



PRESS RELEASE

RELATECH S.p.A.

**CONSIDERING CERTAIN CONSOLIDATED ECONOMIC AND
FINANCIAL DATA AS AT 30 SEPTEMBER 2024**

**CONSOLIDATED SALES REVENUES OF EURO 65.7 MLN, IN LINE
WITH SEPTEMBER 30, 2023**

**41% OF SALES COMPOSED OF RECURRING REVENUES, UP 6%
FROM LAST YEAR**

- **Foreign revenues in line with September 30, 2023**
- **Net financial position of approximately Euros 29.3 mln**

Milan, 31st of October 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 Company's Board of Directors examined certain unaudited consolidated operating and financial data as at 30 September 2024.

The group expressed **revenues** of about **Euro 65.7 million**, in **line** with the same period in 2023, with a **net financial position** of **Euro 29.3 million**.

Pasquale Lambardi, President and CEO of Relatech, says: *“The data published today highlight a constant evolution of our Value Proposition and our ability to innovate, offering cutting-edge solutions in all areas of information and operational technology in which Relatech is increasingly a leading player, particularly in **cybersecurity, artificial intelligence and IoT, industrial automation, cloud and strategic consulting**. These results confirm the consolidation of a solid value offering based on innovative solutions in line with a focused and forward-looking strategy. Relatech supports companies in their digital evolution and, thanks to its in-house know-how and expertise, accompanies them towards a sustainable, lasting and successful technological transition. While keeping the Italian market as a priority, we are investing with determination in international expansion, accelerated by targeted strategic initiatives, from finalizing the acquisition of the entire share capital of Venticento (and its subsidiaries in the US and Hong Kong) and BTO, to strengthening synergies with their offices in Europe and around the world. We have also further intensified business activities in the Austrian-German market to*



expand the customer base and enhance our solutions with increasingly significant revenues internationally. The foreign offices of Venticento and BTO represent a real growth driver, enabling us to bring our approach to digital innovation to even the most competitive foreign markets. On the strength of a solid and increasingly competitive end-to-end offering, Relatech looks confidently to new markets, ready to achieve ambitious business goals and respond effectively to the needs of an ever-changing global environment”.

REVENUE ANALYSIS

The Group's economic and financial figures show **Group Consolidated Sales Revenues as of September 30, 2024** of approximately **Euro 65.7 million, in line** with approximately **Euro 66.5 million** as of September 30, 2023.

The share of **recurring revenues** amounted to approximately **Euro 27 million**, up **6%** from Euro **25.6 million** as of September 30, 2023, and accounted for **41%** of consolidated **Revenues from Sales**.

International revenues amounted to approximately **Euro 17.5 million**, accounting for **27%** of Consolidated Revenues from Sales.

The pro-forma group financial figures following the acquisition of Venticento US and 7cento HK (both formalized in September 2024) show pro-forma Group Sales Revenues as of September 30, 2024 of approximately Euro 68.6 million, up 3% from approximately Euro 66.5 million as of September 30, 2023. **Pro forma International Revenues** amounted to approximately **Euro 19.6 million**, accounting for **29%** of pro forma Revenues.

CASH FLOW ANALYSIS FOR THE PERIOD

The consolidated **Net Financial Position** as of September 30, 2024 is approximately **Euro 29.3 million**, compared to a Net Financial Position as of June 30, 2024 of **Euro 22.4 million**.

Compared to the June 2024 figure, there are non-recurring monetary outlays totaling approximately Euro 8 million, including the acquisition of the entire share capital of the subsidiaries BTO S.p.a. and Venticento S.r.l. as well as Venticento's foreign subsidiaries, as announced on September 26, 2024.



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,

Contacts

ISSUER

Relatech S,p,A, - Investor Relations

Michele Santoro | investor@relatech.com | T: +39 02 2404909 | Via Ercole Marelli, 165 - 20099 Sesto San Giovanni (MI)

EGA

Illimity Bank S,p,A, | relatech@illimity.com | T: +39 02 82849699 | Via Soperga 9 – 20124 Milano

SPECIALIST

MIT SIM S,p,A, | trading-desk@mitsim.it | T: +39 02 30561 276 | C,so Venezia,16 - 20121 Milano

INVESTOR & MEDIA RELATIONS ADVISOR

IR Top Consulting | ir@irtop.com | T: + 39 02 4547 3883/4 | Via Bigli, 19 - 20121 Milano