



PRESS RELEASE

RELATECH: EXAMINED SOME CONSOLIDATE DATA AS OF MARCH 31,2020

- **SALES REVENUES GROWING BY 16%**
- **RECURRING REVENUE GROWING BY 31%**
- **FOREIGN CUSTOMERS REVENUES GROW BY 10%, EQUAL TO 56% OF THE TOTAL**
- **CASH GENERATION IN THE QUARTER OF EUR 0,8 MLN, NET OF THE BUY BACK OF EUR 1,34 MLN**

Milan, April 28th 2020

Relatech S.p.A., *Digital Enabler Solution Company* (“**D.E.S.C.**”) and innovative SME listed on AIM Italia market (Ticker: RLT), announces that today the Company's Board of Directors, meeting in audio conference, examined certain economic and financial management data, not subject to auditing, as of March 31, 2020.

REVENUE ANALYSIS

Consolidated **Sales Revenues** at March 31, 2020 are equal to approximately **Euro 4 million**, an increase of approximately **16%** compared to **Euro 3.46** million at March 31, 2019.

The portion of **recurring revenues** is equal to **Euro 1.05 million**, an increase of **31%** compared to Euro 0.80 million as of March 31st2019 and is equal to **26% of Sales Revenues**.

The share of **revenues from foreign customers increased by 10%** compared to the same period of the previous year, reaching **around 56% of Revenues**.



Revenue growth occurred thanks to:

- i) Relatech business model focused on the *cloud-based platform RePlatform*, thanks to which **cross-selling** and **up-selling** activities on existing customers are possible and naturally facilitated and,
- ii) the acquisition of new customers in the telco, logistics and pharmaceutical sectors.

PERIOD CASH FLOW ANALYSIS

The consolidated Net Financial Position at March 31, 2020 is negative (ie cash) and equal to Euro 0.153 million compared to a negative Net Financial Position (cash) equal to Euro 0,7 million at December 31, 2019. It is reported that they affected the absorption of cash and, consequently, on the Net Financial Position at the end of the quarter, the purchases of treasury shares made, equal to Euro 1,34 million. Net of the above, **cash flow in the quarter was approximately € 0,80 million.**

Pasquale Lambardi, Chairman of the Board of Directors of Relatech, said: *“The growth in the first quarter, which took place by internal lines, confirms the strategic validity of our business model and the ability to generate cash. Thanks to the predictability of cash flows, recurring revenues are equal to 26% of total revenues, and our available stocks, it will be possible to further accelerate our growth path without weighing on shareholders. Our target are companies that offer innovative solutions in "digital enablers" technologies, with the aim of enhancing our offer and consolidating our competitive positioning.”*

Silvio Cosoleto, Vice President of Sales, commented: *"The world has definitely changed in recent weeks and innovation, in our opinion, will be increasingly relevant in strategic company decisions. Digitisation will undergo a considerable acceleration and will also have an impact in those sectors which have hitherto been more traditional.*

It will therefore be necessary to rethink the supply chain, operations, digital strategies, the way in which these services will be made available through the Cloud and how to protect these new models from cyber-attacks; in essence, the ability of companies to innovate their business models and to add to their offer new services to bring to the market, will become fundamental.



*In this real **digital revolution**, Relatech stands as a strategic partner and unique interlocutor able to create all those Solutions / Services able to aggregate all frontier technologies (Cyber security, Cloud, Big Data, Blockchain) that will allow companies to cope with the specificities of the 'new normality'.*

Tomorrow April 29th 2020 at 11.30 at the following link [Relatechwebcast](#), it will be possible to participate in the conference call "What's gonna happen on your D.E.S.C.?" in which the Company will present the financial statement data as at 31.12.2019 and certain economic and financial management data for the first quarter of 2020.

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

Relatech (ticker RLT ISIN IT0005371874), Digital Solution Company listed on AIM Italia 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 innovation with an extensive R&D activity carried out internally and numerous partnerships with the main Italian universities and research bodies. Thanks to its digital platform cloud-based RePlatform, it develops solutions in the four high-growth technological areas: digital customer experience and marketing automation, artificial intelligence and big data analytics, cybersecurity and blockchain, internet of things and industry 4.0.

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