



COMPANY

Comes is a Qualified Industrial Partner, serving international EPCs and investors

Comes is a **Qualified Industrial Partner**, at the service of international EPCs and investors, organised to support the customer in the planning, industrial construction and management of plants, both for electrical, instrumental, mechanical and fluid-dynamic assemblies and maintenance.

Professional skills, know-how, the ability to operate in critical contexts, an aptitude for innovation, and high-tech systems and solutions are just some of the company's distinguishing features matured in more than thirty years of activity in the Industrial Plant Engineering sector.

Comes, working for three decades as a technical partner of major EPCs and international industrial groups, in Italy and abroad, has developed solid know-how in the **Military, Naval, Industrial, Oil & Gas, Energy, Infrastructure** and **O&M** sectors.

In 2020, thanks to the restructuring of the Group and the creation of a new corporate identity, all the five-year objectives of the **2015 - 2020 Transformational Change plan** are met, and a **new 2020 - 2025 expansion plan is presented to the Company's Executive Committee** to regulate new investments and new market segments on which Comes, after a feasibility analysis and some on field exercises, has decided to focus.

In December 2020, all the Subsidiaries were merged into Comes SPA, strengthening both the capital and financial assets and the Company's portfolio.



HISTORY

1988

2013

2015

2020

2023

Technological innovation and operations to support industry since 1988

Comes SNC is born

Comes SNC was founded in Taranto in 1988 by Dr Vincenzo Cesareo, with the aim of engineering and building electromechanical equipment for customising machines and production lines in the food industry and plastics processing.

2002 Comes becomes SPA Comes SNC, later SA

Comes SNC, later SAS and then SRL, with the acquisition of important industrial automation orders and the achievement of numerous certifications, becomes a joint-stock company. Comes SPA was established, a company operating in the electrical, electromechanical instrumentation and control of industrial processes.

2007 Nuova Gamma Srl joins the Group. br

Nuova Gamma Srl joins the Group, bringing its experience in light carpentry in the electrical and steel segments.

2008 Progetti Srl joins the Group Progetti Srl , an engineering

Progetti Srl , an engineering company based in Mantua, enters the group, expanding its range of services to multidisciplinary engineering, bringing solid expertise in the OIL&GAS sector

2012 Comes UK

Comes UK is registered to expand EFW and BIOMASS assembly activities in the UK.

Marra Srl joins the group

Based in Taranto, Marra Srl is a company specialising in customised mechanical construction, hydraulics and industrial mechanical maintenance.

Project Transformational Change plan '15-'20

The Group Management Committee launches the Transformational Change project plan 2015-2020 with the aim of redesigning all primary processes, ensuring the integration of the subsidiaries and strengthening the Group by ensuring constant growth in sales and operating margins.

2020 New Expansion Plan '20 - '25 Thanks to the restructuring of t

Thanks to the restructuring of the group and the creation of a new corporate identity, all five-year targets are met, and a new 2020 - 2025 expansion plan is presented to the Group's Executive Committee to regulate new investments and new market segments on which Comes SpA, after feasibility analysis and several on-the-ground exercises, has decided to focus.

Merger of Subsidiaries into Comes SpA

All of the Subsidiaries were merged into Comes SPA, strengthening both the company's capital and financial assets and portfolio.

Comes SPA invests 12 mln in an old site to be converted to hydrogen

Alongside hydrogen, there will be precision machining lines, with newgeneration equipment, and maintenance related to the overhaul of wind turbine nacelles.

VALUES

In a winning team everyone knows what they have to do and does it to the best of its ability, with full mutual respect

Comes has always distinguished itself for **fairness** in the management of relations with Customers, Suppliers and Collaborators in the realization of any project, making every effort to **fully respect** both contractual commitments and the people, in whatever capacity and in whatever context involved in its operations.

Comes pursues the objectives of **customer satisfaction and environmental protection** through a structured approach that is aware of the organizational, technical and economic implications associated with it.

The company does not limit its efforts to compliance with laws and regulations, but includes in its policy a continuous refinement of its organizational and technical capabilities in order to reduce the environmental impact of its activities, products and services. **The key points** of Comes' quality and environment policy include:

- Maximum attention on the dispersion of materials/substances into the environment;
- Reduction of energy consumption;
- Reduction of environmental risks;
- Promotion, with appropriate training, of awareness and involvement of all company employees in environmental policies.



