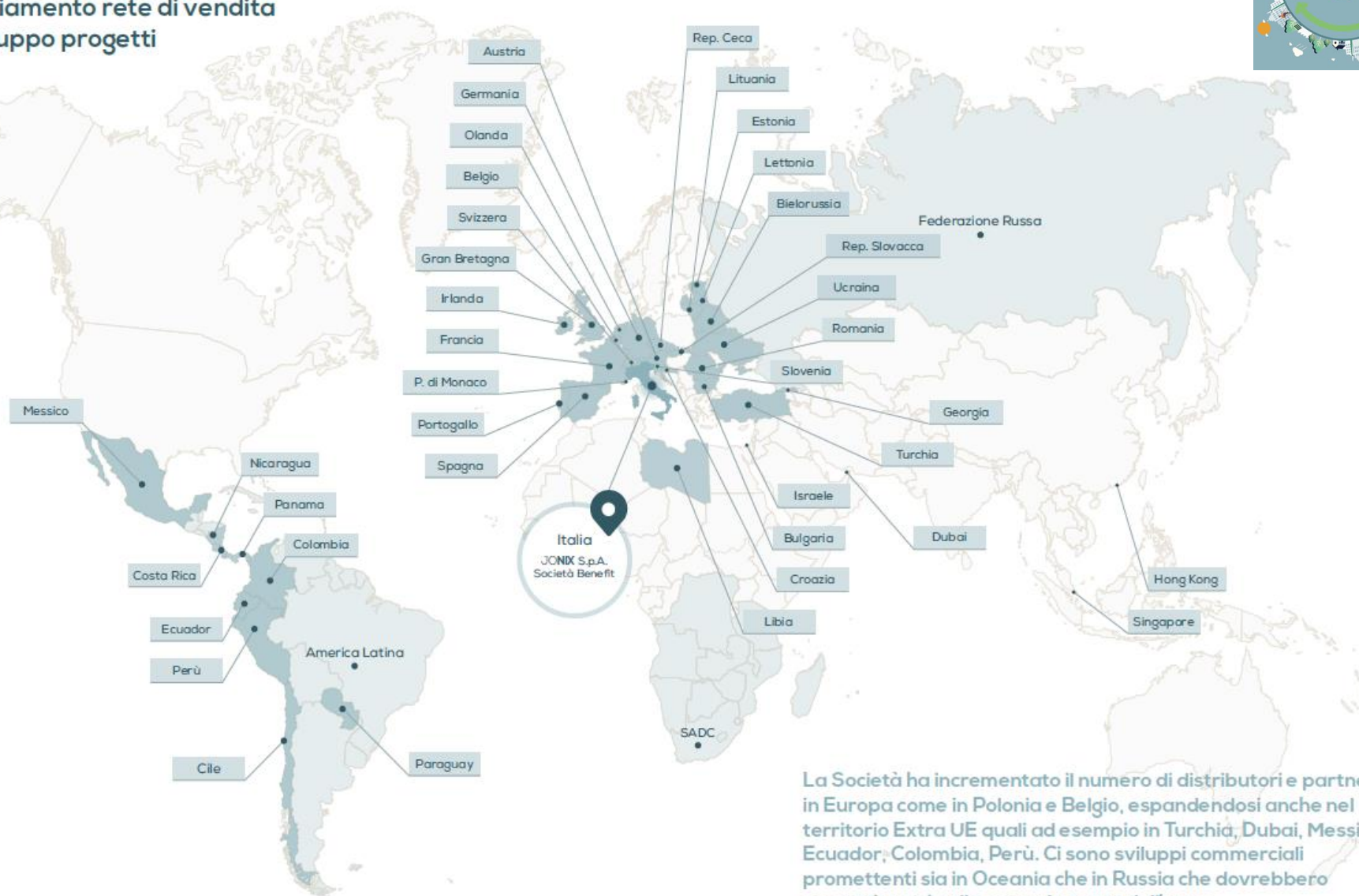
Tests and certifications:

- ❑ Multiresistent Bacteria (MDR) 99.999% reduction
(test Uni Pd- Biologia Molecolare)
- ❑ Agripolis UniPd on Agriculture (J-Water)
Improvement of growth and characteristics
nutrients of vegetables.
- ❑ Food: leading Venetian company of poultry farming
and processing.
Sanitization of storage and process environments
- ❑ NON-generation test of residual species unwanted
laboratories in Italy and Spain.
For further scientific evidence on the possibility
of application in all environments in complete
safety and without unwanted effects.





