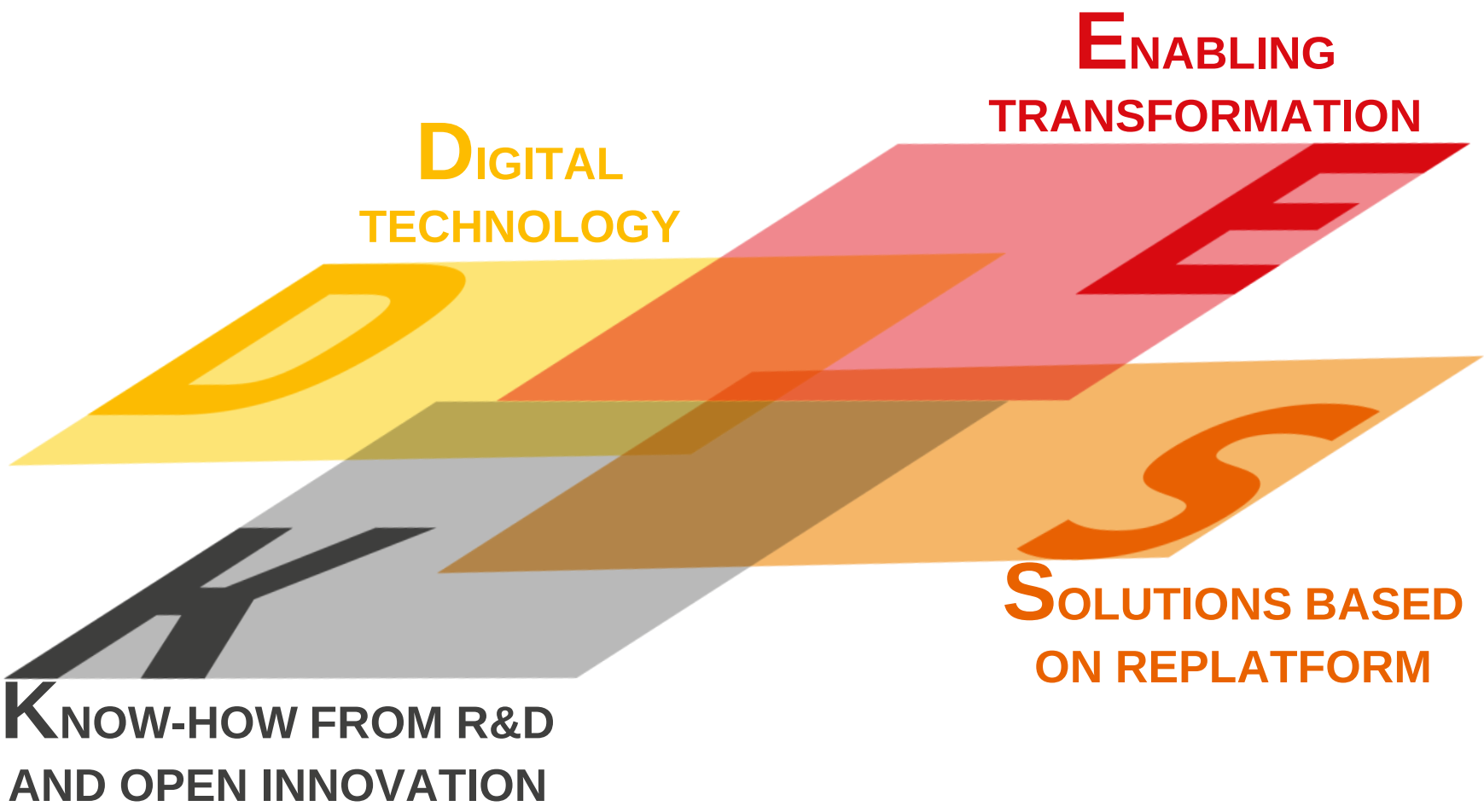
COMPANY OVERVIEW

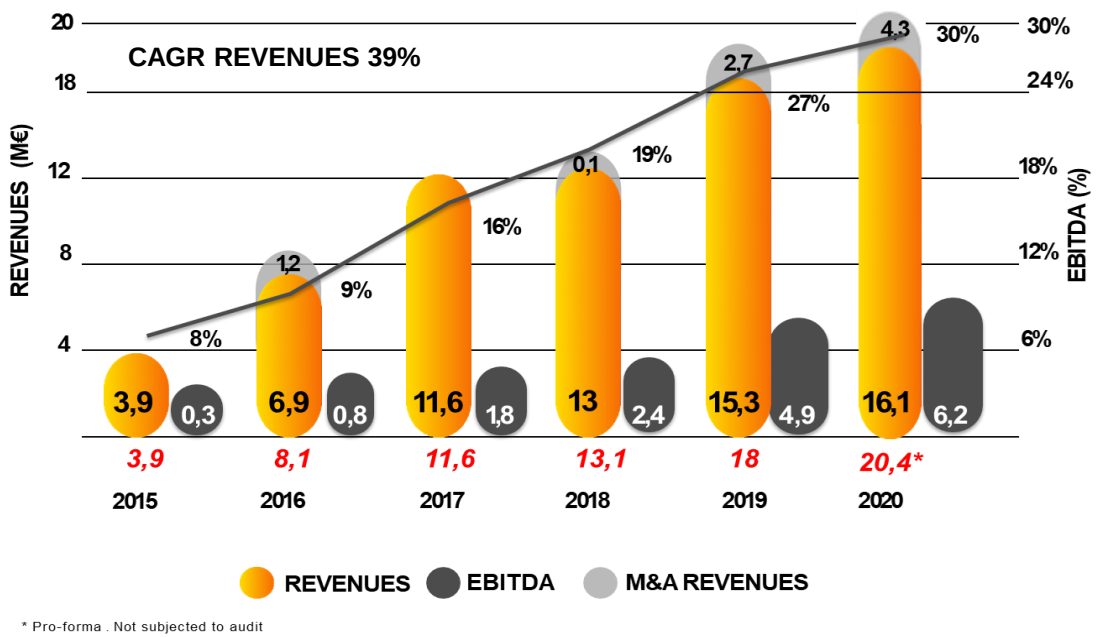
MID & SMALL IN MILAN
2 December 2021

Digital Enabler Solution Knowledge:

RELATECH®
YOUR DESK FOR INNOVATION



Relatech at a Glance



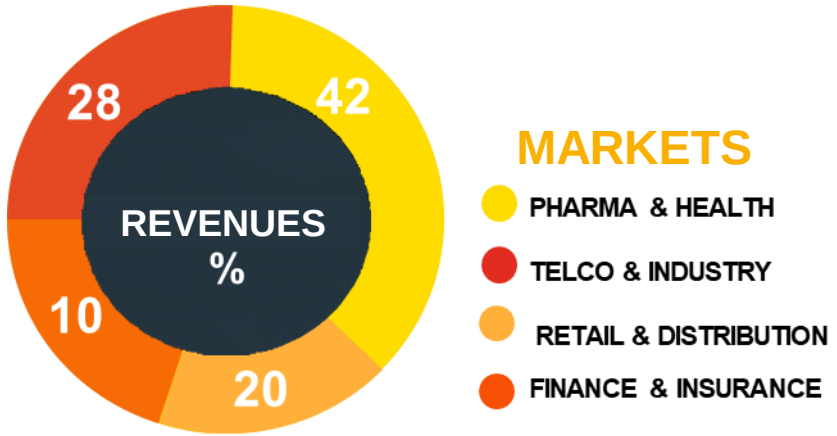
* Pro-forma . Not subjected to audit

M&A OPERATIONS

Year	Company	Ratio
2016	SHOPSTIC	TECHNOLOGICAL ACQUISITION
	POINTSTIC	TECHNOLOGICAL ACQUISITION
	CLEARDROP	REVENUES INCREASE
2018	OKT	R&D REINFORCEMENT
2019	CONNEXÒ	NEW PARTNERS AND CLIENTS
2020	MEDIATECH	INDUSTRIAL PARTNERSHIP
	XONNE	KNOW-HOW AND NEW MARKETS
2021	GRUPPO SIGLA	NEW CLIENTS, NEW SECTORS, R&D
	DIALOG SISTEMI	
2021 - 22	PLANNED	NEW M&A FOCUSING ON ITALY
2022 - 23		INTERNATIONALIZATION

