



YOUR **DESK** FOR INNOVATION

A large, decorative graphic consisting of multiple overlapping, wavy lines in shades of red, orange, and yellow, creating a sense of motion and energy. These lines flow across the center of the slide, framing the main title.

Relatech Investor Presentation

Mission & Vision

Founded in 2001, Relatech has always been at the forefront of the digital technologies sector. Today Relatech leads a constantly growing group, made up of highly specialized companies that share a common mission: to provide enabling digital technologies, innovative solutions and know-how to support customers in the sustainable growth of their business.

Digital Technologies to
Enable your Innovation,
Solutions for a sustainable growth,
Know-How to drive your Success!



[Play for Video](#)



Your **DESK** for Innovation

Relatech at a glance

Relatech Highlights 2022

Value of Production
€70mln

International Revenues
+44%

EBITDA adj.
+90%

Human Capital
800

Customers
1000+

Technology Partners
50+

Key Facts

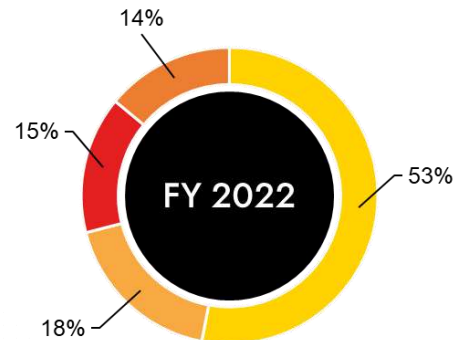
Relatech is a "Digital Enabler Solution Know-how" Company, supporting corporate digital transformation.

- Expertise lies in several areas, including customer experience (CX), Big Data, AI, Blockchain, IoT, Cloud, cybersecurity, and advisory services.
- Digital journeys from start to finish with an end-to-end approach to meet customer needs, bridging innovation from concept to completion.
- Solutions delivered through our proprietary digital platform named **RePlatform**, serving a broad spectrum of sectors.
- Cross-cutting focus on R&D and Innovation, which characterizes all the companies under the Relatech umbrella.
- Consolidated partnerships with leading technology providers.
- Marking our growth and diversification, maintaining financial discipline, seeing significant value from the synergies of our operations and increasing recurring revenues.
- Human Value is at the top of our Value Chain.

Revenues well distributed across different markets

Markets

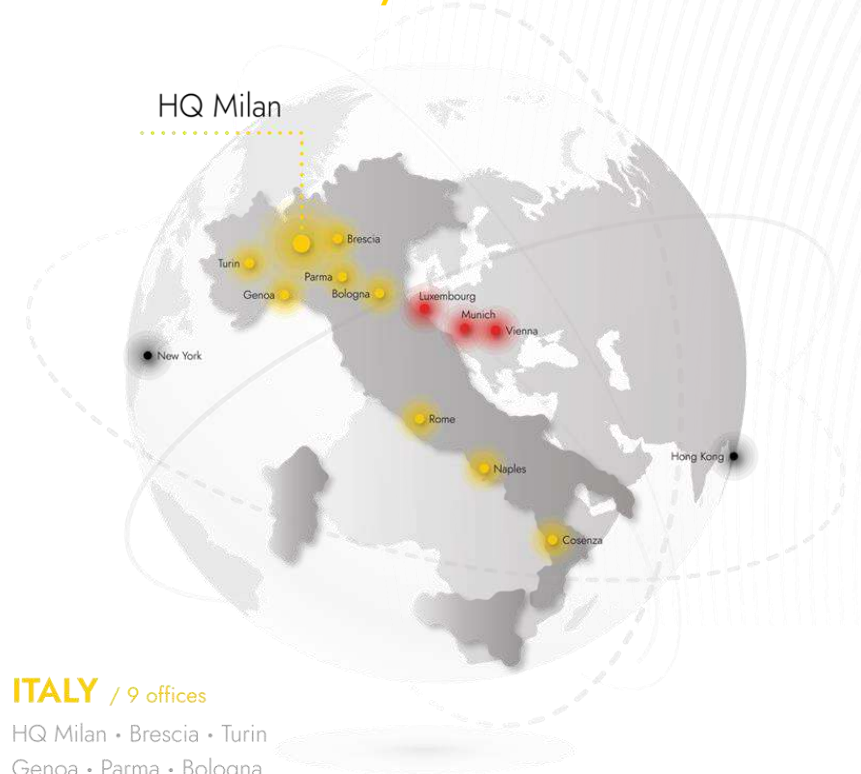
- Telco & Industry
- Pharma & Health
- Retail & Distribution
- Finance & Insurance



Company Structure



9 Offices in Italy and 5 abroad



ITALY / 9 offices

HQ Milan • Brescia • Turin
Genoa • Parma • Bologna
Rome • Naples • Cosenza


EU / 3 offices

Vienna • Munich • Luxembourg

Extra EU / 2 offices

New York • Hong Kong

- 10 companies currently in the group
- 2 companies recently incorporated by merger
- 9 acquisitions since listing on the Stock Exchange (2019) to date

