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Oggetto : RELATECH: EXAMINED CERTAIN
MANAGEMENT DATA CONSOLIDATED
ECONOMIC-FINANCIAL STATEMENTS
AT MARCH 31, 2022

Testo del comunicato

Vedi allegato.

PRESS RELEASE

**RELATECH: EXAMINED CERTAIN MANAGEMENT DATA
CONSOLIDATED ECONOMIC-FINANCIAL STATEMENTS
AT MARCH 31, 2022****SIGNIFICANT GROWTH IN CONSOLIDATED REVENUES:
EUR 10.4 MILLION, + 87% COMPARED TO 31 MARCH 2021**

- **Foreign revenues up 45%**
- **Recurring revenues at 31% (up 114%)**
- **Cash liquidity of approximately Euro 9.3 million, net operating financial position of Euro 6 million**

Milan, 3rd May 2022

Relatech S.p.A., *Digital Enabler Solution Know-how (DESK) Company* and innovative SME listed on the Euronext Growth Milan market (Ticker: RLT), announces that, today, the Company's Board of Directors, meeting with an audio conference system, examined certain consolidated economic and financial management data, not subject to auditing, as at 31 March 2022.

REVENUES ANALYSIS

The economic and financial data of the pro-formed group following the acquisition of EFA Automazione S.p.A. (formalized on February 18, 2022) show pro-forma **Group Sales Revenues** at March 31, 2022 equal to approximately **Euro 13.3 million**, an **increase of 138%** compared to approximately Euro 5.6 million at March 31, 2021. Revenues are made of:

- Revenues from sales of the Relatech Group (Relatech, Relatech Consulting, Ithea, OKT, Mediatech, Xonne, Dialog Sistemi, Gruppo SIGLA and DtoK Lab) as of March 31, 2022 amounted to approximately Euro 8 million;
- Revenues from sales of EFA Automazione at March 31, 2022 amounted to approximately Euro 5.3 million.

Consolidated sales revenues amounted to approximately Euro 10.4 million, up by 87% compared to the same period of 2021.

The share of **recurring revenues** amounts to approximately **Euro 3.3 million**, up 114% compared to Euro 1.5 million at March 31, 2021 and is equal to **31% of consolidated Sales Revenues**. The share of revenues from foreign customers also increased by 45%.

CASH FLOW ANALYSIS FOR THE PERIOD

The **consolidated Net Financial Position** at 31 March 2022 shows a net value of approximately **Euro 6 million with cash liquidity of approximately Euro 9.3 million** compared to a negative Net Financial Position at 31 December 2021 of Euro 1.7 million about (cash). The following are highlighted as extraordinary cash outflows that occurred during the first quarter of 2022:

- approximately Euro 7.7 million for M&A transactions

Pasquale Lambardi, Chairman of the Board of Directors of Relatech, declared: *"We are very happy with the results achieved in the first quarter of 2022, testimony to significant growth for external lines and the result of an excellent integration process initiated with the companies acquired during the 2021. Today's data show how the Excellencies acquired last year, Gruppo SIGLA, Dialog Sistemi, DtoK Lab and the one formalized this year, EFA Automazione, are well positioned within the Group's offer based on the digital cloud platform cRePlatform. In fact, the cross-selling and up-selling activities between the companies that have joined the Group are contributing significantly in terms of business, increasing the share of recurring revenues, expanding the customer base, strengthening the Group's presence in already consolidated sectors, and penetrating new market fields. The Group intends to continue growing both internally and externally and we are sure that we have the right resources to fully grasp new challenges from the market."*

At the same meeting, the Board of Directors resolved to continue the buy-back program for the purposes and according to the terms established by the shareholders' meeting of 28 April 2022 and, therefore, to purchase treasury shares within the limit of 10% of the capital share and for a maximum value of Euro 1,500,000, to be carried out in one or more tranches within 18 months from the date of the shareholders' resolution.

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

Relatech (ticker RLT ISINIT0005433740), Digital Enabler Solution Know-How (DESK) 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.

Contacts

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