

PRESS RELEASE

RELATECH: IN THE 1st QUARTER, REVENUES INCREASED BY 40%

- **Consolidated sales revenues of Euro 5.6 million**
- **Foreign revenues up by 16%**
- **Recurring revenues equal to 27,3% (up by 47%)**
- **Operating Net Financial Position of approximately Euro 1.95 million (cash) with cash liquidity of approximately Euro 7.38 million**

Milan, 22 April 2021

Relatech S.p.A., *Digital Enabler Solution Knowledge (D.E.S.K.) Company* and innovative SME listed on AIM Italia market (Ticker: RLT), announces that, today, the Company's Board of Directors, meeting with an audio conference system, has examined certain consolidated economic and financial management data, not subject to auditing, as 31 March 2021.

REVENUES ANALYSIS

The economic-financial data of the group show **Sales Revenues** in the first quarter of 2021 at approximately **Euro 5.6 million**, an **increase of 40%** compared to Euro 4 million as March 31, 2020.

The share of **recurring revenues** amounts to approximately **Euro 1.5 million**, up by 47% compared to Euro 1.04 million as March 31, 2020 and is equal to **27.3% of Sales Revenues**. The share of revenues from foreign customers also increased by 16%.

CASH FLOW ANALYSIS FOR THE PERIOD

The consolidated operating **Net Financial Position** as 31 March 2021 shows a positive net liquidity of approximately **Euro 1.95 million with cash liquidity of approximately Euro 7.38 million**, compared to a Net Financial Position as 31 December 2020 equal to Euro 2.46 million.

The Net Financial Position, calculated in accordance with the application of IFRS 9, due to the inclusion of the induced adjustments of the option rights for the purchase of the remaining shares of the subsidiaries estimated at Euro 2.41 million, is negative for Euro 0.46 million.



Pasquale Lambardi, Chairman of the Board of Directors of Relatech, declared:
"The excellent results achieved by the Group in the first quarter of 2021 are the confirmation of the validity of our business model which is based on the proprietary core asset RePlatform able to guarantee a growing share of recurring revenues also thanks to its peculiarity of being a modular and scalable platform for multiple market sectors. The acquisitions made in 2020 have been integrated into the Group and the cross-selling and up-selling activities are making a significant contribution in terms of business. The Group has the necessary resources to continue on this path of growth by external lines aimed at seizing the enormous potential that the Italian market is offering in this particular historical moment".

The Board of Directors has also verified the achievement of some of the objectives set out in the "Stock Grant Plan 2021 - 2023" incentive plan and has assigned 43,191 treasury shares held by Relatech to the Chairman and Chief Executive Officer, Pasquale Lambardi, and 43,191 treasury shares held by Relatech to the Deputy Chairman, Gianni Franco Papa. Net of the shares allocated under the stock grant plan, at the date of this press release the Company holds 1,428,006 treasury shares.

At the same meeting, the Board of Directors resolved to continue the existing treasury share purchase program in execution of the resolution of 30 December 2020, for the purposes and according to the terms established by the Shareholders' Meeting and, therefore, to purchase a maximum of additional 1,762,364 shares for a maximum residual value at today's date of €642,230, until 30 June 2022.

The purchase program resolved upon mainly responds to the need to allow the implementation of share incentive plans as well as to possibly exchange shares within the scope of transactions connected to ordinary operations or projects consistent with the strategic lines that the Company intends to pursue.

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 AIM Italia 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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