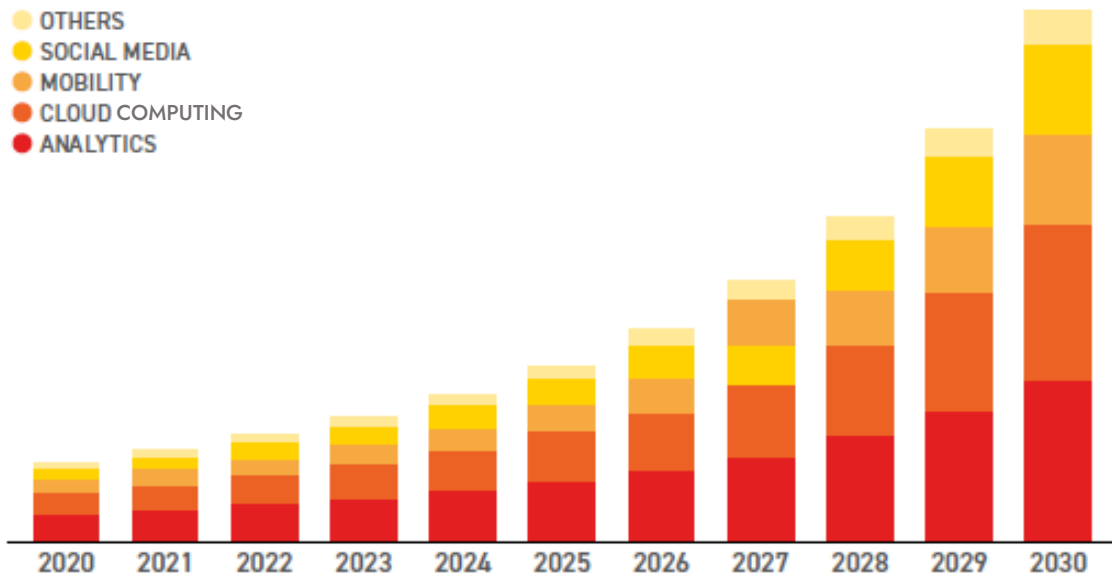


Market & Offering

Global Digital Market

In 2022, the digital market drove global growth by registering a total value of about \$730B worldwide, with a projected aggregate growth rate (CAGR) during 2023 - 2030 of 26.7 percent globally. The growth of the market can be mainly attributed to the increasing adoption of cutting-edge technologies such as cloud, big data analytics, and artificial intelligence (AI). (Grandview Research)

DIGITAL TRANSFORMATION MARKET
size, by solution, 2020 - 2030 (USD Billion)



GLOBAL DIGITAL TRANSFORMATION MARKET
share, by end use, 2022 (%)

- BFSI
- GOVERNMENT
- IT & TELECOM
- MANUFACTURING
- RETAIL
- HEALTHCARE
- OTHERS



GLOBAL SMART MANUFACTURING MARKET - share, by end use, 2022 (%)

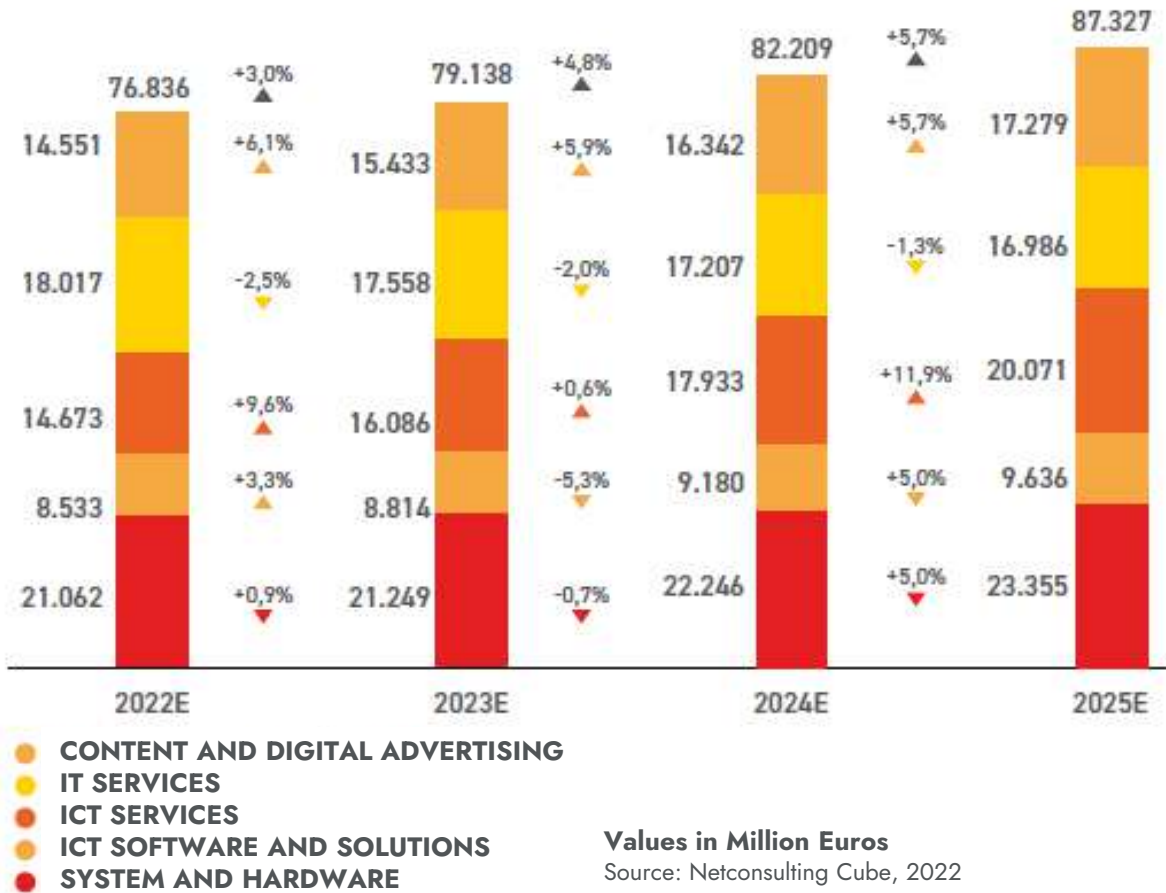
- AUTOMOTIVE
- AEROSPACE & DEFENSE
- CHEMICALS & MATERIALS
- HEALTHCARE
- INDUSTRIAL EQUIPMENT
- ELECTRONICS
- FOOD & AGRICULTURE
- OIL & GAS
- OTHERS



Source: Grandview Research

Italian Digital Market

The Italian digital market in 2022, driven by NRRP funds, continued its growth, reaching 77 billion euros, with an average annual growth forecast of more than 4 percent until 2026.



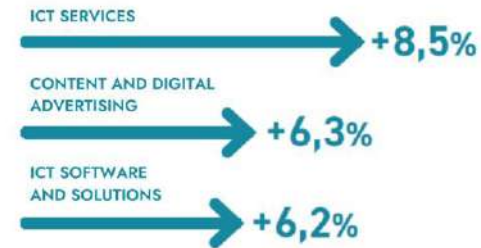
Value of the digital market in Italy in 2022 (Billion Euros)

77,085
€ Bn

Resources allocated by the NRRP in 2022 (Billion Euros)



Sectors that have shown the greatest growth



Between 2022 and 2026, companies and institutions will invest mainly in the following digital enablers and transformers