CUSTOMER BASE

- MORE THAN **180** ACTIVE CUSTOMERS EQUALLY DISTRIBUTED
- OVER **50%** CUSTOMERS WITH CONTRACTS OLDER THAN 3 YEARS
- RECURRENT REVENUES (1H2021): **28%**
- CUSTOMER CHURN RATE**< 1%** ON TURNOVER
- OVER **55%** OF TURNOVER IS ON INTERNATIONAL CUSTOMERS



Structure

PRESENCE IN THE TERRITORY AND SPECIALIZATION

RELATECH
YOUR DESK FOR INNOVATION

100%	100%	100%	100%	60%	60%
Ithea 51% OKT	RELATECH CONSULTING	mediatech	Xone	Dialog	Gruppo SIGLA
R&D INNOVATION LAB	BUSINESS CONSULTING SERVICES	CLOUD & CYBER SECURITY	AR/VR, MOBILE, UI/UX	BUSINESS PROCESS MANAGEMENT	INDUSTRIAL AUTOMATION & IOT

Critical Success Factors

INNOVATION LAB

- R&D PROJECTS WITH OUR SCIENTIFIC ECOSYSTEM
- UPDATED KNOW-HOW ON DIGITAL ENABLERS

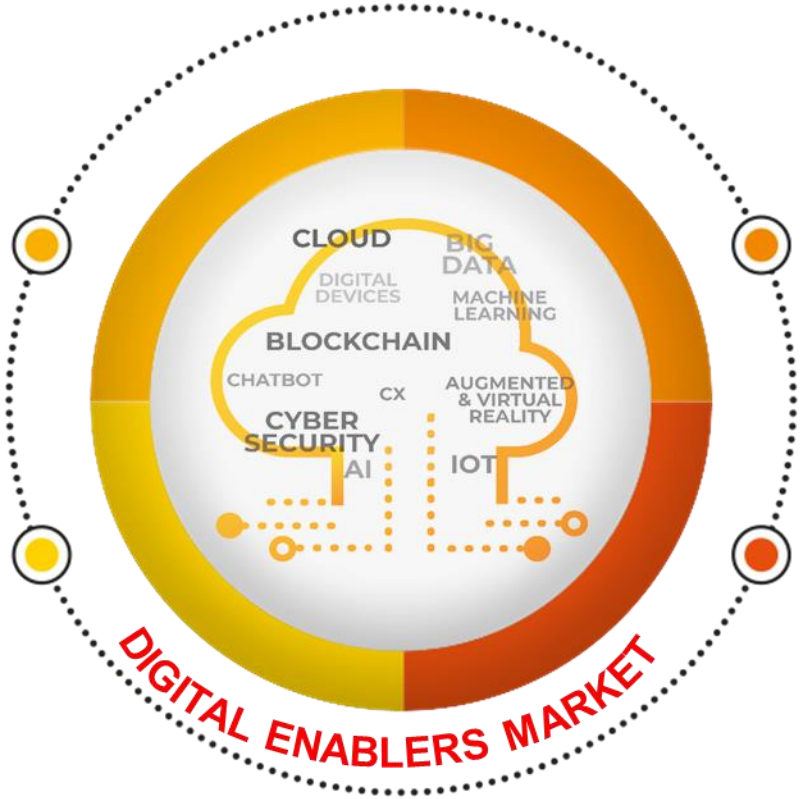
Consiglio Nazionale delle Ricerche

UNIVERSITÀ DELLA CALABRIA

UNIVERSITÀ di VERONA

VALUE PROPOSITION

- INNOVATION SERVICES
- DIGITAL SOLUTIONS



SOFTWARE FACTORY

- REPLATFORM & SOLUTIONS ENGINEERING
- TOP SKILLS ON SOFTWARE TECHNOLOGIES

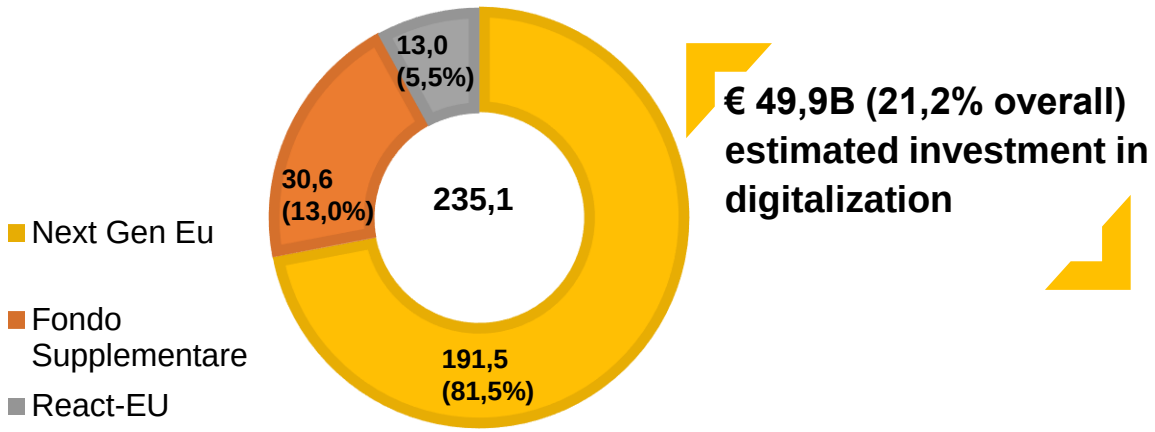
IBM redhat Microsoft NUTANIX ORACLE

