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Oggetto : RELATECH: CLOSING FOR THE  
ACQUISITION OF 75% OF THE SHARE  
CAPITAL OF FAIR WINDS DIGITAL S.R.L.

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

**RELATECH: CLOSING FOR THE ACQUISITION OF 75% OF  
THE SHARE CAPITAL OF FAIR WINDS DIGITAL S.R.L.,  
COMPANY WITH REVENUES EQUAL TO EURO 2.5 MILLION  
SPECIALIZED IN IOT TECHNOLOGY AND IN THE  
DEVELOPMENT OF EDGE COMPUTING SOLUTIONS IN  
INDUSTRY 4.0, TELCO AND SMART CITY**

- **THE TRANSACTION ALLOWS THE RELATECH GROUP TO CONSOLIDATE ITS OFFER AND TO STRENGTHEN ITS COMPETITIVE POSITION IN IOT AND SMART CITY WITH A DEDICATED HUB IN ROME, REFERENCE POLE FOR NEW INVESTMENTS IN EDGE COMPUTING AND FOR THE DEVELOPMENT OF PUBLIC ADMINISTRATION MARKET**

Milan, 15<sup>th</sup> September 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, following what was communicated on 23 May 2022, announces that today it has completed the acquisition of 75% of the share capital of **Fair Winds Digital S.r.l.** ("**Fair Winds**" or "**Company**"). Fair Winds, based in Rome, supports customers in the design, *roll-out* and *maintenance* of IoT systems, with the goal of managing **complex networks, infrastructures, and industrial plants** efficiently, safely, and quickly.

**Pasquale Lambardi, Chairman of the Board of Directors of Relatech:** "*The entry of Fair Winds Digital within the Relatech Group allows to **expand the offer** in the areas of **IoT edge computing** and **Digital Twins**, through the proprietary platform of the Company called **IoT Catalyst** and exploiting the synergies with the Group Company EFA Automazione. Furthermore, the acquisition will allow us to **strengthen our competitive positioning** in market sectors in which it is already present with a portfolio of historical customers in areas such as **industrial automation, telecommunications**, energy and utilities, to open up to the Smart City sector and to **expand its presence** on the **national territory** with a new reference office in **Rome**."*

The price for the purchase of the investment was equal to Euro 205,000, paid entirely in cash.

As part of this transaction, Relatech announces that the shares representing the remaining 25% of the share capital will be acquired later, once the procedures for their release have been completed, for an equivalent value of Euro 105,000.

As already communicated on 23 May 2022, the agreement provides, *inter alia*, some shareholders' agreements aimed at guaranteeing the appointment of Michael Prisco and Valerio Sinisi, respectively, as Chief Executive Officer and Executive Director of Fair Winds, at least until the approval of the financial statements as at 31 December 2024. Also, within the scope of these agreements, an *earn-out* mechanism is envisaged, parameterized to the achievement of specific medium and long-term Ebitda objectives, to be paid partly in *cash* and partly in Relatech shares valued at unit resulting from the most recent *equity research* at the date of transfer of the shares, with a discount of 5% and subject to a lock-up constraint.

Fair Winds, active in the Industry4.0, telecommunications, energy, and smart city sectors, in 2021 achieved sales revenues of approximately Euro 2.5 million, a net profit of Euro 59 thousand and a Net Financial Position of approximately Euro 170 thousand (cash).

Relatech was assisted in the transaction by the law firm Gianni & Origoni.

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

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**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.

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ISSUER

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