



PRESS RELEASE

**RELATECH: Examined certain consolidated data
to 30 September 2020**

**REVENUES FROM SALES OF PROFORMA OF THE GROUP EQUAL
TO EURO 15.08 MILLION, UP 14%**

**THE PROCESS OF DRAWING UP THE ESG FINANCIAL
STATEMENT IS STARTED TO PROVIDE TO THE MARKET A
TRANSPARENT SUSTAINABILITY RATING THAT CERTIFIES THE
SOLIDITY OF THE COMPANY**

- **REVENUES FROM SALES WITHOUT PRO-FORM THE
RECENT ACQUISITIONS INCREASING BY 2% COMPARED TO
THE SAME PERIOD YEAR 2019**
- **RECURRING REVENUES EQUAL TO 28%, UP 5%**
- **INTERNAL CUSTOMER BASE GROWING BY 11%**
- **CASH EQUAL TO ABOUT EURO 9 MILLION, NET FINANCIAL
POSITION EURO 3.5 MILLION (CASH)**

Milan, 27th October 2020

Relatech S.p.A., *Digital Enabler Solution Knowledge (D.E.S.K.) Company* and innovative SME listed on AIM Italia market (Ticker: RLT), announces that, today, the Company's Board of Directors, meeting with an audio conference system, examined certain economic-financial management data, not subject to auditing, as at 30 September 2020.

REVENUE ANALYSIS

The economic and financial data of the pro-formed group following the acquisition of the shareholding of the company Mediatech S.r.l. formalized on 23 June 2020 and Xonne S.r.l. formalized on July 20, 2020, show that **Revenues from Sales** at September 30, 2020 of



approximately **Euro 15.08 million**, up **14%** compared to Euro 13.19 million at September 30, 2019 and are composed as follows:

1. The consolidated revenues from sales of the Group at 30 September 2020 amounted to approximately Euro 12.16 million;
2. Mediatech revenues from sales at 30 September 2020 equal to approximately Euro 2.38 million;
3. The revenues from sales of Xonne at 30 September 2020 amounted to approximately Euro 0.54 million.

The share of **recurring revenues** is equal to **Euro 3.81 million**, an increase of 5% compared to Euro 3.63 million at 30 September 2019 and is equal to **28% of Sales Revenues**. This result does not take into account the contribution that Mediatech and Xonne will make, businesses which by their nature are characterized by models that generate recurring fees and which will therefore increase the Group's share. In the case of pro-forma, recurring rents would in fact have been equal to Euro 4.30 million, an increase of 18% compared to Euro 3.63 million at 30 September 2019 and equal to **29% of Sales Revenues**. The consolidated sales revenues of the Group as at 30 September 2020 amounted to approximately Euro 13.48 million, up by approximately 2% compared to the same period of the previous year.

Silvio Cosoleto, Vice President of Sales, commented: *"Despite the impact that the pandemic situation has had on the global market, the ICT market and more specifically that of **Digital Enabler Technologies** remains in a positive area, and indeed there are rates of investments that bode well for a significant recovery. If in the pre-covid phase, only 20% of Italian companies had already started a process of **Digital Innovation**, now the pandemic has led to the adoption of modern frontier technologies. As the study of the Cloud Transformation Observatory of the Politecnico di Milano states, the Cloud market in Italy is worth 3.34 billion euros, up 21% compared to last year and this is just an example of how investing in digitalization is the right way to excel in the market. And it is in this context that Relatech, through its digital and Cloud based platform **RePlatform**, plays a key role in supporting its customers in the process of evolution of their corporate assets and business model also thanks to the recent acquisition of Mediatech and Xonne. In this regard, in fact, we have contracted new projects through up-selling strategies with on-board customers and started*



new collaborations with top market players also at an international level, expanding the internal customer base by 11% and counting a share of recurring revenues positive 28%."

CASH FLOW ANALYSIS FOR THE PERIOD

The **Net Financial Position** at 30 September 2020 was equal to **Euro 3.52 million (cash)**, compared to Euro 4.03 million (cash) at 30 June 2020.

The change compared to 30 June 2020 is due to the following extraordinary transactions:

- purchases of treasury shares made in the third quarter of Euro 0.74 million;
- payment of the second tranche relating to the acquisition of the investment in Mediatech equal to Euro 0.39 million.

