



PRESS RELEASE

RELATECH: NEW STRATEGIC AGREEMENT SIGNED BETWEEN MEDIATECH AND INDENA S.P.A FOR THE IMPLEMENTATION OF CLOUD NUTANIX TECHNOLOGY WITHIN ITS OWN INFORMATION SYSTEMS

Mediatech, a company of the Relatech Group, consolidates its twenty-year partnership with Indena, the leading company dedicated to the identification, development and production of high-quality active principles derived from plants, for use in the pharmaceutical and health food industries, part of IDB Holding group.

Milan, 6th August 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 it has received the communication that its subsidiary Mediatech strengthens its twenty-year partnership with **Indena S.p.A.**, with the launch of a new solution with a five-year contract for the implementation, among the first in Italy, of the **Cloud Nutanix** technology within the system *Sap-Hana*, a data management system.

[Indena](#) is the leading company dedicated to the identification, development and production of high-quality active principles derived from plants, for use in the pharmaceutical and health food industries. Backed up by almost a century of botanical experience, the company holds more than 100 primary patents, has published more than 1000 scientific studies and cooperates with the world's most prestigious universities and private research institutions. Relatech, thanks to its **cloud based RePlatform** platform, and Mediatech with proven **Cloud** skills in its *Private, Hybride* and *public* versions and thanks to an in-depth knowledge of **Nutanix** technology, offer customers tailor-made digital services and solutions. Able to respond to real business needs. The agreement with Indena is part of the constant evolution of **RePlatform**, the *digital* and *cloud-based* platform owned by Relatech and in the synergic



collaboration project with Mediatech aimed at enriching the offer and aimed at consolidating the joint Business Model between the companies, with the common goal of continuing strategically and contributing effectively to the Group's growth.

Indena has started a process of **digital transformation** and *streamlining of the management Servers* in its own private Cloud, guaranteeing total security of access to the public Cloud through **Cybersecurity** technology. Furthermore, thanks to the potential of the Cloud, the customer can count on a scalable service capable of responding to the growing needs of his business.

“Despite the objective limitations imposed by the context in which we currently live, Mediatech has been able to guarantee full operation and maximum productivity; the professional skills of the Relatech Group have allowed us to implement Nutanix technology with the minimum impact on internal productivity, witnessing a daily collaboration put in place by a single and great team”, says **Renato Nanni, IT Manager Indena**.

Alberto Filisetti, Country Manager Nutanix Italy, adds: *“The collaboration with Mediatech extends the use of the Nutanix solution in mission critical environments on the SAP HANA platform.”*

Giuseppe Dominoni, CEO of Mediatech, concludes: *“The Partnership stems from a twenty-year collaboration that has seen us participate in systems and networking projects. Being part of the Relatech Group, we have further expanded our know-how and skills in **Digital Enabler Technologies**, and we are proud to be able to make our skills available to the customer. The start-up of this new contract, in addition to strengthening loyalty with the customer, allows us to be able to implement new services through multi-year contracts that allow us to increase the share of recurring revenues and the Group’s margins. It is an honor for us to be part of the ecosystem of a major customer like Indena, always guaranteeing maximum commitment and feeling our challenges and business projects ours.”*

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.

Mediatech, born in 2001, has always been characterized by the continuous research and experimentation of new technologies and became Nutanix partner in 2016. From 2017 the proposition to customers began and a specific certification path that today allows Mediatech to be one of the focus partners followed directly by Nutanix. Thanks to twenty years of experience in IT, gained with the creation of infrastructures and datacenters based on VmWare and Hyperv, the adoption of Nutanix with Ahv was a natural step that gave a new impulse towards the integration between the world on premise and the Cloud world in its three forms: Private, hybride, public. Today Mediatech uses Nutanix technology in its Milan datacenter (Data 4) where the main Private and Hybrid Cloud services are provided, allowing its customers to use them in a pay per use.

***Indena** is the leading company dedicated to the identification, development and production of high quality active principles derived from plants, for use in the pharmaceutical and health food industries. Backed up by almost a century of botanical experience, the company holds more than 100 primary patents, has published more than 1000 scientific studies and co-operates with the world's most prestigious universities and private research institutions. Indena employs about 800 staff, investing a significant amount of its annual turnover in research, making this activity the key to its success. Headquartered in Milan, Indena has 4 production sites and 5 international branches throughout the world and manages sales in more than 80 countries. The Company's experts communicate and interact constantly with the major international regulatory authorities and cooperate on the update of all the main pharmacopoeias. Today, for the pharma business, Indena has further expanded its CDMO offer encompassing new services. In particular, a kilolab to handle semisynthetic and total synthetic APIs that require high containment (OEL of 20 ng/m3), a new multipurpose GMP pilot plant, a multipurpose fermentation suite and large-and-mid size spray dryers working with organic solvents.*

Contacts

ISSUER

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

Mediatech S.r.l. | info@mnt.it | T: +39 02 67382597 | Via Vittor Pisani, 5 - 20124 Milano

Indena S.p.A. | Press Contacts - bcw burson cohn & wolfe Luisa Cavagnera
luisa.cavagnera@bcw-global.com T: +39.349.7665890

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