



PRESS RELEASE

RELATECH: COMPLETION OF ACQUISITION OF MINORITY INTERESTS IN BTO S.P.A. AND VENTICENTO S.R.L.

Milan, 25th of September 2024

Relatech S.p.A., Digital Enabler Solution Know-how (D.E.S.K.) Company ("**Relatech**" or the "**Company**") listed on the Euronext Growth Milan market (Ticker: RLT), hereby announces, that today, the transactions for the acquisition of (i) the remaining 20% stake held by the selling shareholders in the share capital of BTO S.p.A. ("**BTO**") and (ii) the remaining 49% stake held by the selling shareholders in the share capital of Venticento S.r.l. ("**Venticento**") were finalized.

As disclosed on July 30, 2024, a total price of Euro 3,078,000.00 was paid for the purchase of the remaining stake in BTO, subject to a possible post-closing adjustment solely downward, based on the actual EBITDA value of the Company for the year ending December 31, 2024. As for the purchase of the remaining stake in Venticento, the total price was Euro 3,000,000.00, fixed and not subject to any adjustment.

Upon completion of the above acquisition transactions, Relatech holds the entire share capital of BTO and Venticento.

Pasquale Lambardi, President and Ceo of Relatech says: *"BTO's expertise and the technological value Venticento brings to Relatech are key elements in our growth and consolidation strategy. In an industry where specialized resources are increasingly rare, Venticento's expertise strengthens our ability to innovate and offer cutting-edge solutions, meeting the growing demand for data protection and flexible digitization. At the same time, BTO's expertise also enables us to successfully meet the challenges of large enterprises. These characteristics, combined with the immediate feeling created between the new managers and our team, make us confident that development will be rapid and in accordance with our forecasts"*.

Enrico Dellù, Ceo of Venticento, says: *"The integration of Venticento into Relatech's capital represents a crucial strategic step for our development in the cybersecurity sector. This collaboration will allow us to combine Venticento's expertise with Relatech's advanced technologies, such as Artificial Intelligence and Cloud, enhancing the group's Security Operation Center (ReSOC). Together, we will strengthen our leadership in critical*



infrastructure protection, offering increasingly innovative and regulatory-compliant security solutions such as NIS2, effectively responding to market challenges. We are ready to embark on this new phase with enthusiasm and determination, confident that together, we will be able to respond to market needs with increasingly cutting-edge solutions.”

Florenzo Marra, Ceo of BTO, says: *“Achieving this important milestone is a source of great satisfaction and pride for us. I express deep gratitude to the entire BTO and Relatech team for the extraordinary journey we have made together, and we are excited to continue the growth path in the group. Our expertise in change management and advisory will be crucial to further support the evolution of the group and be even more competitive towards the large enterprise market. We look forward to this new chapter in our history to actively contribute to a challenging and even more ambitious project”.*

Il presente comunicato stampa è online su www.relatech.com (sezione Investor Relations/Comunicati stampa) www.emarketstorage.com.

Relatech (ticker RLT ISIN IT0005433740), Digital Enabler Solution Know-how (DESK) Company quotata sul mercato Euronext Growth Milan dal giugno 2019, è attiva da oltre vent'anni nelle tecnologie di frontiera Digital Enabler, quali Cloud, Cybersecurity, IoT, Big Data, Blockchain, Machine Learning. Relatech è il partner di riferimento per la Digital Innovation delle imprese ed è alla guida di un gruppo di aziende altamente specializzate nelle Digital Enabler Technologies unite dalla mission comune di supportare i clienti nel processo di trasformazione digitale. Relatech investe costantemente in Open Innovation con un'intensa attività di R&D svolta da hub interni in collaborazione con Università e centri di ricerca nazionali. Grazie alla piattaforma digitale RePlatform e al Know-how derivante dall'ecosistema di partner scientifici e tecnologici, Relatech sviluppa servizi e soluzioni digitali in grado di innovare il business model dei propri clienti garantendo una crescita sostenibile del business per tutte quelle aziende che vedono nel processo di innovazione digitale la chiave del successo attuale e futuro.

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