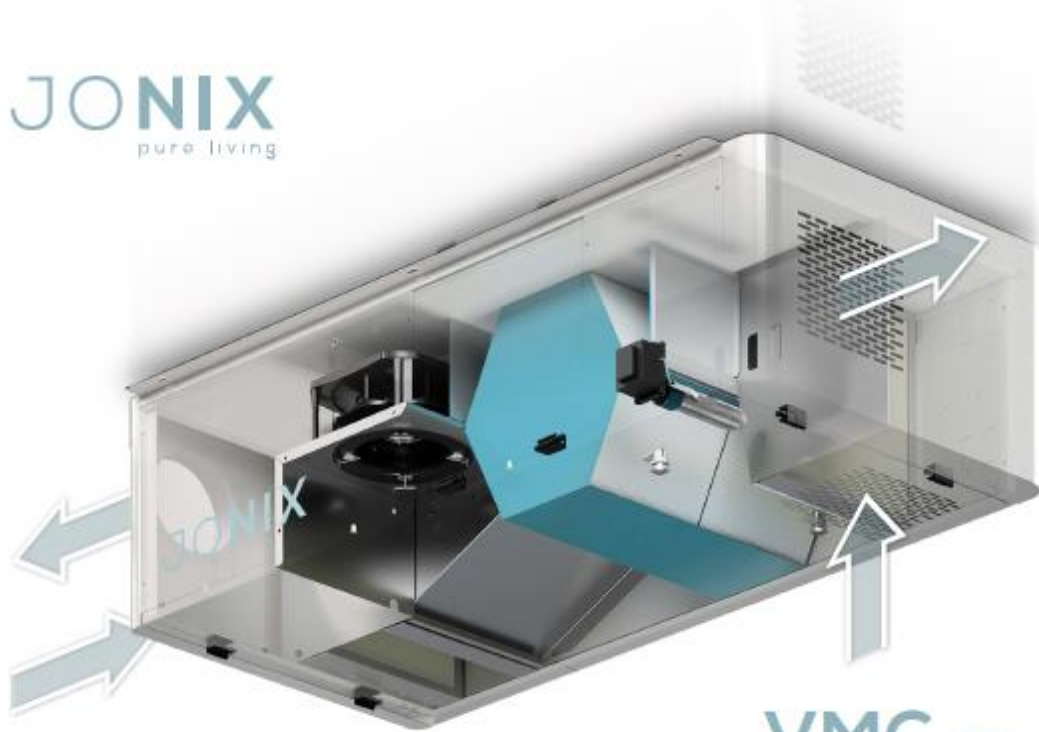
04.1 Ampliamento rete di vendita e sviluppo progetti



