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CONSOLIDATED ECONOMIC AND
FINANCIAL DATA AT 30.06.2021

Testo del comunicato

Vedi allegato.

PRESS RELEASE

**RELATECH: CONSIDERING CERTAIN
CONSOLIDATED ECONOMIC AND FINANCIAL DATA AT 30 JUNE
2021**

**PRO-FORMA REVENUES FROM SALES OF APPROXIMATELY
EURO 15.1 MILLION, UP 52%**

- **Consolidated revenues from sales without pro-forming the acquisitions of Dialog Sistemi and Gruppo SIGLA equal to Euro 11.6 million (up 43%)**
- **Recurring revenues of 28% (up 42%)**
- **Operating Net Financial Position* of approximately Euro 3 million (cash) with cash liquidity of approximately Euro 11.2 million**

Milan, 21st July 2021

Relatech S.p.A., *Digital Enabler Solution Knowledge (DESK) Company* and 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 auditing, as of 30 June 2021.

REVENUES ANALYSIS

The economic-financial data of the pro-formed group following the acquisitions of Dialog Sistemi Srl (formalized on 21 May 2021) and Gruppo SIGLA (formalized on 29 June 2021) show the **pro-forma Group Sales Revenues** on 30 June 2021 equal to approximately **Euro 15.1 million, an increase of 52%** compared to Euro 10 million on 30 June 2020. Revenues consist of:

- The revenues from the sales of the Relatech Group (Relatech, Relatech Consulting, Ithea, OKT, Mediatech and Xonne) on 30 June 2021 amount to approximately Euro 11.5 million;
- The revenues from the sales of Dialog Sistemi on 30 June 2021 amounted to approximately Euro 0.5 million;
- The sales revenues of the SIGLA Group on 30 June 2021 amounted to approximately Euro 3 million.

* This figure does not include the effects of the joint application of IFRS3 and IFRS9, as well as other adjustments that may be necessary upon approval of the half-yearly financial report.



Consolidated sales revenues amount to Euro 11.6 million, up 43% compared to the same period of 2020.

The **recurring revenues** amounts to approximately **Euro 3.2 million**, up 42% compared to Euro 2.3 million as of 30 June 2020 and is equal to **28% of Revenues from Sales**.

CASH FLOW ANALYSIS FOR THE PERIOD

The consolidated operating **Net Financial Position** as of 30 June 2021 shows a positive net liquidity of approximately **Euro 3 million with cash liquidity of approximately Euro 11.1 million**, compared to a Net Financial Position as of 31 March 2021 of Euro 2 million.

Extraordinary transactions affecting the net financial position as of June 30, 2021, are:

- Approximately Euro 3 million for M&A operations
- Approximately Euro 0.6 million for the purchase of treasury shares.

It should also be noted that, in the second exercise period of the Relatech 2019-2022 Warrants included in the week from May 10, 2021, to May 21, 2021, Warrants were exercised for a total value of approximately Euro 4.3 million.

Pasquale Lambardi, Chairman of the Board of Directors of Relatech, declared: *"The excellent results reported today are the testimony of a path that is reflected in a growth plan shared by all the Group companies that strongly believe in Relatech's mission and believe to have a central role in digital innovation and in the digitization of businesses. In these first six months of 2021, Relatech has persistently pursued its 3M strategy, a growth driver that has allowed us to achieve important goals, such as the anticipation of the closing of the remaining 40% of Mediatech's capital, as well as the "acquisition of two important companies, Gruppo SIGLA and Dialog Sistemi, respectively specialized in the design and development of digital solutions in i) industrial automation, data analysis and cybersecurity and ii) in business performance management. I am personally very happy with the results achieved so far, and I am convinced that the synergy and collaboration established between the companies of the Group, combined with a very favorable market context in the digital sector, will allow us to achieve important goals."*

During the same meeting, the Board of Directors also approved an incentive plan (the "**Plan**") intended for certain members of the Board of Directors to be executed through the assignment



of a maximum of no. 400,000 Relatech 2019-2022 Warrants (the "Warrants") in execution of the resolution of the Shareholders' Meeting of March 11, 2019. At the same time, the Board of Directors defined the *performance* objective upon achievement of which the Warrants will be assigned and identified as beneficiaries of the Plan the Chairman of the Board of Directors, Pasquale Lambardi, and the Director and Chief Operating Officer, Silvio Cosoleto, who will be the recipients of no. 300,000 and no. 100,000 Warrants, respectively.

The performance objective is linked to the acceleration of the Company's external growth strategy (in line with the so-called "*3M Strategy*" - *Merge, Margin, Management*) through the identification of a target, with specific *ICT expertise* linked to *digital innovation* and with a *customer base* capable of intensifying *cross-selling* of the Relatech offering, with which to carry out an integration transaction by April 30, 2022.

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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