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Oggetto : RELATECH: ANTICIPATED CLOSING OF
THE ACQUISITION OF 100% OF THE
SHARE CAPITAL OF MEDIATECH

Testo del comunicato

Vedi allegato.



PRESS RELEASE

**RELATECH: ANTICIPATED CLOSING OF THE ACQUISITION OF
100% OF THE SHARE CAPITAL OF THE SUBSIDIARY
MEDIATECH,
THE GROUP'S HUB FOR CLOUD AND CYBERSECURITY SERVICES
AND SOLUTIONS**

- **Payment of 78% of the consideration in Relatech Treasury Shares**
- **Valorization of Relatech shares Euro 4 each**

Milan, 30th June 2021

Relatech S.p.A., *Digital Enabler Solution Knowledge (DESK) Company* and innovative SME listed on AIM Italia market (Ticker: RLT), announces that today it has proceeded with the acquisition of the remaining 40% of the share capital of Mediatech S.r.l. ("**Mediatech**"), a company specializing in Cloud and Cybersecurity solutions and services that became part of the Relatech Group on June 3, 2020.

The transaction follows the purchase of 60% of the share capital in June 2020 and was concluded - following the agreements between the shareholders - for a total amount of approximately Euro 1.7 million, of which approximately Euro 0.37 million in cash and the residual amount through the transfer of a total of 330,000 Relatech treasury shares, conventionally valued at Euro 4 each.

In view of the aforesaid acquisition, the sellers Mario Cittadini, Marco Zanotti, Giuseppe Dominoni, Luca Chiamenti and Paolo Antonio Dominoni have undertaken a specific lock-up commitment in relation to the Relatech shares purchased, for a duration of twelve months from today's date.

In the context of the acquisition, the parties have also agreed to the payment by Relatech to the sellers of an earn-out on the initial acquisition of 60% of Mediatech's share capital for a total of approximately Euro 0.29 million, conventionally determined at the end of each related position.



The operation, which was expected to be completed in 2023, has been brought forward by two years following in-depth evaluations by the management of Relatech and Mediatech, who consider this area strategic and wanted to accelerate the completion of the acquisition in order to benefit fully from cost synergies and have greater flexibility in terms of investment plan. Mediatech will be able in this way to contribute, also thanks to its high expertise in the cloud and information security market, to become an aggregating and supporting pole in the evaluation of future target companies to be acquired with vertical specializations and solutions in these areas.

The closing acquires a decisive importance and is part of a project to accelerate the Group's growth path based on the 3M strategy, Merge, Management, Margin. An approach, those of the 3M, which testifies the complete sharing by the acquired company of the industrial plan and the mission of the Group.

Pasquale Lambardi, President and CEO of Relatech, states: *"Cloud and Cybersecurity technologies and the solutions and services that derive from them have become essential for all types of companies. The year 2020 has only anticipated and accelerated a market demand that would have exploded in any case. The Report of the Cloud Transformation observatory of the Politecnico di Milano stated that the Italian cloud market in 2020 touched 3.34 billion euros with a growth of 21% compared to 2019, as well as emphasizing that the Public & Hybrid Cloud are the protagonists (2 billion euros, with a +30%). Not to be outdone are the estimates of Gartner, according to which there will be a rise of +17% in 2021 and will stand out what is called the Distributed Cloud, that is, characterized by public and private clouds that combine with each other. Gartner estimates that in 2021 the growth in security and risk management will be about 12.4% with investments of 150 billion dollars, numbers that confirm the Italian trend of 2020 (1.37 billion euros). These figures show how high the market demand is, and support Relatech's choice to anticipate the acquisition of 100% of Mediatech. A pondered and strategic decision that will allow us to respond to market needs in a competitive way with an even wider range of services and solutions."*

The anticipated closing operation is the testimony of the synergy between the parties in contributing to the constant evolution of the digital and cloud-based RePlatform, significantly strengthening the ReHub and ReSec modules, respectively focused on Cloud and Cybersecurity. In recent months we have witnessed a growing market demand for cybersecurity solutions and Mediatech is consolidating its position as a key player in terms of skills and services offered, in this context it was therefore appropriate to accelerate the



process of consolidation within the Relatech Group in order to intensify the investment plan in this area and to expand the offer to customers.

Giuseppe Dominoni, CEO of Mediatech, comments: *"Today's operation represents the consolidation and completion of a union between the parties that was already fully functional and functional for the Group's business. Being able to count on our skills and knowledge in cybersecurity and Cloud and especially having a modular and scalable platform as RePlatform, allows us to have a complete and challenging offer on the market. Becoming completely part of the Relatech Group, also in terms of management, guarantees the centralization of the staff, as well as cost synergy and efficiency of results. After only one year, Mediatech has become the reference company of the Group for Cloud and Cybersecurity technologies and this, we are sure, is only the beginning of a flourishing path for a Group that will continue to grow."*

Thymos Business&Consulting S.r.l. acted as financial advisor to Relatech in the transaction, Simmons & Simmons acted as legal advisor.

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 (DESK) 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.

Mediatech, founded in 2001 and part of the Relatech Group since 2020, is specialized in cutting edge technologies such as Cybersecurity and Cloud. Mediatech offers to the market a wide suite of services and solutions for IT security such as IT infrastructures, GDPR, Data Management, Incident response, Forensic, Compliance, realizing projects in Cloud in all its forms, private, public, hybrid and hyperconvergent. Mediatech welcomes in its ecosystem important technological partnerships with leading companies of international standing.

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