



PRESS RELEASE

**RELATECH: CONSIDERING CERTAIN CONSOLIDATED  
ECONOMIC-FINANCIAL MANAGEMENT DATA  
AS 31 DECEMBER 2020**

**GROUP PRO-FORMA SALES REVENUES EQUAL TO EURO 20.4  
MILLION, UP 14%**

**RECURRING REVENUES EQUAL TO 27%, UP 41%**

- **Consolidated sales revenues without pro-forming the acquisitions of Mediatech and Xonne equal to Euro 18.3 million**
- **Net Financial Position of approximately Euro 2.4 million (cash) with cash liquidity of approximately Euro 8.3 million**

Milan, 3<sup>rd</sup> February 2021

**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, has examined certain consolidated economic and financial management data, not subject to audit, as 31 December 2020.

**REVENUE ANALYSIS**

The pro-forma economic-financial data of the group following the acquisition of Mediatech company formalized on 23 June 2020 and Xonne formalized on 20 July 2020, show the pro-forma Group **Sales Revenues** as 31 December 2020 equal to approximately Euro **20.4** million, **up 14%** compared to Euro 17.9 million at 31 December 2019 and are composed as follows:

- The consolidated sales revenues of the Relatech Group (Relatech, Relatech Consulting, Ithea and OKT) as 31 December 2020 amounted to approximately Euro 16.1 million;
- Mediatech sales revenues as 31 December 2020 amounted to approximately Euro 3.4 million;



- Xonne sales revenues as at 31 December 2020 amounted to approximately Euro 0.9 million.

Consolidated sales revenues without pro-forming the acquisitions of Mediatech and Xonne amounted to Euro 18.3 million, up 2% compared to the same period of 2019.

The pro-forma **recurring revenue** amount is equal to **Euro 5.5 million**, up 41% compared to Euro 3.9 million at 31 December 2019 and is equal to **27% of Sales Revenues**.

### **CASH FLOW ANALYSIS FOR THE PERIOD**

The **Net Financial Position** as 31 December 2020 shows a positive net liquidity of Euro **2.4 million with a cash liquidity of Euro 8.3 million**, compared to a Net Financial Position at 31 December 2019 of Euro 0.7 million.

Following are highlighted as extraordinary cash outflows that took place in 2020:

- purchase of treasury shares equal to Euro 2.8 million;
- M&A transactions (acquisition of Mediatech and Xonne) equal to Euro 1.2 million;

Following are highlighted as extraordinary cash receipts during 2020:

- collection for the exercise of warrants for a total value of Euro 3.5 million

**Pasquale Lambardi, Chairman of the Board of Directors of Relatech**, said: *"We are very satisfied with the results achieved by our Group, also in consideration of the radical changes that the past year has brought to the daily life of all of us. Despite the pandemic, the Company has persistently pursued its growth path through the **3M, Merge, Management, Margin** strategy, which has allowed us to:*

- to conclude important M&A transactions, Mediatech specialized in Cloud and Cybersecurity and Xonne active in virtual and augmented reality solutions;*
- strengthen governance with the inclusion of new managerial figures and raise awareness of management loyalty with valid incentive plans;*
- broaden the customer base and increase the recurring revenue share to 27% of sales revenue (on a pro-forma basis).*

*The entry of a new strategic investor with a medium-long term time horizon (Dr. Gatteschi) is one of the positive results of the strategy adopted.*

*Despite the investments already made, the company can count on cash liquidity of approximately euro 8.3 million, which can and must support the internal and external growth*



*plan without burdening our shareholders in any way. Also, in consideration of the climate of uncertainty we are experiencing, we have decided to add new elements to our communication and transparency program. On February 16, in fact, for the first time we will also communicate to the market our revenue budget for the year 2021."*

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

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*Relatech (ticker RLT ISINIT0005433740), 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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ISSUER

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