Compound annual growth rate of the digital market in the period 2022-2026



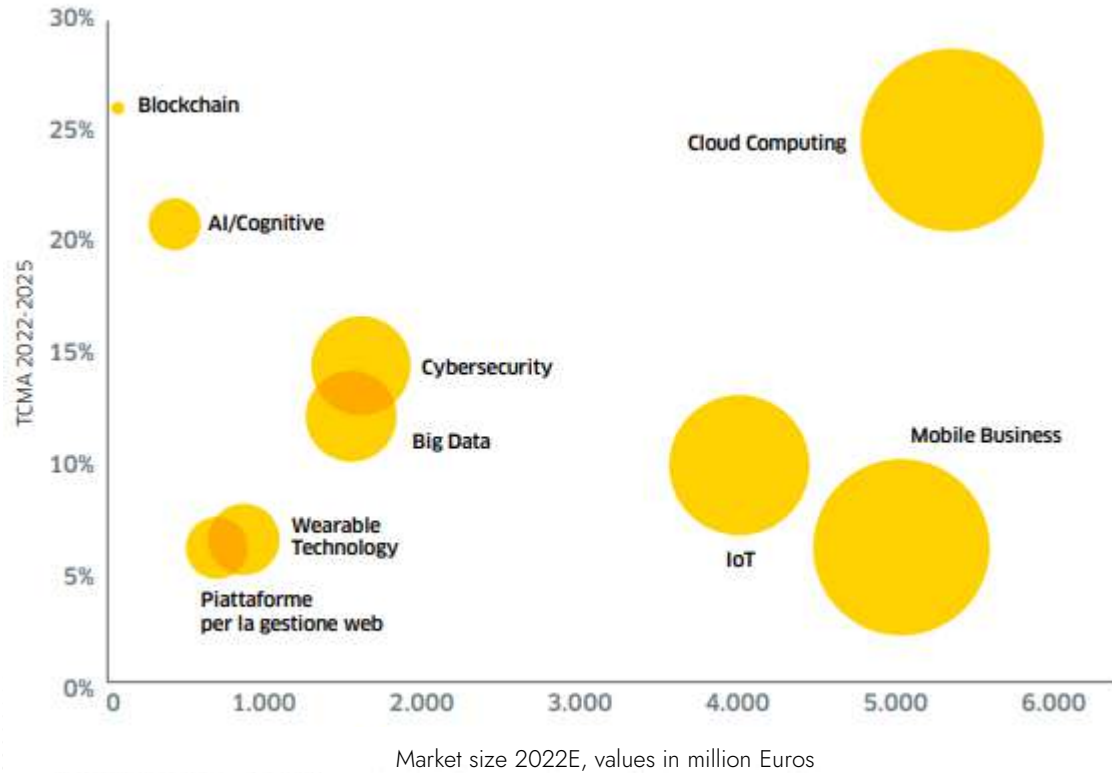
Graduates in ICT degree programs entering the labor market



¹Anitec-Assinform, "Il Digitale in Italia" rapporto

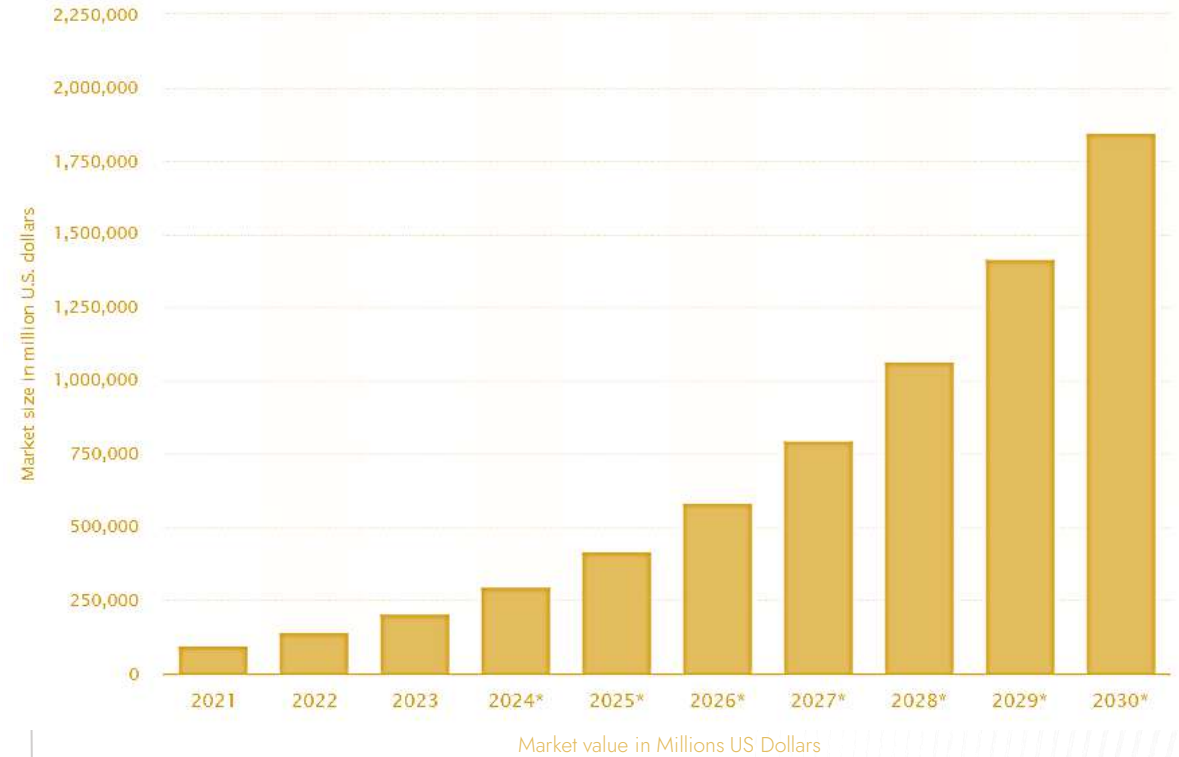
Artificial Intelligence Market

The artificial intelligence (AI) market has exploded this year and will show strong growth over the next decade. Its value is expected to grow tremendously by 2030, to nearly two trillion U.S. dollars. The AI market covers a wide range of sectors. From supply chain, marketing, product manufacturing, research, analytics, and more, these are all industries that will adopt artificial intelligence within their business structures in some way.



