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Oggetto : Alkemy S.p.A. - FY 2023 preliminary results

Testo del comunicato

Vedi allegato



ALKEMY S.P.A.: FY2023 PRELIMINARY RESULTS

REVENUE GROWTH AT ~11%, ADJUSTED EBITDA APPROXIMATELY +10%

The Board of Directors today acknowledged the consolidated turnover and Adjusted EBITDA at December 31st, 2023.

- **Preliminary consolidated turnover**¹ at December 31st, 2023 (“FY 2023”) is no less than **Euro 118.0 million**, approximately **+11%** compared to Euro 106.6 million in FY 2022, as an effect of the change in Group perimeter and of the **organic growth of the business**.
- **Preliminary FY 2023 adjusted EBITDA**² at no less than Euro 13.0 million, **+10%** approximately compared to Euro 11.8 million in FY 2022. FY 2023 preliminary adjusted EBITDA margin³ at approximately **11%**, **broadly in line** compared to the FY 2022 figure (11,1%).

Milano, February 23rd, 2024 – The Board of Directors of Alkemy S.p.A. (“Alkemy”, “the Group” or “the Company”), a company specializing in the evolution of the business model of large and medium-sized companies and listed on the Euronext-STAR segment of Borsa Italiana (ALK), today reviewed the preliminary Group consolidated turnover and adjusted EBITDA at December 31st, 2023, not subject to auditing.

In 2023, Alkemy recorded a **generally positive business trend**, thanks both to the **retention of stable relationships with its main customers and to the expansion of the customer base** also engaged through the activities of the Go-to-Market team. It is worth underlining how these results were obtained despite a challenging context characterized by new geopolitical instabilities, which added to the uncertainties that weighted on the national and European markets already in 2022, and which had a direct influence on the activities of the Group's customers.

In 2023 Alkemy recorded a **turnover growth of at least +11%** compared to FY 2022, because of the **change in Group perimeter** and of the business **organic growth**.

Preliminary adjusted EBITDA grew approximately by **10%** compared to FY 2022, mostly as a consequence of the increase in turnover, with an Adjusted EBITDA margin at around 11%.

“2023 was a positive year for Alkemy, both for the results achieved in terms of growth despite the macro context, and because we completed an important international integration initiative while carrying on the optimization of the internal structure in Italy. In particular, in Italy we have worked to start 2024 with an industry-oriented organization: each customer will in fact have a reference industry expert, who will be able to focus on the offer and potential cross selling, with expected benefits especially in terms of customers' portfolio management,” commented **Duccio Vitali, CEO**. *“We enter 2024 knowing that a growing number of companies is coming to terms with the fact that it is now inevitable to integrate AI solutions within their activities. In this context, our portfolio of AI solutions allows us to offer support as a complete and trustworthy partner for them”.*

Key figures analysis

Preliminary turnover approximately **+11% in FY 2023** compared to FY 2022, at no less than **Euro 118.0 million** compared to Euro 106.6 million in FY 2022. Key driver of growth is a combination of

¹ Preliminary consolidated turnover is not yet subject to auditing and could undergo changes.

² Preliminary adjusted EBITDA does not include extraordinary and non-recurring changes and is not yet subject to auditing, therefore it may undergo changes.

³ Preliminary adjusted EBITDA Margin is calculated by relating the preliminary EBITDA to the preliminary turnover.



the change in Group perimeter and the organic growth, although still impacted by the reduced propensity to spend of our customers, held back in particular by the macroeconomic situation.

In FY 2023 **Italian companies** recorded a **year-on-year turnover increase**, with a positive result. This is mostly thanks to the Go-to-Market strategy, that allowed for a strong monitoring of existing clients as well as for an expansion of the Group's customer base.

In FY 2023 **foreign companies** recorded a **turnover growth**, mostly thanks to the positive trend of the business in Spain, driven by the contribution of the inclusion for 12 months of Innocv in the Group perimeter, and to the growth recovery operated by Alkemy Iberia.

Preliminary FY 2023 adjusted EBITDA is no less than Euro 13.0 million, approximately +10% compared to the Euro 11.8 million recorded in FY 2022.

Preliminary FY 2023 adjusted EBITDA margin at approximately 11%, broadly in line with the FY 2022 figure (11.1%), due to the different selling mix, the increase in operating costs in line with the turnover growth and to the different Group perimeter.

The Manager in charge for preparing the corporate accounting documents, Mr Claudio Benasso, pursuant to paragraph 2 of article 154-bis of the Consolidated Law on Finance, declares that the accounting information contained in this press release corresponds to the documentary results, books and records accounting.

Alkemy S.p.A. works to improve the market positioning and competitiveness of large and medium-sized companies by stimulating the evolution of their business models in line with technological innovation and consumer behaviour. Alkemy integrates skills and expertise in the areas of Strategy, Communication, Design, Performance, Technology and Insights and Analytics, with an offering designed for our post-digital environment and covering the entire chain of value from strategy to implementation.

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