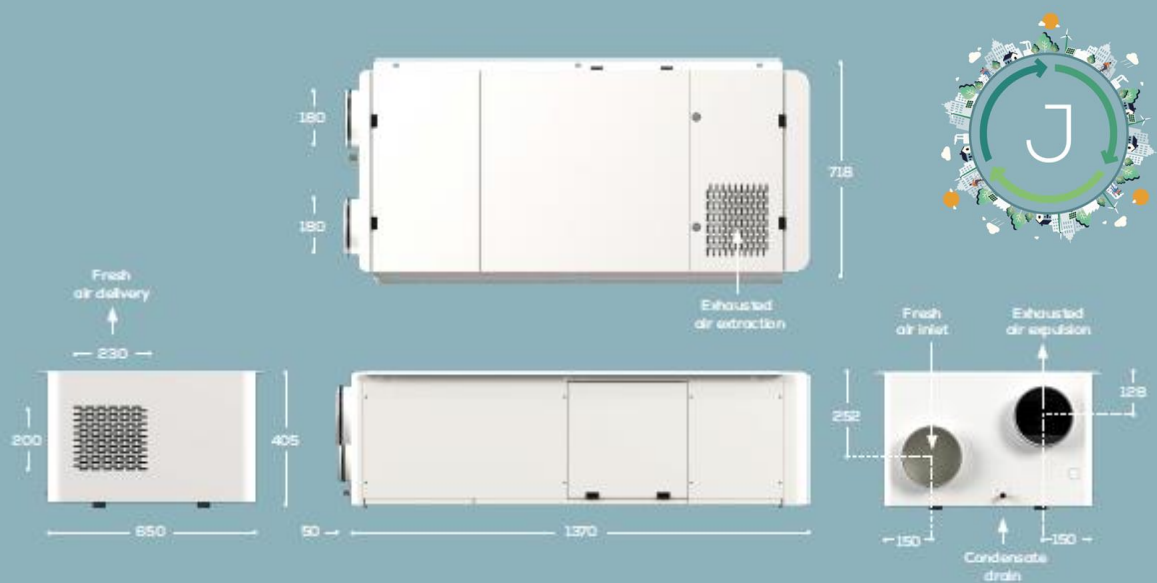
La Società ha incrementato il numero di distributori e partners in Europa come in Polonia e Belgio, espandendosi anche nel territorio Extra UE quali ad esempio in Turchia, Dubai, Messico, Ecuador, Colombia, Perù. Ci sono sviluppi commerciali promettenti sia in Oceania che in Russia che dovrebbero concretizzarsi nella seconda parte dell'anno.



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VMC 4People







11.2.1 / Google è visibilità

+32,6%

di persone raggiunte
sui social tramite le
campagne pubblicitarie

+45,53%

accessi ai
siti web di Jonix

+78,46%

entrate in
E-Commerce

Rispetto al periodo precedente 11 Maggio 2021 - 20 Giugno 2021





Benefit Corporation

Jonix approved the transformation into a Benefit Company, embracing a corporate system based on sustainability and on the creation of value for all stakeholders, capable of combining two dimensions: income and shared well-being

The purposes of common benefit

1

The conception, design and implementation of solutions and services capable of preventing, reducing and treating the consequences of indoor pollution and improving the environmental impact in general

2

The conception, design and implementation of actions and interventions aimed at increasing knowledge of the environmental and social impact of individual and collective consumption choices

3

The implementation of synergistic collaborations with profit and non-profit organizations whose purpose is aligned with that of society, in order to contribute to mutual development by amplifying the positive impact of their respective operations

4

The creation of a work environment in which the people involved can find well-being, which is able to enhance each employee as an individual, promoting their human and professional growth and nurturing a sense of respect for the environment, future and current generations

5

The dissemination, dissemination and promotion, including through sharing with its partners, of an identity and social purpose that contributes to changing people's lifestyles



Temi Materiali

Il processo di analisi di materialità di Jonix, condotto utilizzando anche come supporto di analisi la SASB (Sustainability Accounting Standards Board) Materiality Map, relativamente ai settori Consumer Goods, Household & Personal Products ed Health Care – Medical equipment & Supplies ha fatto emergere alcune tematiche ritenute prioritarie.



Ethics, integrity and regulatory compliance



Value generation and distribution



Innovation - sustainability and technological research on products



Support for the development of the territory



Human resources management and skills development



Work environment: equal opportunities, diversity, work-life balance



Occupational health and safety



Responsible use of resources



Energy, emissions and climate change



Product quality and safety



Social / environmental impacts of products



Information on products and responsible marketing



Sustainability & supplier partnerships



Jonix S.p.A. Società Benefit

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Sede Centrale • Via Dell'Artigianato 1 – 35020 San Pietro Viminario (PD)

Laboratorio di Ricerca Scientifica • Via Tegulaia 10/B – 56121 Pisa (PI)

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