Market size 2022E, values in million Euros

Source: NetConsulting cube 2022

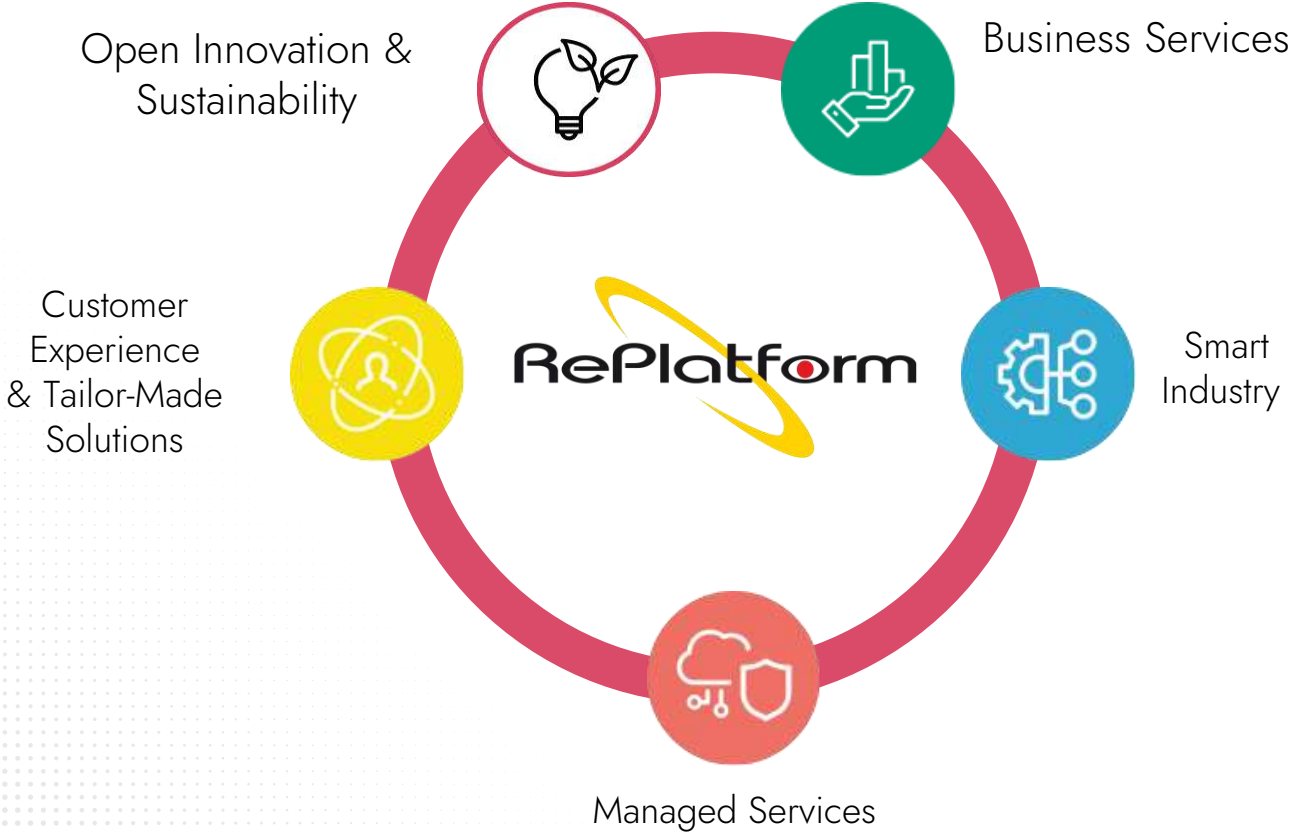


Market value in Millions US Dollars

Source: * Statista.com

Business model: RePlatform

Relatech offers an End-to-End business approach, based on the fundamental pillars of digital, which allows to design and implement the best transformation path



The digital platform at the basis of Relatech's offer

RePlatform provides technologies, methodologies and skills that enable the development of innovative business solutions and services by integrating the entire Relatech offer.

RePlatform is the distinctive factor that allows us to guarantee **innovation**, quality and speed in all digitization paths and make our **solutions natively cloud based, secure, data-driven and people centered**.

Relatech Lines of Business

Relatech supports SMEs and large corporates in the digital Innovation process through four main line of business:




OPEN INNOVATION, SUSTAINABILITY & ECOSYSTEM
 Continuous research on cutting edge technologies and market needs
 



BUSINESS SERVICES


MANAGED SERVICES


CUSTOMER EXPERIENCE & TAILOR-MADE SOLUTIONS


SMART INDUSTRY


















- Digital Strategy Advisory
- Change Management
- Business Process Re-Engineering
- Enterprise Applications (ERP, BMP)

- Cybersecurity – SOC
- Hybrid & Multi-Cloud Architectures
- IT Service Management - NOC

- Web & Mobile Applications
- AR/VR Phygital Applications
- AI Chat & Virtual Assistant
- Agile Design & Development
- Continuous Delivery (DevOp)

- Industrial Automation (SCADA/MES)
- AI based Data Analytics (BIGDATA)
- IIOT & Field Connectivity devices
- Edge Computing applications





Open Innovation & Sustainability Ecosystem



Open Innovation & sustainability at the core of Relatech's Business Model

Constant updating on frontier technologies

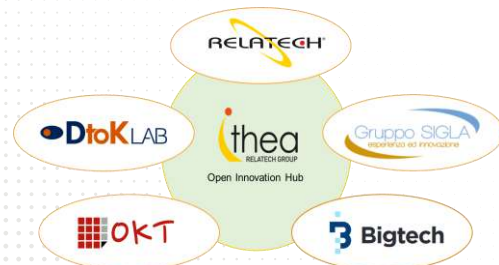
-  A.I. & Bigdata Analytics
-  Machine & Deep Learning
-  Chatbot & Generative AI
-  AR/VR & Metahuman
-  Digital Twins
-  IIOT & Edge Computing
-  Blockchain / NFT
-  CyberSecurity
-  Threat Intelligence



Research projects focused on sustainability issues

-  Traceability
-  Environmental Monitoring
-  Energy Savings
-  Mobility and consumption
-  Smart Cities
-  Circular Economy
-  Industry 4.0
-  Digital Health (E-Health)
-  Predictive Maintenance

Competences across the group



Outstanding scientific Ecosystem



Business Services



Strategic advisory and process consulting to successfully lead clients' digital business transformation

BUSINESS HIGHLIGHTS

Human Capital
300 ~



DIGITAL STRATEGY ADVISORY

- Outline strategic options for Digital Transformation,
- Advise on technology adoption
- Define plans and roadmaps.