REPLATFORM

- MODULAR DIGITAL CLOUD PLATFORM
- CLOUD, BIGDATA & AI, IOT,CYBER, BLOCKCHAIN

Digital Enablers Market and PNRR

- **Digital Enablers Market Italy:** 40B€
- **National Recovery and Resilience Plan:** € 235B



€ 49,9B (21,2% overall) estimated investment in digitalization

KEY TECHNOLOGIES IN THE DATA ECONOMY:

- **MOBILE, AR/VR, CX**
  4B€ mobile business in Italy
- **IOT & INDUSTRY 4.0**
  11.7 billion connected devices
- **BIG DATA ANALYTICS & AI**
  59Million TB of data created and processed in 2020
- **CLOUD**
  3,4B€ investments in cloud in Italy (Saas, IaaS, PaaS)

CRITICAL ISSUES OF *DATA ECONOMY* IN ITALY:

- **Poor digitization**
- **Lack of skills**
- **Delays in the digitization of PA and SMEs**

Permanent interconnection of corporate assets and continuous exchange of data and information makes critical the role of

CYBERSECURITY

(on average 600 computer crimes per day. Over 200 thousand events per year)

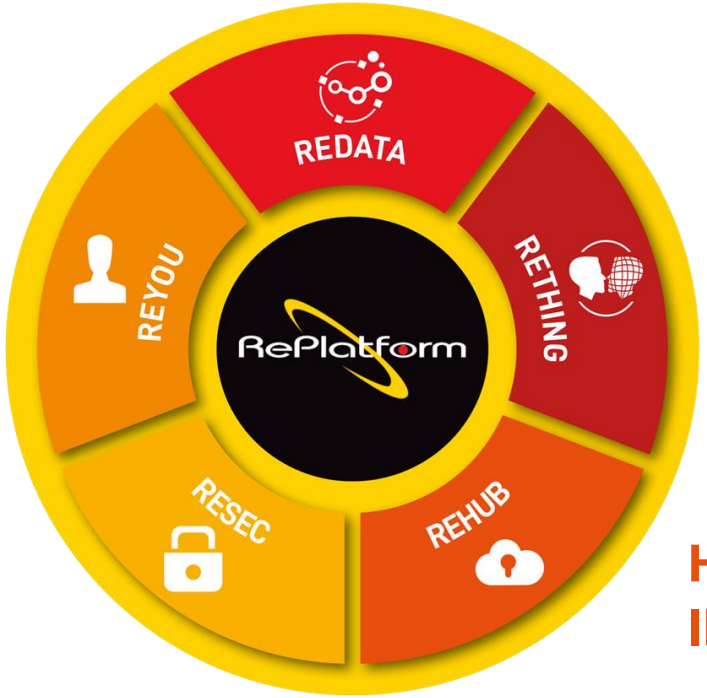
Source: Top Strategic Technology Trends for 2021: Cybersecurity Mesh. The European House Ambrosetti

