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Oggetto : RELATECH: BOARD OF DIRECTORS
EXAMINES PRELIMINARY
CONSOLIDATED RESULTS FOR 2021

Testo del comunicato

Vedi allegato.

COMUNICATO STAMPA

**RELATECH: CONSIDERING CERTAIN COSOLIDATED
ECONOMIC-FINANCIAL MANAGEMENT DATA
AS 31 DECEMBER 2021**

**GROUP PRO-FORMA SALES REVENUES EQUAL TO EURO 31
MILLION, UP 52%**

**REVENUES FROM NEW CUSTOMERS +61%, FOREIGN REVENUES
+ 26%, RECURRING REVENUES +53%**

- **Consolidated sales revenues without pro-forming the acquisitions of Dialog Sistemi and Gruppo SIGLA equal to Euro 27.9 million (+52,5% on 2020)**
- **Cash liquidity of approximately Euro 11 million and Net Financial Position of approximately Euro 1.7 million (cash)**

Milan, 10th February 2022

Relatech S.p.A., *Digital Enabler Solution Knowledge (DESK) Company* innovative SME listed on AIM Italia market (Ticker: RLT), announces that, today, the Company's Board of Directors, has examined certain consolidated economic and financial management data, not subject to audit, as at 31 December 2021.

REVENUE ANALYSIS

The pro-forma economic-financial data of the group following the acquisition of Dialog Sistemi formalized on 21st May 2021 and Gruppo SIGLA formalized on 29th June 2021, show the pro-forma **Group Sales Revenues** as 31 December 2021 equal to approximately **Euro 31 million, up 52%** compared to Euro 20.4 million at 31 December 2020.

Consolidated sales revenues without pro-forming the acquisitions of Dialog Sistemi and Gruppo SIGLA amounted to Euro 27.9 million, up 52.5% compared to the same period of 2020.

In 2021, the endogenous growth in sales revenues, on a like-for-like basis with 2020, is around 20%.



The pro-forma **recurring revenue** amount is equal to **Euro 8.4 million**, up 53% compared to Euro 5.5 million at 31 December 2020 and is equal to **27% of Sales Revenues**.

CASH FLOW ANALYSIS FOR THE PERIOD

The **Net Financial Position** as 31 December 2021 shows a positive net liquidity of Euro **1.7 million with a cash liquidity of Euro 11 million**, compared to a Net Financial Position at 31 December 2020 of Euro 50 thousand (cash).

Following are highlighted as extraordinary cash outflows that took place in 2021:

- purchase of treasury shares equal to Euro 1.5 million;
- acquisitions of shareholdings amounting to approximately Euro 4.2 million;

Following are highlighted as extraordinary cash receipts during 2021:

- collection for the exercise of warrants for a total value of Euro 4.3 million

Pasquale Lambardi, Chairman of the Board of Directors of Relatech, said: *“2021 was a particularly intense year in terms of M&A transactions, brand positioning activities and significant changes in the Group's corporate structure. We are very satisfied with the results achieved as a result of both a consolidated offering among the Companies acquired in 2020 and as a result of the significant acquisitions completed in 2021 that have significantly strengthened the Group's reference ecosystem.*

The extraordinary transactions finalised during the year (Gruppo SIGLA and Dialog Sistemi) have enabled the Group's scope of action to be expanded, with a twofold combined effect: enrichment and completion of the Group's offer and opening up to new stakeholders to whom we can offer our services and solutions based on our proprietary core asset RePlatform, a cloud-based platform and hub of technologies, skills and methodologies.

*The latest acquisition in 2021 (pending completion), EFA Automazione, will enable the Group to further strengthen its offering by adding **high value-added data-driven solutions** and services, consolidating Relatech Group's role as a strategic partner for digital innovation capable of accompanying the Italian manufacturing sector in a process of true cultural transformation with a view to sustainable growth. Relatech has been able to achieve these results without neglecting its solid financial situation, as it can count on a cash liquidity of about 11 million euros that will further support the internal and external growth plan without burdening the shareholders. For 2022, the 3M growth path (Merge, Management and Margin) will continue, evaluating targets in line with Relatech's development areas: AI, cloud,*



cyber security, big data and IoT, digital customer experience and strengthening the Group's management structure.”

This press release is online at www.relatech.com (Investor Relations/Press Release section) www.emarketstorage.com.

***Relatech** (ticker RLT ISINIT0005433740), Digital Enabler Solution Knowledge (D.E.S.K.) Company, listed on Euronext Growth Milan since June 2019, is present on the market with innovative solutions dedicated to the digital transformation of companies. Relatech is an innovative SME focused on customers looking for the most innovative solutions, becoming a strategic partner for digitization and ICT services. Relatech constantly invests in Open innovation with an extensive R&D activity carried out internally and numerous partnerships with the main Italian Universities and research centers. Thanks to its digital platform and cloud based RePlatform, it provides services and develops innovative digital solutions in frontier technologies of Digital Enabler, such as Cloud, Cybersecurity, Blockchain, Big Data, Machine Learning, Artificial Intelligence, Internet of Things.*

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