CHANGE MANAGEMENT

- Clients' change governance adopting methodologies, tools and trainings to ensure the success of the digital transformation process

PROCESS RE-ENGINEERING

- Business process assessment and definition of client's business needs.
- Design of innovative business processes with emphasis on adoption of digital technologies such as AI, Security & Cloud

ENTERPRISE APPLICATIONS

- Planning, implementation and release of Enterprise application solutions, such as:
ERP: Oracle Netsuite
BPM: DIALOG E3

Managed Services



Managed technological services for a complete management of infrastructures in a secure, scalable and efficient way

BUSINESS HIGHLIGHTS

Human Capital

150 ~



Managed Cloud Services

- Cloud Infrastructure Services (Private & Hybrid)
- Cloud Platform Services (Multi-cloud central orchestration)
- Cloud Data Security (Backup, Disaster Recovery)



Managed Security Services

- Physical Security Operation Center (SOC)
- MDR: 24x7 managed security services
- EDR: Complete protection of networks, Data and End-points
- OT Cybersecurity for Industrial networks



IT Service Management

- IT Service Management & remote support
- Network management (NOC)
- Help Desk management
- Office Automation

CX & Tailor-Made Digital Solutions



ReZone is Relatech's solution to innovative & personalized customer experience to digitalize clients' processes and new business ideas



BUSINESS HIGHLIGHTS

Human Capital
100 ~



Personalized Experience

Development of personalized software applications to meet customers' needs and improve clients' loyalty

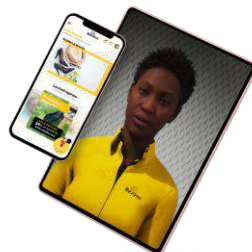
Customer Needs Discovery

Definition of objectives and strategies to meet customers' needs and improve people engagement



Digital Touchpoints Design

Design of digital user experiences based on cutting edge technologies



Omnichannel AI & Data Analytics

Data integration from heterogeneous sources and in-depth analytics to provide effective business insights



Smart Industry & Automation Solutions



ReFab is Relatech's end-to-end suite based on RePlatform for the complete factory digitalization.

BUSINESS HIGHLIGHTS

Human Capital

200 ~



ReFab includes several technologies and solutions that can be adopted individually for specific needs or integrated together to provide a complete Smart Industry solution.

INDUSTRIAL AUTOMATION

- Field device connectivity
- Industrial protocol conversion
- HMI/ SCADA system
- Full production process control

OT CYBER SECURITY

- OT Network protection
- Production data protection
- Security Assessment

PRODUCTION PLANNING

- Requirements definition
- Production process design
- Manufacturing Execution System (MES)

EDGE & CLOUD

- Edge Devices for data collection
- Low-code Edge apps development environment
- Hybrid cloud Deployment

INDUSTRIAL DATA ANALYTICS

- Big data acquisition
- Data modelling
- Business Intelligence analytics
- A.I.-based predictions

REMOTE ASSISTANT

- Digital Twin model creation
- AR/VR model manipulation
- Remote support to help during maintenance operations
- Remote operators training

ESG report 2022: enforce Sustainability goals

Relatech is now actively contributing to numerous Sustainability Goals according to **Sustainable Development Goals of the United Nations 2030 Agenda**

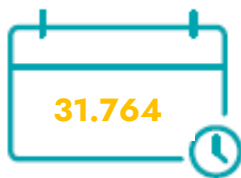


The Relatech pillar: Human Value - our talents

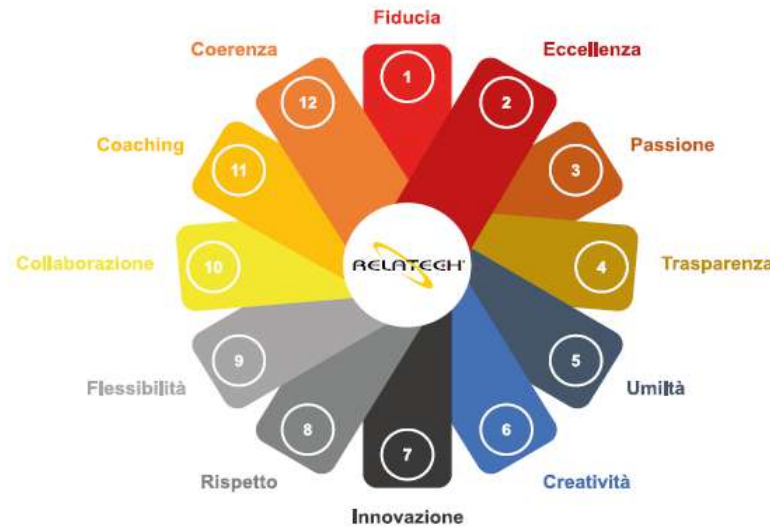
- Human capital of about 800 people, an essential asset and the heart of the company
- Relatech invests in its Human capital with courses for a professional and personal growth. The **ReCoach** project to empower the skills of Relatechs people.



Hours of training delivered in 2022



+ 106%
yoy



What sustainability means for us

- attraction and loyalty of talents
- health and safety on work
- people development, training and coaching
- non-discrimination and equal opportunities
- Workers rights

The Relatech Pillars: Sustainable Innovation – Strategic Ecosystem

SUSTAINABLE INNOVATION



- New R&D activities on topics with high innovative potential to respond to the current challenges of sustainable development for the environment and the community

What sustainability means for us

- skills development
- frontier technology and innovation
- IT security
- Economic performance
- Process & methodology Innovation



STRATEGIC ECOSYSTEM

- The Relatech Group believes it is necessary to create an ecosystem attentive to the ESG dimension, also through the definition of strategic and innovative sustainable solutions.



What sustainability means for us

- Technological, scientific & business partnerships
- Open Innovation
- Responsible Governance
- Risk Management



Relatech, through Ithea, has become part of the Harmonic Innovation Hub of Entopan, to promote the concrete and sustainable growth of the most fragile areas of our country.



Financial Highlights

1H23 Key Financials

Value of Production

51.2 M

Adj. EBITDA

8.0 M

NFP

14.8M

Net Sales

47.9 M

Adj. EBITDA Margin*

17%

Net Cash

19M

Recurring Revenues

38%

Human Capital

800

International Revenues

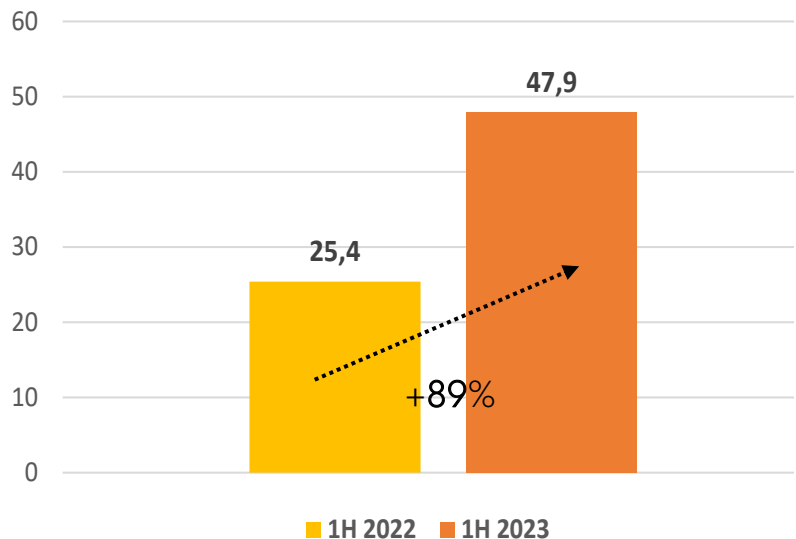
27%

* Calculated on sales base.