STOCK GRANT PLAN 2020-2022 and CORPORATE GOVERNANCE

The Board of Directors of Relatech S.p.A. resolved, today, with reference to the "*Stock Grant Plan 2020-2022*" of the Company approved by the Shareholders' Meeting on February 14, 2020, following the achievement of the Vesting Conditions for the *Retention* Portion ascertained by the Board itself in on 23 September 2020, the free assignment to the beneficiary, Dr. Silvio Cosoleto, under the terms and conditions set out in the Plan regulations, of 116,900 newly issued Relatech shares resulting from the capital increase serving the Plan approved by Shareholders' Meeting on February 14, 2020. Once assigned, the new shares will be subject to a *lock-up* period of 24 months from the assignment date.

The share capital of Relatech is therefore increased free of charge using reserves for a total of Euro 1,169.00, from Euro 108,056.07 to Euro 109,225.07 corresponding to a total of no. 10,922,507 ordinary shares with no par value.

The Company will publish the notice of change in share capital following the filing of the execution of the capital increase with the competent Register of Companies within the terms of the law.

During today's meeting, the Board of Directors also approved the adoption of the "Organization, Management and Control Model" prepared pursuant to Legislative Decree no. 231/2001, in the relative general and special part (in short, the "**231 Model**"), and of the Code of Ethics.

In compliance with the provisions of Model 231, the Administrative Body of Relatech S.p.A. it also appointed the Supervisory Body in collegiate composition, with the task of supervising



the correct implementation, effectiveness and observance of Model 231 within the Company and of ensuring its updating.

Pasquale Lambardi, Chairman of the Board of Directors of Relatech, said: *"The data approved today confirm that the **3M Strategy, Merge, Management, Margin** pursued by the company is the winning approach to continue our growth trend. **Innovation, Growth and Sustainability** are the key words in which we believe with perseverance and which allow us to stand out on the market and establish ourselves as the single point of reference in our market segment, that of Digital Enabler Technologies. Relatech is ready to face the challenges of the future by continuing with its solid growth path based on **Open Innovation, Research and Development**. Relatech will continue to invest in Digital Innovation to offer new vertical solutions to the market and expand its offer. In this regard, we have recently released a new vertical solution **ReFab4.0**, a solution for **predictive maintenance** of systems and business processes for the Industry4.0 sector. In addition, we will continue to expand the skills of our digital and cloud-based platform **RePlatform** also through the identification of new specialized targets in the Internet of Things and/or robotics, able to share and integrate in a complementary way into our business model. We would like to emphasize the strategic importance of industrial partnerships with the Mediatech and Xonne targets that bring such skills to expand and strengthen our RePlatform and accelerate the growth of the Group. A growth that of Relatech, thoughtful and sustainable; in this regard, the company has started the process of preparing the ESG report in order to provide the market with a transparent sustainability rating that certifies the solidity of the company according to the parameters of the Environment, Social and Governance."*

The company reminds you of tomorrow's appointment 28/10/2020 at 11.30 with the Relatech Investor Virtual Conference "[R3Q Financial Data Update](#)", in which Relatech top management will comment on the related consolidated economic and financial management data for the quarter ended 09/30/2020 approved by the Relatech Board of Directors on 10/27/2020.

Furthermore, it should also be remembered that as foreseen by the Relatech IR events calendar, for mid-November 2020 the Company is already organizing another "**Relatech ICS**" event, an in-depth webinar on **Digital Enabler Technologies**, cutting-edge technologies enabling Digital Innovation & Transformation of companies. The webinar will involve personalities from the world of research, communication and finance.



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

Relatech (ticker RLT ISIN IT0005371874), Digital Enabler Solution Knowledge (D.E.S.K.) 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 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.

Contacts

ISSUER

Relatech S.p.A. | investor@relatech.com | T: +39 02 2404909 | Viale Ercole Marelli, 165 - 20099 Sesto San Giovanni (MI)

NOMAD & SPECIALIST

BPER Banca S.p.A. | relatech@bper.it | T: +39 02 7274 9229 | Via Gaetano Negri, 10 - 20123 Milan

INVESTOR & MEDIA RELATIONS

IR Top Consulting | ir@irtop.com | T: + 39 02 4547 3883/4 | Via Bigli, 19 - 20121 Milan