Corporate Governance and Code of Ethics

CODE OF ETHICS

The Code of Ethics was created in order to clearly define the set of values and principles that guide the Company in the pursuit of its objectives, in accordance with national and international standards, as well as the legitimate interests of the various categories of investors.

Comes requires from all those who, for whatever reason, act in its name and on its behalf, the commitment to respect and enforce, within their respective attributions and competences, the values and respect for the principles of this Code of Ethics.

Compliance with the Code of Ethics is also an essential element in improving Comes' reliability, reputation and image within the community.

Comes is committed to disseminating and promoting the knowledge of the principles and rules contained in the Code of Ethics among the addressees through specific communications.

CORPORATE GOVERNANCE

Comes is committed to maintaining a high level of corporate governance and sound business policy to ensure that it best serves the interests of its shareholders and other company stakeholders.

Comes works to ensure that shareholders' participation in decisions within their competence is widespread and informed, promotes equality and completeness of information and protects their interests.

The Corporate Governance system adopted by Comes complies with the provisions of the law and is primarily aimed at

Meet the legitimate expectations of all members, with particular attention to minority shareholders

Risk Control

Transparent information the company's shareholders

Ensuring the regularity of operations

Avoid any kind of transaction to the detriment of creditors and other shareholders

FOCUS

Economic data and certifications of society

Average annual turnover	50 M EUR
Multi-year backlog (2021-2025)	+100 M EUR
Investment in R&D	2% turn over
Net assets	8 M EUR
Share Capital	3,5 M EUR
No. foreign branches	5 (UK,DK, FR, BE, DE)

CERTIFICATE	CATEGORY	DESCRIPTION
ISO 9001	IAF 20, 17, 18, 19, 28, 34	AENOR Certificate No. ER-0452/2022
ISO 14001	IAF 28, 19, 17, 20	AENOR Certificate No. GA-2022/0222
ISO 45001		IMQ Certificate No. 9192.CMS7
SOA	OG1(III) OG9(III BIS) OG10(VIII) OG11(IV BIS) OS30(V)	SOA Certificate No. 56619/17/00
UNI EN 1090	ECX-4	SGS Certificate No. 1381-CPR-677

OPERATIONAL POTENTIAL

The data relating to our premises, our personneland production

Average annual workforce	475
Average annual direct capacity	835.000 hours
Max. annual direct capacity	950.000 hours
Governance	CEO, CSO, COO, CDA, EXECUTIVE COMMITEE
Managers and Heads of Department	8
Administrative and technical services	22
Engineering	30
R&D	5
Installations/Mountings	240
Production	90
Maintenance	80
Facilities/Factories	4 (Taranto, Faggiano, Porto Mantovano, Genova)
Pluriennal installment/Frame Agrement	Fincantieri, ENI, Edison, SNAM, Versalys
Covered/uncovered areas	16.000/50.000 mq

BUSINESS UNIT

Comes is efficient synergy between highly specialised divisions

Business Units dedicated to **engineering**, **electrical plant engineering**, **mechanics and new technologies** work in a coordinated manner to support and realize entrusted projects in a timely and dynamic manner.

ENGINEERING BU

The Engineering Business Unit is able to offer a comprehensive service through multidisciplinary engineering and dedicated technical consultancy



ELECTRICAL INSTRUMENTATION BU

With an average dedicated workforce of more than 300, Comes has been operating for more than 30 years in the field of industrial installations



BU operate nationwide and internationally

Comes Business Units have enthusiastically participated in ambitious and complex industrial projects in any region of the world, providing specific expertise for the realisation of big ideas.

MECHANICAL BU

The company organization, with an average workforce of over 60, is flexibly structured to operate both in production plants and at customer facilities



MARINE BU

The execution of the operations is accompanied by dialogue with the site electrical workshops, for the exchange of technical information aimed at improvement



ELECTRICAL INSTRUMENTATION BU

Comes SPA has been active in the field of electrical and industrial installations for more than 30 years

Comes is a company specialising in the **design** and construction of industrial electrical and instrumentation systems (ELE-SMI) and operates throughout Italy and Europe.