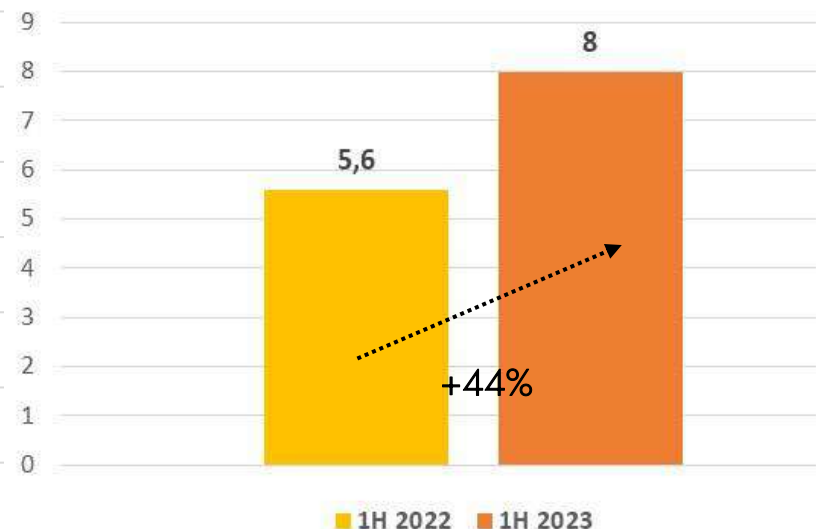
1H22 vs 1H23 Financial Highlights

(€/mln)

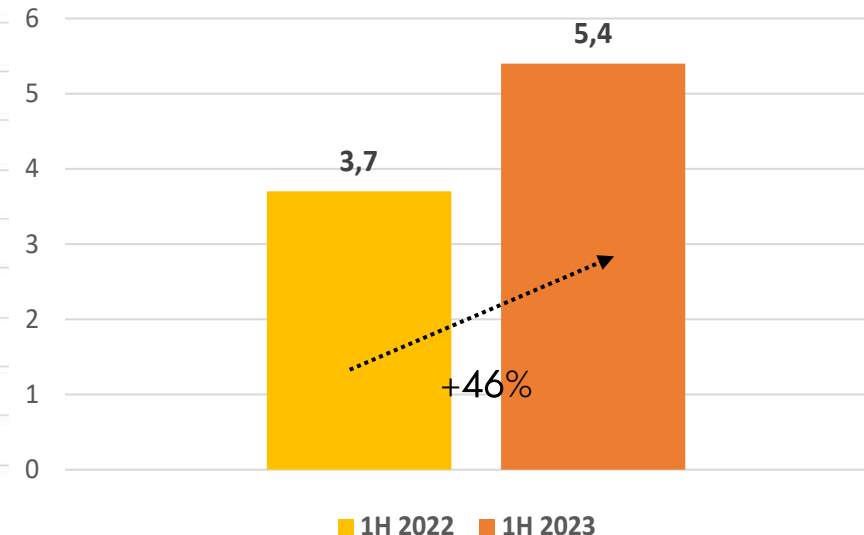
Net Sales



Adj EBITDA



Adj EBIT



- **Net Sales** has increased of **89%** up to 47,9M Euro confirming the successful strategy of the Group, also based on M&A to enlarge its new services and solutions in different areas, from cybersecurity to IOT, from project portfolio management and performance management to the presence in the industrial and retail market. Part of total sales for 18.2M are **recurring, up 112%** in comparison with the 1H2022. **Foreign customers sales** amount at 13M Euro, 27% on total revenues and **up 58%** compared to the same period in 2022.
- **EBITDA Adj** increases of **+44%**, from 5.6M Euro 1H2022 to 8.0M Euro 1H2023. The **adjusted Ebitda margin** of 17% on sales is reduced compared to 22% of 1H2022 due to mainly the personnel cost evolution (+5,7% on sales from 1H2023 compared to 1H2022, not including the cost for R&D people). Important investments in key people plan to support the growth in product and marketing development, strengthening of the commercial structure at the Group level with managers dedicated to vertical sales practice activities and business relationship coordination to promote cross-selling. Latest the increasing costs due to the redemption and inflation effect for resources that after the M&A acquisitions during the 2H2022 came up 800 total units.
- **EBIT Adj** has increased of **46%** up to 5,4 M from 3,7M of the same period of previous year thanks to a slow level of D&A.
- The adjusted costs on margins are mainly referred to the Stock Grant plan cost and not to ordinary matters.

