



PRESS RELEASE

RELATECH: EXAMINED CERTAIN CONSOLIDATED ECONOMIC AND FINANCIAL OPERATING DATA AS OF MARCH 31, 2024 VERIFIED THE ACHIEVEMENT OF CERTAIN TARGETS UNDER THE "STOCK GRANT PLAN 2021-2023" INCENTIVE PLAN WITH REFERENCE TO THE YEAR 2023

Consolidated revenues approximately 24 million euros, in line with March 31, 2023

Recurring revenues up 12%, compared to March 31, 2023

Revenues to foreign countries up 4%, compared to March 31, 2023

Net financial position of approximately Euro 19 million, compared to approximately Euro 22 million as of December 31, 2023

Milan, 14th of May 2024

Relatech S.p.A., *Digital Enabler Solution Know-how (DESK) Company* listed on the Euronext Growth Milan market (Ticker: RLT), announces that, today, the Board of Directors reviewed certain unaudited economic and financial consolidated management data as of March 31, 2024.

REVENUE ANALYSIS

The Group's economic and financial data show **Consolidated Sales Revenues** at the end of the first quarter of 2024 of approximately **Euro 24 million, in line** with the first quarter of 2023.

Pasquale Lambardi, Chairman of Relatech's Board of Directors, commented: *"We are very pleased with the results published today, evidence of a comprehensive and flexible end-to-end offering, which includes the most innovative technologies such as Artificial Intelligence, Cybersecurity, IoT and Cloud, with which we are able to consolidate our positioning and respond promptly to a constantly evolving market."*

We record growth in revenues from the sale of Digital Transformation services and solutions, allowing us to offset the slight decline in the automation area, due to a global slowdown in the industrial market.

For the current year, we are confident that we will continue to benefit from the positive growth trends thanks to a cross-selling and up-selling strategy and a suite of services and solutions that allow us to make significant progress toward the Digital Renaissance, the meeting of man and technology.



At the SPS exhibition in Parma, we will show how an intelligent machine-with integrated AI - is able to distribute Vignola cherries and interact with visitors, representing our vision of a unique collaboration between man and machine, for a more connected and technologically advanced future”.

The share of **recurring revenues** amounted to approximately **Euro 10 million, up 12%** compared to the same reporting period of the previous year, and accounted for **42% of consolidated Revenues from Sales.**

Consolidated revenues from **foreign customers** amounted to approximately Euro **7 million, up 4%** from the same period of the previous year.

The **consolidated Net Financial Position** as of March 31, 2024 shows a value of approximately **Euro 19 million** compared to a Net Financial Position as of December 31, 2023 of approximately Euro 22 million. **Net liquidity** amounted to approximately **Euro 15 million** compared to approximately 11 million as of December 31, 2023.

Stock Grant Plan 2021 – 2023

The company also announces that today, the Company's Board of Directors verified the achievement of certain objectives under the "Stock Grant Plan 2021 - 2023" incentive plan with reference to the fiscal year ending December 31, 2023, and awarded to Chairman and CEO Pasquale Lambardi No. 371,991 treasury shares held by Relatech and to Vice Chairman, Gianni Franco Papa No. 135,138 treasury shares held by Relatech.

Finally, it should be noted that net of the shares granted under the aforementioned stock grant plan, the Company would hold No. 548,210 treasury shares.

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

Relatech (ticker RLT ISIN IT0005433740), Digital Enabler Solution Know-how (DESK) Company listed on the Euronext Growth Milan market since June 2019, has been active for over twenty years in Digital Enabler frontier technologies, such as Cloud, Cybersecurity, IoT, Big Data, Blockchain, Machine Learning. Relatech is the reference partner for Digital Innovation of companies and leads a group of companies highly specialized in Digital Enabler Technologies united by the common mission of supporting customers in the digital transformation process. Relatech constantly invests in Open Innovation with an intense R&D activity carried out by internal hubs in collaboration with universities and national research centres. Thanks to the RePlatform digital platform and the know-how deriving from the ecosystem of scientific and technological partners, Relatech develops digital services and solutions capable of innovating the business model of its customers, guaranteeing sustainable business growth for all those companies that see in the process of digital innovation the key to current and future success.



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ISSUER

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