In more than thirty years of activity and continuous improvement, the company, created in 1988 by Vincenzo Cesareo, current CEO at the helm of Comes SPA, has grown exponentially and has consolidated its presence on the global market by specialising in the design and construction of electrical and instrumentation systems.

With an average dedicated workforce of around 300, the Electrical Business Unit boasts solid international experience in the implementation of industrial electrical systems for companies and manufacturing industries, providing complete service from feasibility study, design, installation and system certification.

It also provides periodic maintenance services and 24-hour assistance with maintenance contracts.

The vast experience gained, the important works realised and the achievement of production process certifications make Comes a reliable technical partner for the management of projects of all sizes.

The realised projects have enabled the company to develop solid know-how in specific sectors:

- Military sector
- Naval sector
- Industrial sector
- Oil & Gas sector
- Energy sector
- O&M sector

Among the many recent references are the construction of the **MOSE** power system in the Venice Lagoon, and activities in **ITER** France for the construction of the world's first nuclear fusion power plant.



Specific solutions for every business

Important works in the industrial sector have enabled the company to specialise in the field of electrical installations with specific solutions for every reality and need.

Electrical Switchboards

- Design, construction, supply, installation and testing of Low Voltage Switchboards (Switchboards for Distribution, Automation, Power Centre, Motor Control Centre, special execution switchboards)
- Design, supply, installation and testing of Medium Voltage Switchboards (armoured and protected switchboards)

Industrial Automation

- Industrial Automation Systems for process control using PLCs and/or industrial PCs (supply of hardware and software)
- Electricity Distribution and Transformation
- Supervision and Data Monitoring Systems (SCADA)

Industrial plant engineering

- Electrical and Distribution Equipment for Indoor Areas
- Telecommunication Networks
- Closed Circuit Television (CCTV) systems for video surveillance
- Fire Detection Systems
- UPS or CPSS storage and backup systems
- Industrial power factor correction systems
- Active filters for harmonic distortion reduction on electrical networks
- Grounding Systems
- Intrusion Protection Systems for technical premises and adjoining areas
- Generating sets
- Systems for extinguishing and/or mitigating fires
- Technical room air conditioning systems

Maintenance

- Preventive, corrective, ordinary and extraordinary maintenance
- On-call services
- Instrumental inspections
- Continuous technical assistance



ENGINEERING BU

A complete engineering service in all aspects

The activities of **Design, Technical Consulting and Construction Management** are supplemented with the necessary support activities to ensure the proper completion of any obligation useful for achieving the objectives set by the Client

The Project Management of the activities and works acquired is managed entirely by internal units.

Performances and services are guaranteed and carried out by the company structure, and possibly with external professionals and partner companies for specialised activities.

Projects and related documentation are developed and managed in-house using specific software on appropriate computer systems.

To guarantee an integrated engineering service offer, the BU has developed solid know-how in the electrical, mechanical, civil, automation, water, purification and gas, cogeneration and district heating sectors.

Engineering BU's strong point is the management of energy resources for the design, operation and automation of power systems using ETAP (Electrical Transient Analyzer Program) software.

ETAP is the software used by Comes Engineering BU for modelling, simulation and optimisation of power supply systems of all types and configurations.

The **Load flow Simulation module** is essential for simulating load flows in networks, including system losses and the determination of voltage drops and related adjustments and optimisations.

The **Short Circuit module** allows simulations in order to evaluate short circuit currents at various points and in defined scenarios of the electrical network; it also allows visualisation and reporting of the various types of short circuit currents (maximum, minimum, etc.).

The **Trasnsient Stability module** allows the dynamic simulation of the network in the event of disturbances such as load insertion, faults or other events on the network; it is possible to create accurate reports on the dynamic trends of the various parameters.