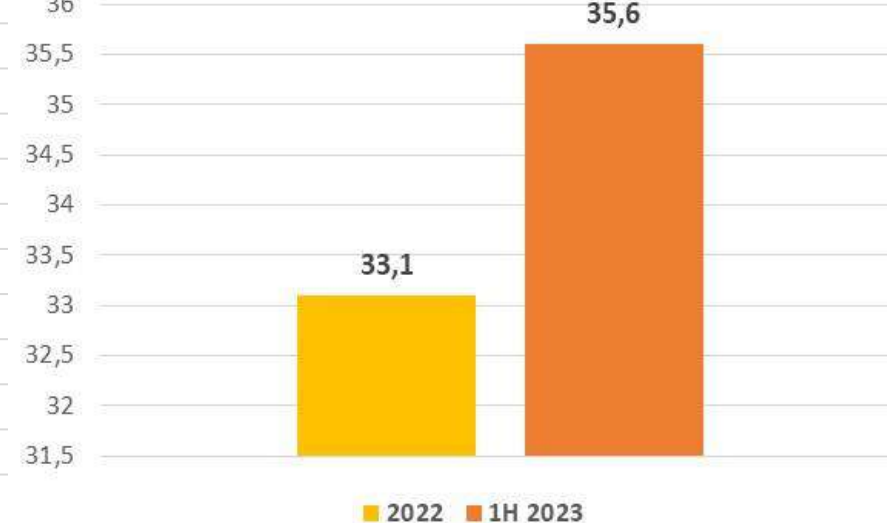
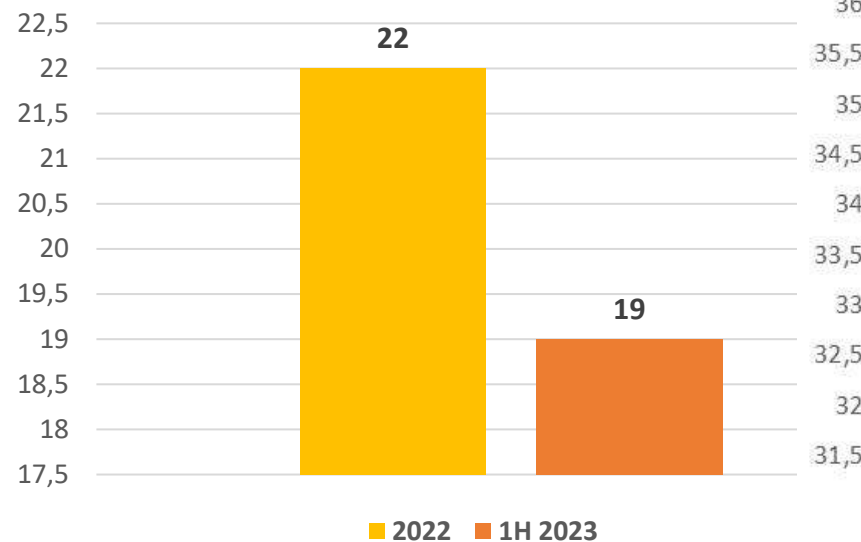
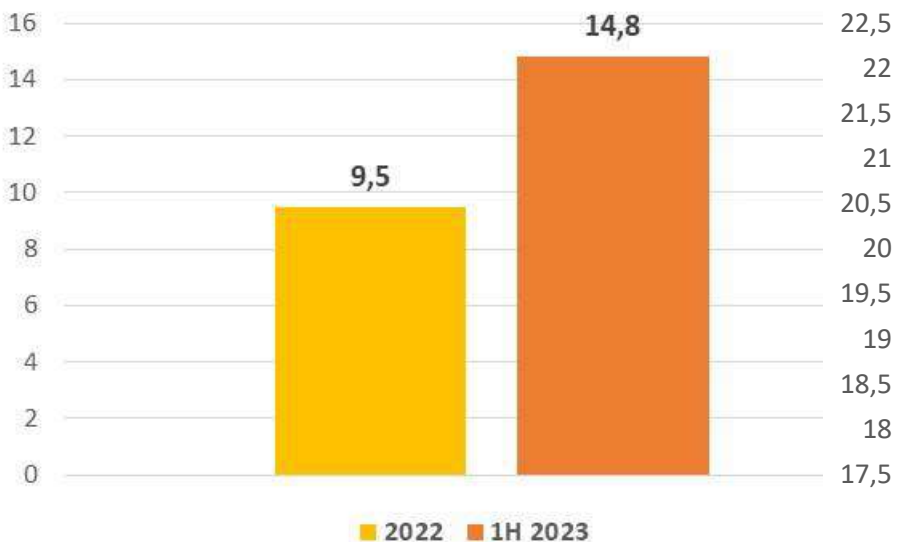
FY 22 vs 1H 23 Financial Highlights

(€/mln)

NFP

CASH NET

SHAREHOLDERS EQUITY

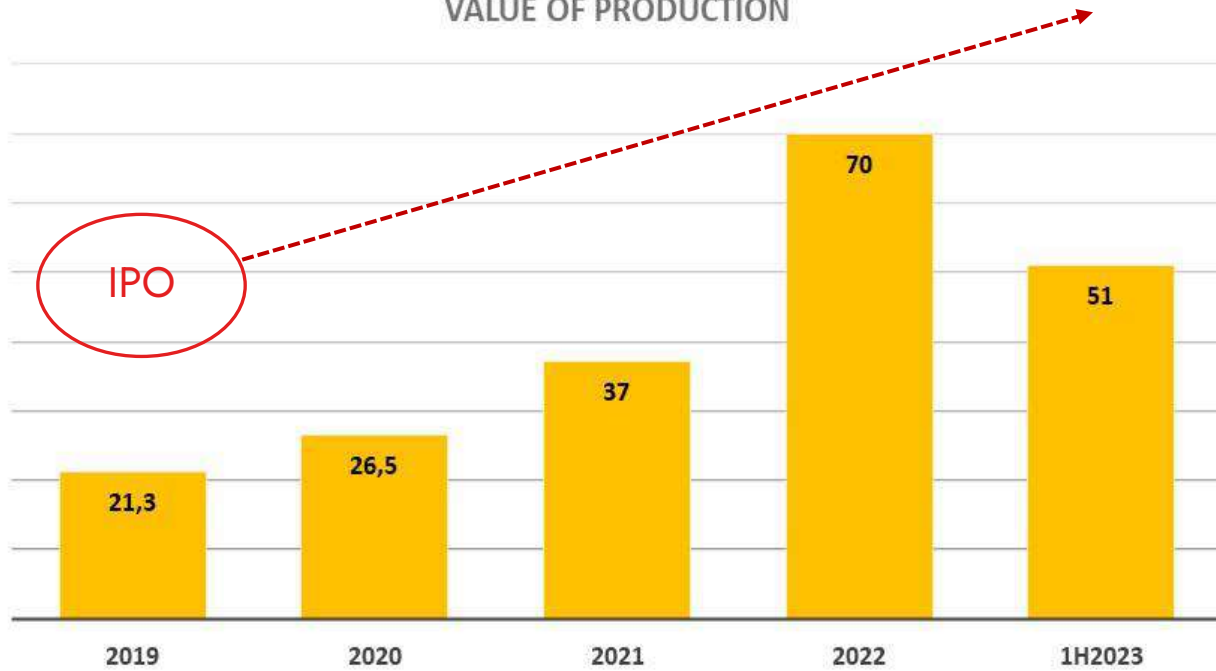


- **Net Financial Position** has decreased from 9.5M Euro at the end of 2022 to 14.8M as of 1H2023, including also the adjusted amount for IFRS 3 & IFRS9 related to the valuation of contingent liabilities for the purchase of the remaining minority interests and earn-out plans related to corporate acquisitions. Extraordinary cash outflows of 1H2023 to be mentioned are purchases of treasury shares for approximately Euro 0.9 million as a result of the repurchase of the remaining 394,340 rescinded shares (at Euro 2.19 each). Then the acquisition of a further 8% stake in the capital of EFA, for a total amount of Euro 720.000, paid for Euro 360,000 in cash and for the remaining portion through Relatech shares.
- **The Cash Net** during the first half period of 2023 registered is 19M Euro compared to 22M Euro of the end of 2022.
- **Shareholders Equity** at the end of 1H2023 is 35.6M Euro compared to 33.1M Euro of the FY2022 thanks to the net profit result of 1H2023.