RePlatform: Digital Cloud Platform

TECHNOLOGIES, METHODOLOGIES & COMPETENCES BASED ON A MODULAR PLATFORM

BIGDATA & AI ANALYTICS

MOBILE, AR/VR & CUSTOMER EXPERIENCE



IOT & EDGE, DIGITAL TWINS

CYBER SECURITY & BLOCKCHAIN

HYBRID CLOUD IPERCONVERGENCE

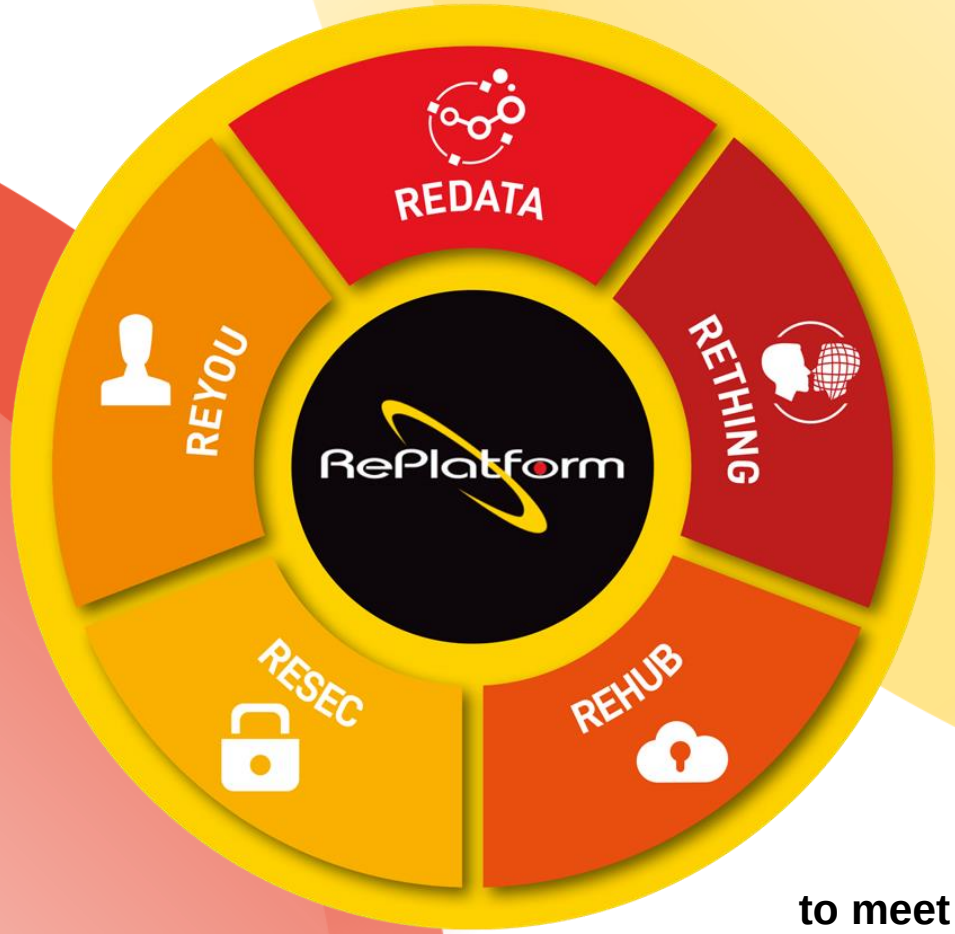
API, INTEGRATIONS MICROSERVICES, DEVOPS

Value Proposition

We design and develop DIGITAL SOLUTIONS and INNOVATION SERVICES

INNOVATION SERVICES

- Business process assessment
- Technical assessment
- Training
- Managed cloud services
- Managed security services
- IT service management



DIGITAL SOLUTION

- Customer engagement
- Industry 4.0 & smart solutions
- Data & AI analytics
- Process automation
- Data & privacy protection
- Tailor made solutions

to meet business needs of all companies who see the digital innovation as the driver for a sustainable growth

Innovation services

➢ To help customers to **understand their needs** and design the **best digitalization strategy:**

ReDiscovery

Business Discovery

- Production process assessment
- Commercial process assessment
- Digital Maturity assessment