Focus on Integrated services

Main services of the Engineering BU:

Design

- Feasibility studies
- Preliminary, final, executive and construction design
- Project Management

Construction and Site Management

- Works Management and Site Assistance
- Technical Assistance and Support;
- Construction Management;

Main software used

- Office Microsoft 365
- Graphics Autocad 2021
- Wiring Aucotec EB
- 3D Modelling Aveva E3D
- Calculations and dimensioning Ampère Professional from Electro Graphics
- Load flow/motor start-up/transient study, short circuit – Etap
- Electrical area classification TNE Atex
- Atmospheric discharge relations TNE Zeus
- Lighting calculations Relux/Dialux

Economic Evaluations

- Market Surveys and Preliminary Studies
- Technical-Economic Feasibility Studies
- Project Financing Studies
- Business Plan and Price Analysis

Certification and Assistance

- Energy Certifications
- Fire Prevention Certifications
- Static and Plant Testing
- Support for Tenders
- Topographical Surveys
- Testing, Controls and Monitoring of Structures
- Technical/Administrative Assistance
- Quality Management System for site activities implemented in accordance with the requirements of UNI EN ISO 9001
- Coordinator for the design and execution of works



MECHANICAL BU

The company organization is structured by operating in three specialized production facilities

The mechanical workshops have continuously updated cnc equipment and machinery to respond adequately to even the most demanding orders:

- Overhaul and repair of industrial machines/components
- Mechanical construction and medium-light carpentry
- Construction of cylinders and hydraulic components
- Design and construction of lubrication and industrial fluid power plants
- Maintenance and complete construction of lubrication and hydraulic piping systems
- Design and/or complete realisation of steelwork and boilermaking structures (EN1090 EXC3)

With a view to **global service**, moreover, technical assistance extends into the aftersales phase, with the **guarantee of special advice and prompt resolution of any problems**.

Backed by decades of experience in the hydraulic field, we are able to accompany the customer from the first steps of project definition through to machine start-up.

We provide assistance with specialised personnel for installation and assembly, onboard piping, maintenance, repair and periodic overhaul of hydraulic systems.

We design and install **centralised automatic lubrication** systems for industrial applications.

Increasingly active in services aimed at the wind power market, Comes MBU specializes in:

- Gearbox and main components restoration
- Mechanical and hydraulic reconditioning of used wind turbines
- Construction of spare parts to drawing or sample by machining with cnc machine tools.



The mechanical workshops have continuously updated cnc equipment and machinery

Metal Carpentery Workshop

The metal carpentry workshop has continuously updated equipment and machinery:

- 1 painting plant
- 1 drying oven
- 3 bending machines width 3000 max 300t
- 1 eccentric press
- 2 shears width 3000 max 15mm
- 1 CNC punching machine
- 1 50mm drill
- 1 calender width 2500 sp 15mm
- 1 profile bender
- 1 oxyfuel and plasma table
- 1 belt cut-off machine h 350
- 1 CN1 band saw
- 12 wire welding machines from 350 to 500amper
- 2 Tig welders
- 4 electrode welders
- 3 lifting trolleys max. 6t
- 1 overhead crane 5t

In light of the company's objectives, the company has been certified according to EN3834-2 and UNI EN1090 class 3

Mechanical workshop

The mechanical workshop has continuously updated equipment and machinery:

- 3 CNC parallel lathes max 1000X 5000
- 3 CNC milling machines moving pillar useful stroke 1600X4000X2000
- 1 CNC milling machines moving upright max. working stroke 1000X6000X2450
- 2 CNC machining centres max. working stroke 1500X700X500
- 2 radial drills and 1 milling drill max d70
- 2 metal saws max 500
- 2 presses max 250t
- 1 submerged arc recharging system 1,200amp for indoor use
- 1 submerged arc recharging system 1,200amp for outdoors
- 1 industrial washing plant
- 1 metal blasting plant
- 4 overhead cranes max. 20t



PROJECTS

Our competence grows with our relationships











Project name: Lyon Aéroport Client company: LEONARDO SPA Client: LEONARDO SPA

Type of work: **Electrical installations** Location of work: **Lyon (FR)** Starting date: **2023**

Project name: **Thermoelectric Plant** Client company: **City of Irsching** Client: **ANSALDO ENERGIA SPA**

Type of work: **Electrical installations** Location of work: **Irsching** Starting date: **2021**

Project name: **Thermoelectric plant upgrade** Contracting company: **IREN** Client: **ANSALDO ENERGIA SPA**

Typology of work: **Electrical installations** Place of work: **Turbigo** Work start date: **2021**

Project name: **Parona waste-to-energy plant** Client company: **A2A** Client: **TERMOKIMIK SPA**