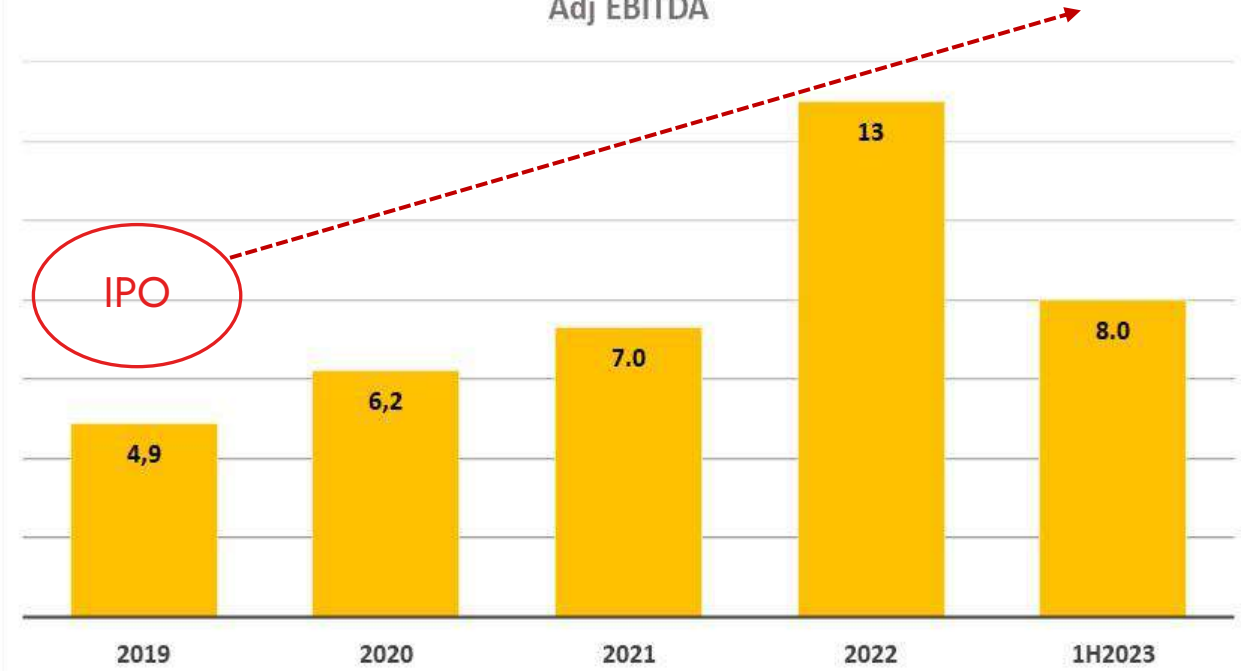
2019-1H23 Financial Highlights

(€/mln)

VALUE OF PRODUCTION



Adj EBITDA

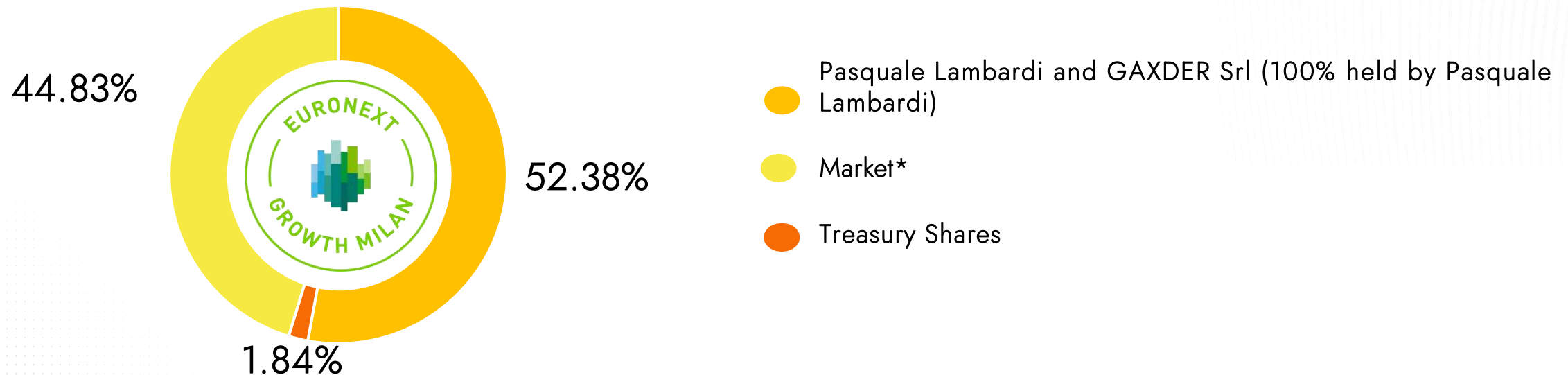


- From the IPO's time in June 2019 the Group achieved an impressive increase of total revenues and margins thanks to its strategy based on investments in M&A and R&A.
- The acquisitions through M&A are also an opportunity to speed up the knowledge and penetration on new strategic markets such as Cybersecurity, AR/VR, IoT, Business services.

Shareholders Structure

- Share Capital Euro 215.079,59
- N. Shares 43.352.973

UPDATED September 30, 2023



*of which 0.96% Shareholders subject to lock-up

Digital Renaissance: sustainable growth strategy 2023

Digital Renaissance, our growth strategy that combines technology with the centrality of the Human Being who can exploit all its potential to its advantage.

**Relatech is your guide towards the Digital Renaissance:
the encounter between People and Technology**





Relatech SpA - Viale Ercole Marelli 165 Sesto San Giovanni (MI)

T. +39022404909 | marketing@relatech.com | www.relatech.com

Milan · Brescia · Turin · Genoa · Parma · Bologna · Rome · Naples · Cosenza
· Vienna · Munich · Luxembourg · New York · Hong Kong

