Reply [MTA, STAR: REY] specialises in the design and implementation of solutions based on new communication channels and digital media. Reply is a network of highly specialised companies supporting key European industrial groups operating in the telecom and media, industries based on new communication channels and digital media. Reply [MTA, STAR: REY] specialises in the design and implementation of solutions.

**COMPANY**

**REPLY**
Corso Francia, 110
10143 TORINO
Tel.: +39 011 7711594
Fax: +39 011 7495416

**Investor Relations**
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@ r.lodigiani@reply.com
Tel.: +39 02 535761
Fax: +39 011 7495416

**Auditing company**
PricewaterhouseCoopers S.p.A.
www.pwc.com/it

**ISIN**
IT0005282865

**Bloomberg**
REY IM

**Reuter**
REY.MI

**Industry**
TECHNOLOGY

**Super sector**
TECHNOLOGY

**Market Segment**
STAR

---

**SHAREHOLDERS**

- **ELEVA CAPITAL SAS**: 3.2%
- **CACEIS BANK**: 3.7%
- **Alka Sutl**: 45.1%
- **Other shareholders < 2%**: 47.99%

**SHARE ANALYSIS**

- **Last price**: 19/07/2019, 59.88
- **Price range (-2y)**
  - MAX: 63.681
  - MIN: 40.866

**TURNOVER AND VOLATILITY**

- **Last price**: 19/07/2019, 59.88
- **Price range (-2y)**
  - MAX: 63.681
  - MIN: 40.866

---

**COMPANY profile**

**Board members ownership**

- **Daniele Angelucci**: 30.787 stocks on 5/20/19
- **Tatiana Rizzato**: 46.660 stocks on 5/20/19
- **Filippo Rizzato**: 13.600 stocks on 5/20/19

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**TOP MANAGEMENT**

- **Daniele Angelucci**: Chairman and CEO
- **Tatiana Rizzato**: CEO
- **Claudio Bombonato**: Director
- **Filippo Rizzato**: Director
- **Elena Maria Previtera**: Director

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**OTHER INFORMATION RELATING GOVERNANCE**

- **Compensation**
  - **Stock**
  - **Mbo**: Mbo
  - **Incentive**: Incentive
- **List based voting system (BoD / MB)**
- **Quorum for minority shareholders**: 2.5%
- **Record Date**

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**Company profile**

- **Corso Francia, 110**
- **10143 TORINO**
- **Tel.: +39 011 7711594**
- **Fax: +39 011 7495416**

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**KEY FIGURES**

<table>
<thead>
<tr>
<th></th>
<th>I Quarter</th>
<th>I Quarter</th>
<th>Var %</th>
<th>Annual Results</th>
<th>Annual Results</th>
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<tr>
<td>€m</td>
<td>31/03/19</td>
<td>31/03/18</td>
<td>'19 vs '18</td>
<td>31/12/18</td>
<td>31/12/17</td>
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<tr>
<td>Total Sales</td>
<td>283.54</td>
<td>238.88</td>
<td>18.70%</td>
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<td>Ebitda</td>
<td>42.34</td>
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<td>Ebit Margin</td>
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<td>28.67</td>
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<td>Ebit Margin</td>
<td>11.84%</td>
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<td>Ebt</td>
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<td>Net Result</td>
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<td>E-Margin</td>
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<td>77.87%</td>
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<td>8.80%</td>
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</tbody>
</table>

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**SHARE ANALYSIS**

- **Ordinary (€)**
  - **Quantity**: 37.411,428
  - **Market Cap (€m)**: 2,240.18
  - **Last Divid.**: 31/12/18
  - **Price range (-2y)**
    - MAX: 63.681
    - MIN: 40.866
  - **Perform.**
    - **Ord**: 4.4%
    - **ITSTAR**: 0%
    - **Relative perf.**
      - **-2Y**: 47%
      - **-1Y**: 0%
      - **-3M**: 4%
      - **-1M**: 1%
  - **Turn over (%)**
    - **Total**: 330.034,420
    - **Daily average**: 2,157,389
  - **Number of shares traded**: 5,428,389
    - **Total**: 38,774
    - **Daily average**: 553
  - **Volatility (%)**: 24%
  - **Turnover velocity**: 26%

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*The above information has been provided and updated by the issuing company.*