

Informazione Regolamentata n. 20162-75-2023	Data/Ora Inizio Diffusione 31 Ottobre 2023 08:36:37	Euronext Growth Milan
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Societa' : RELATECH

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Informazione
Regolamentata

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Oggetto : Relatech: considering certain consolidated
economic and financial data as at 30
September 2023

Testo del comunicato

Vedi allegato.

PRESS RELEASE

RELATECH S.p.A.**CONSIDERING CERTAIN CONSOLIDATED ECONOMIC AND
FINANCIAL DATA AS AT 30 SEPTEMBER 2023****CONSOLIDATED SALES REVENUE OF EURO 66.5 MLN,
GROWTH OF 73% YoY¹****38% OF SALES FROM RECURRING REVENUES, UP 88% FROM
LAST YEAR**

- **Foreign revenues up 53%**
- **Net financial position of approximately Euro 17.5 mln**

Milan, 31st of October 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 Company's Board of Directors examined certain unaudited consolidated operating and financial data as at 30 September 2023.

The group reported **revenues** of approximately **Euro 66.5 million, up 73%** compared to the same period in 2022, with a **net financial position** of **Euro 17.5 million**.

Pasquale Lambardi, President and CEO of Relatech, says: *"As we continue our journey of growth and innovation, we proudly underline that, in this challenge, what sets us apart is our end-to-end offering, made possible by the deep and synergic integration of the skills of all the entities that today make up our Group. Our ability to work in synergy, leveraging the expertise and assets embedded in our Replatform platform, allows us to respond promptly and accurately to the needs of a rapidly evolving market. Our objective remains clear: not only to respond to the challenges of the present, but to anticipate future needs, driving digital transformation through cutting-edge solutions and services. With a holistic and integrated vision, we use internal synergies to create added value, offering our clients a solid and comprehensive partnership at every stage of their digitisation journey. Our determination to excel in this context, combined with our relentless pursuit of innovation, sees us investing in cutting-edge technologies, including generative AI, Cybersecurity, and IoT, among others,*

¹ The Group's scope of consolidation as at 30.09.2023 includes the line-by-line consolidation from 1 January 2023 of the companies BTO S.p.A., Venticento S.r.l., EFA Automazione S.p.A. and IoT Catalyst, which were acquired in 2022.

confirming us as a leading player in the technology landscape, ready to chart the path of tomorrow."

REVENUE ANALYSIS

The group's economic-financial data show **Group Consolidated Sales Revenues of about €66.5 million as of 30 September 2023, up 73%** from about **€38.4 million** as of 30 September 2022.

The **share of recurring revenue** amounted to approximately **Euro 25.6 million**, an **increase of 88%** compared to **Euro 13.6 million** as at 30 September 2022, and accounted for 38% of the **Consolidated Sales Revenue**.

International revenues amounted to approximately **EUR 18.5 million**, **28%** of the consolidated sales revenue.

CASH FLOW ANALYSIS FOR THE PERIOD

The consolidated **Net Financial Position** as of 30 September 2023 was about **Euro 17.5 million**, compared to a Net Financial Position of Euro **14.8 million** as of 30 June 2023.

Compared to the June 2023 figure, the following cash outflows of an extraordinary nature should be noted:

- approximately Euro 2.9 million for extraordinary and M&A transactions
- approximately Euro 0.3 million for the purchase of treasury shares

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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