



PRESS RELEASE

**ELES ENHANCES THE R.E.T.E. OFFER
STARTING THE DIGITIZATION PROCESS OF ITS BUSINESS MODEL
BASED ON SERVITIZATION: SELLS SOLUTIONS AND DELIVERS
RESULTS**

**RELATECH PROVIDES ITS VERTICAL SOLUTION REFAB4.0 CREATED
SPECIFICALLY FOR THE INDUSTRY4.0 SECTOR AND THE KNOW-
HOW IN AR/VR, AI, MACHINE LEARNING & BIG DATA ANALISYS**

Todi (PG), 28th October 2020 - **ELES S.p.A.**, innovative SME listed on AIM Italia and global provider of semiconductor test solutions (IC integrated circuits) with *Automotive and Mission Critical applications* and **Relatech S.p.A.**, *Digital Enabler Solution Knowledge (D.E.S.K.) Company* and innovative SMEs listed on the AIM Italia market and present on the market with innovative solutions dedicated to the **digital innovation** of companies, communicate that they have formalized an agreement aimed at supporting the needs of Eles in relation to the digitization of its *business model*, with the strategic objective of automating the **servitization** process with which Eles sells innovative solutions, delivering distinctive and guaranteed results to its customers.

All this will be possible thanks to the support of the innovative solutions offered by Relatech, which see in frontier technologies Digital Enabler, such as **Artificial Intelligence, Internet Of Things, Augmented and Virtual Reality, Mobile and Cloud**, the enabling and essential elements to allow companies to successfully implement servitization applications and projects.

In this direction, Eles has been able to actively respond to the strong change that the world and the market are going through (Industry 4.0), seeing Relatech as the ideal *digital partner* to satisfy its need for further digitization of its corporate assets in order to strengthen its technological *leadership*.

Aware of the enormous potential of modern frontier technologies and driven by common investments in the world of technology, the collaboration between **Eles S.p.A.** and **Relatech S.p.A.**, two Italian companies, listed on the AIM Italia market of the Italian Stock Exchange.



ELES S.p.A., an Italian company founded in 1988, is a leader thanks to the proposition of an innovative test process based on R.E.T.E. (Reliability Embedded Test Engineering), which allows semiconductor devices to be processed competitively and to support the constant improvement of their reliability performance.

The collaboration between the two companies will allow ELES to enhance its **R.E.T.E. offer through Machine Learning algorithms, together with the use of Augmented and Virtual Reality techniques and devices** integrated in the solutions offered to customers, it will be possible to monitor the operating parameters of the production systems in real time, further speeding up the *Roadmap* towards the goal "Zero Defects".

It will also be possible to automate the diagnostics of the systems in real time in order to constantly monitor the perfect functionality of the same and each of their components or services, the only way to guarantee the effectiveness of the test chain that will always operate. in "gold state". The collaboration will favor the enhancement of the **RETE B** or **LEARN FROM FAILURES** offer, the ELES solution for obtaining robust designs and stable processes in order to guarantee zero defects with the highest and most competitive yield.

Antonio Zaffarami and **Francesca Zaffarami**, respectively President and CEO of ELES, declare: *"Servitization is the "best practice" that indicates how to innovate the business model, so that the company can bring continuous innovation to the field at minimum risk and with guaranteed results. For us, Servitization has meant rethinking our business and identifying niches for improvement or new services with high added value in order to give the customer the maximum possible satisfaction in terms of results. In this regard, the collaboration with RELATECH is a very important step that will allow us to fully automate the key processes of the business model and the interaction with the tools to bring into play the innovation objectives that are the fundamental pillar of our Vision and Mission easily and at a very low risk. Our R.E.T.E. solution will thus be increasingly powerful and effective to make our Customers more competitive. This collaboration represents an opportunity to make two different technological leadership synergic and produce definitely innovative results in our core business. We hope that, after this first phase, the collaboration with Relatech can also be extended to the testing sector".*

Relatech, as a digital player, will make use of its ReFab4.0 solution, verticalization of the digital and cloud-based platform RePlatform dedicated to the world of Industry 4.0, through which it will develop a dedicated digital solution capable of responding to real and specific



needs of Eles. The *concept* of the solution that will be implemented during the project will make optimal use of the advantages and *enhancements* of all the most modern technologies available, thanks to the approach based on **Open Innovation**, *an integral part of Relatech business model.*

Pasquale Lambardi and **Silvio Cosoleto**, respectively President and Sales and Operations Manager of Relatech, comment: *"In such a challenging context, we are proud to be able to collaborate with an all-Italian but world-class technological excellence such as ELES, becoming the reference technological partner for Digital Enabler. The combination of Italian genius with the ability to use frontier technologies Digital Enabler at the service of the business represents a strategic lever for growth and it is here that innovation plays a key role in helping Made in Italy to maintain its competitive advantage by aiming for excellence. We are also confident that we can make an important contribution in supporting ELES in the evolution of the business and to respond to a need that marries our business model which is based on the Open Innovation model and on the development of customized vertical solutions based on our platform. Certain of starting a thriving collaboration, we hope to be able to expand it to other challenges as well".*

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

ELES S.p.A. (Eles), born in 1988, designs and manufactures test solutions for semiconductors (SOC, MEMS and Memories). Eles produces universal machines (so-called test systems) and the related assistance services for reliability tests, having developed a co-engineering process with its customers aimed at guaranteeing a so-called microelectronic product. "ZERO DEFECTS". Furthermore, the Company is active in the so-called of test applications by providing its customers with the applications necessary to proceed with the various test solutions that can be performed through the machines it produces, as well as a series of services related to the processing of the data acquired during the activities and test phases. Eles counts among its customers multinational companies producing semiconductors and producers of electronic modules for the automotive sector and the I&D sector. In addition to internal growth through penetration into new markets, Eles' strategy provides for further customer diversification and improvement of solutions already offered to customers, growth through external lines through acquisitions functional to faster commercial development in foreign countries.

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.



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