

## PRESS RELEASE

**RELATECH: CONSIDERING CERTAIN  
CONSOLIDATED ECONOMIC AND FINANCIAL DATA AT 30  
SEPTEMBER 2021****SIGNIFICANT REVENUE GROWTH: EURO 22.5 MILLION, +49%  
COMPARED TO 30 SEPTEMBER 2020 (PRO-FORMA)**

- **Consolidated revenues from sales without pro-forming the acquisitions of Dialog Sistemi and Gruppo SIGLA equal to Euro 19 million (up 41%)**
- **Cash liquidity of approximately Euro 11.5 million, Net Financial Position<sup>1</sup> of approximately Euro 1.3 million (cash)**

Milan, 20 October 2021

**Relatech S.p.A.**, *Digital Enabler Solution Knowledge (DESK) Company* and innovative SME listed on AIM Italia market (Ticker: RLT), announces that, today, the Company's Board of Directors has examined certain consolidated economic and financial management data, not subject to auditing, as of 30 September 2021.

**REVENUES ANALYSIS**

The economic-financial data of the pro-formed group following the acquisitions of Dialog Sistemi (formalized on 21 May 2021) and Gruppo SIGLA (formalized on 29 June 2021) show the **pro-forma Group Sales Revenues** on 30 September 2021 equal to approximately **Euro 22.5 million**, with an **increase of 49%** compared to Euro 15 million approximately on 30 September 2020. Revenues consist of:

- The revenues from the sales of the Relatech Group (Relatech, Relatech Consulting, Ithea, OKT, Mediatech and Xonne) on 30 September 2021 amount to approximately Euro 17.4 million;
- The revenues from the sales of Dialog Sistemi on 30 September 2021 amounted to approximately Euro 0.84 million;

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<sup>1</sup> Including the hypothetical debt for the exercise of the put & call option



- The sales revenues of the SIGLA Group on 30 September 2021 amounted to approximately Euro 4.3 million.

Consolidated sales revenues amount to Euro 19 million, up 41% compared to the same period of 2020.

The **recurring revenues** amounts to approximately **Euro 5.4 million**, up 42% compared to Euro 3.8 million as of 30 September 2020 and is equal to **28.4% of Revenues from Sales**.

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

The consolidated **Net Financial Position** as of 30 September 2021, calculated in accordance with the application of IFRS 9, due to the inclusion of the induced adjustments of the option rights for the purchase of the remaining shares of the subsidiaries, shows a positive net liquidity of approximately **Euro 1.3 million with cash liquidity of approximately Euro 11.5 million**, compared to a Net Financial Position as of 30 June 2021 of Euro 1.8 million.

Extraordinary transactions affecting the net financial position as of September 30, 2021, are:

- Approximately Euro 0.73 million for M&A operations
- Approximately Euro 0.18 million for the purchase of treasury shares.

**Pasquale Lambardi, Chairman of the Board of Directors of Relatech**, declared: *" During this quarter we have been working hard on integrating the offerings of Dialog Sistemi and Gruppo SIGLA, which have recently become part of the Relatech Group, with the Relatech services and solutions offerings. We have identified significant synergies and great opportunities in terms of cross-selling that will allow the Group to expand its offerings in its target sectors: industrial, pharma & healthcare, retail & distribution, and finance. We are also investing significantly in areas such as cybersecurity and the cloud, which represent the predominant and transversal technologies in a world of connected devices and the need for companies to be more flexible and productive in their choice of IT infrastructure. Revenues grew both organically and thanks to the contribution of the newly acquired companies, proving that the strategy of identifying target companies is a winning one and that the integration process with the companies acquired in 2020 (Mediatech and Xonne) is at an advanced stage and capable of generating the first tangible results."*



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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