

Informazione Regolamentata n. 20162-35-2023	Data/Ora Ricezione 10 Maggio 2023 08:27:21	Euronext Growth Milan
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Informazione
Regolamentata

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Data/Ora Ricezione : 10 Maggio 2023 08:27:21

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Oggetto : RELATECH: EXAMINED CERTAIN
MANAGEMENT DATA CONSOLIDATED
ECONOMIC-FINANCIAL STATEMENTS
AT MARCH 31, 2023

Testo del comunicato

Vedi allegato.

PRESS RELEASE

**RELATECH: EXAMINED CERTAIN MANAGEMENT DATA
STRONG GROWTH IN ALL CONSOLIDATED FINANCIAL
INDICATORS AS AT 31 MARCH 2023**

- **Consolidated revenue Euro 24 million, approximately +130% compared to 31 March 2022**
- **Recurring revenues up by 170%**
- **International revenues up by 61%**
- **Net financial position of approx. Euro 15.5 million compared to approx. Euro 9,5 million as at 31 December 2022**

Milan, 10th May 2023

Relatech S.p.A., *Digital Enabler Solution Know-how (DESK) Company* listed on the Euronext Growth Milan market (Ticker: RLT), announces that, today, the Board of Directors reviewed certain unaudited consolidated financial and operating data as of 31 March 2023.

REVENUES ANALYSIS

The Group's economic and financial figures show **Consolidated Sales Revenues** at the end of the first quarter of 2023 of approximately **Euro 24 million**, an **increase of approximately 130%** compared to the first quarter of 2022.

***Pasquale Lambardi, Relatech's Chairman of the Board of Directors,** commented: "I am particularly satisfied with the Group's results published today, which are evidence of a business model and a go-to-market that is fast, flexible and able to meet the demand of a market full of opportunities. I am certain that the synergies between the Group's companies and the acquisitions completed in 2022 will enable us to attack new market segments, while always maintaining a high level of attention to the customer and to all our stakeholders, who trusted in Relatech's vision even before opening to the stock market. Suffice it to say that the figures published today in 2020 were the result of an entire financial year. Today, we are a group of excellent companies, characterised by the same values that led to the very foundation of the company: respect for people, transparency towards the market and the determination to generate a sustainable business for our entire ecosystem'.*

The **recurring revenues** amounted to approximately **Euro 8.8 million**, an **increase of 170%** compared to the same period of the previous year and amounted to **37% of the consolidated Sales Revenues**.

Pasquale Lambardi comments: *“The Group's strategy aims to increase the recurring shares that are characterised by high average margins, with the objective of continuing to increase this figure”.*

Consolidated revenues from **foreign customers** amounted to approximately **Euro 6.3 million**, an **increase of 61%** over the same period last year.

Pasquale Lambardi continues: *“Another element of satisfaction is having given a boost to the internationalization process, a goal that was already presented in the business plan at the time of the IPO. Through the recent acquisitions, in fact, we have accelerated what had been declared as a long-term goal, but today Relatech not only has a widespread presence in Italy, but can also count on European and international offices. If before we were proposed to the market as the digital player for the Italian market, we are now, also due to the size we have reached, ready to take on the challenges of the foreign market, with the knowledge that we have all the resources and skills to compete with the big international players”.*

The **consolidated Net Financial Position** as of 31 March 2023 shows a value of approximately Euro 15.5 million compared to a Net Financial Position of approximately Euro 9,5 million as of 31 December 2022.

Pasquale Lambardi concludes: *“We will continue to pay close attention to financial policies, particular zeal was given to the NFP/EBITDA ratio. In this regard, it is worth mentioning that the ratio as at 31.12.2022 was below par, which is proof of the diligence in implementing intra-group up-selling and cross-selling actions and the result of a solid growth strategy.”*

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

Relatech (ticker RLT ISIN IT0005433740), Digital Enabler Solution Know-how (DESK) Company listed on the Euronext Growth Milan market since June 2019, has been active for over twenty years in Digital Enabler frontier technologies, such as Cloud, Cybersecurity, IoT, Big Data, Blockchain, Machine Learning. Relatech is the reference partner for Digital Innovation of companies and leads a group of companies highly specialized in Digital Enabler Technologies united by the common mission of supporting customers in the digital transformation process. Relatech constantly invests in Open Innovation with an intense R&D activity carried out by internal hubs in collaboration with universities and national research centres. Thanks to the RePlatform digital platform and the know-how deriving from the ecosystem of scientific and technological partners, Relatech develops digital services and solutions capable of innovating the business model of its customers, guaranteeing sustainable business growth for all those companies that see in the process of digital innovation the key to current and future success.

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