Type of work: **Electrical assembly** Place of work: **Parona** Work start date: **2021**

Project name: **ITER Nuclear Reactor** Contracting company: **Fusion for Energy F4E** Client: **ANSALDO NUCLEARE SPA**

Typology of work: **Electrical installations** Place of work: **Cadarache** Work start date: **2020**

PROJECTS

Our competence grows with our relationships











Project name: **Open cycle plant** Client company: **EnBW Energie BadenWürttemberg AG** Client: **Ansaldo Energia SPA**

Type of work: Design, supply and electrical installation Place of work: Marbach Work start date: 2021

Project name: **Thermoelectric Plant conversion** Client company: **A2A SPA** Client: **A2A SPA**

Type of work: **Electrical installation** Place of work: **Brindisi** Work start date: **2019**

Project name: **Biomass plant** Client company: **Hofor Biomass Power Plant** Client: **LAB France**

Type of work: **Electrical installations** Location of work: **Copenhagen** Starting date: **2018**

Project name: **RUSSI Biomass Plant** Contracting company: **Power Crop Russi** Client: **Termokimik Corporation**

Typology of work: **Electrical installations** Place of work: **Ravenna** Work start date: **2018**

Project name: **MOSE** Client company: **Consorzio Venezia Nuova** Client: **COMAR SCARL**

Type of work: **Electrical installations** Location of work: **Venice Lagoon** Starting date: **2016**

R&D ACTIVITIES

HYDROCRACY

We can produce energy without CO2 emissions

Hydrocracy is an **energy supply strategy** based on the possibility for everyone to produce their own energy needs and to be able to exchange them with other producers.

Hydrocracy means being able to produce energy without CO2 emissions.

This strategy, the energy exchange between "prosumers", will become fundamental in the world of energy and energy choices in the next twenty years.

We can, in this historic moment, entrust great centrality to systems capable of producing, **storing and returning the stored energy independently** of the presence of energy distribution networks, thanks to renewable sources.

There is therefore a need to rethink the model of coverage of energy needs which will require ever greater technologies for the **management and control of selfproduction** instead of energy transport infrastructures.

Let's try to change the concept of energy. This is HYDROCRACY

We base our technology on the use of hydrogen and the results of recent Research and Development activities are in the identification of an integrated solution that can be used in different economic sectors: industry, transport, civil, rural and residential activities.





HYDROCRACY: Control System SMARTBOX

The basic system is composed as follows:

- Acquisition and management system (Smart Box) that monitors all parameters for automatic real-time control of the plant;
- Production plant from renewable sources (photovoltaic, wind, hydro-electric);
- Electrolyser to convert the self-produced energy surplus into hydrogen;
- Tanks for storing hydrogen gas;
- **Fuel cell** converts hydrogen into electricity in quantities complementary to renewable sources.

The system can be built in any size and its configuration is determined according to the **renewable resources** available on site and in relation to the user's consumption profile.

The plant is supplied on a **turnkey basis**, taking care of its maintenance over its entire life cycle.

R&D ACTIVITIES

Investment of reconversion for new Comes headquarters

A factory next to the former Ilva plants and which, unused for more than a decade, had now become a piece of industrial archeology, is reborn to new life thanks to the conversion of Comes SPA with an **investment** of 12 million euros.

The presentation of the project took place in Taranto by the president of Comes, **Vincenzo Cesareo**, in a shed of the plant to be renovated.

In the new headquarters, in addition to **the precision mechanics processing lines**, which are already present in Faggiano with new generation equipment, maintenance will be carried out relating to the **overhaul of nacelles for wind farms**. Furthermore, the production of new technology electrolysers will be carried out, the result of the **Comes R&D department**.

The project the company is aiming for is to transform the site into one of the **greenest establishments in Europe.** In fact, it will be energetically supported by photovoltaic panels and hydrogen accumulators with a new technology on which the **R&D department** is working.

Of the investment, 2.6 million are for research, and the time needed to complete it will be around a year and a half.

As a budget forecast, Comes grew by 60 per cent compared to last year and is expected to grow by 20 per cent this year. This year's turnover will be around EUR 60 million, compared to EUR 50 million in 2022.

R&D ACTIVITIES

Investment of reconversion for new Comes headquarters

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