Technology Discovery

- Systems & Application
- Cloud & Networking
- Cybersecurity & Privacy

ReAcademy

Business Track

- Business Process reengineering
- Business Performance tracking

Personal Track

- Coaching

Digital Track

- Bigdata, AI/ML & IOT
- BlockChain,
- Cybersecurity

➢ To help customers to **design & manage** their **infrastructures**, **security and IT Services** in the most efficient and effective way:

ReCloud
Multi Cloud Services

- Managed Hybrid Cloud infrastructure
- Cloud Backup Service
- Cloud Disaster Recovery Service

ReService
IT/OT Service Management

- IT remote support
- Application Management
- OT remote support

ReSOC
Managed Security Services

- MDR: Managed Security Operations
- EDR: End point protection service
- Penetration & Vulnerability test service

Digital Solutions: RePlatform Apps

➢ **Innovative application based on RePlatform**

ReFab4.0
INDUSTRY 4.0

- Continuous process control
- Anomalies prevention based on AI
- Operations costs reduction

ReZone
CUSTOMER ENGAGEMENT

- Continuous consumer engagement
- Omni-channel analytics based on AI
- Personalized customer journey

REFAB4.0 MARKET FIELDS:

PRODUCTION
Predictive Analytics,
Digital Twins

MOBILITY
EV charging,
Traffic tracking

HEALTH
Remote Health,
Patient tracking

ENVIRONMENT
Pollution Control,
Energy Saving

REZONE MARKET FIELDS:

FASHION
Customer Journey,
MkT Automation
Virtual Assistance

PHARMACIES
Patient Journey
Store Engagement
Brand Marketing

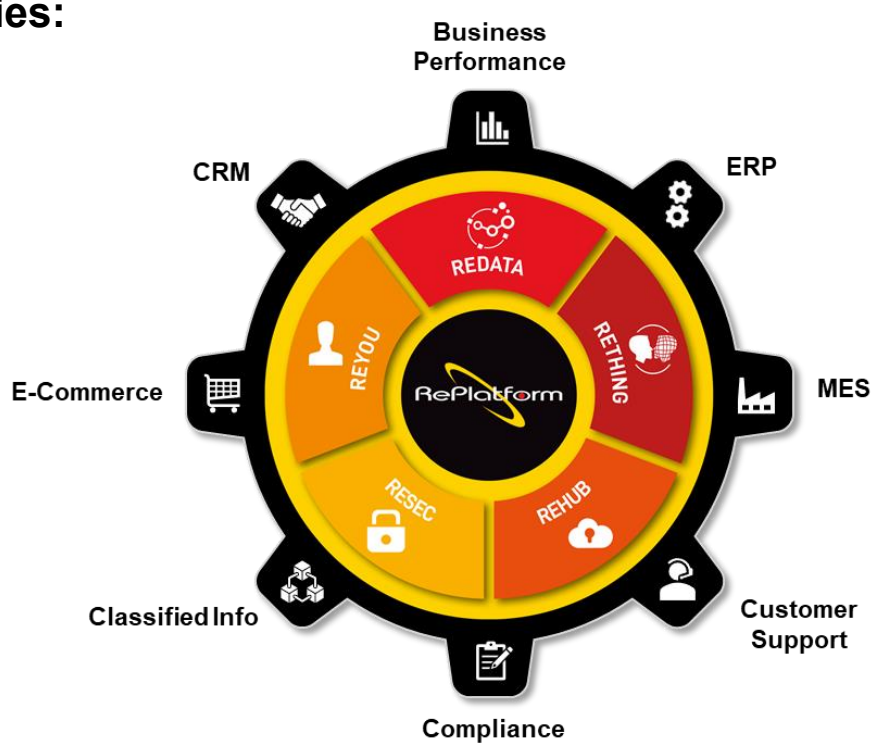
CULTURE & ENTERTAINMENT
Virtual visit, Gaming,
Digital Rights
AR & Arts

Digital Solutions: Tailor Made Solutions

- Enterprise solutions customised for specific customer needs, based on **Relatech Group's competences, RePlatform capabilities**, and **Partners' technologies:**

Relatech's Competences

- Business process design & automation
- Business Performance Management
- Advanced Business Analytics
- SW architeture & development
- Solutions integration
- CyberSecurity & Blockchain
- Hybrid Cloud



Partners' Technologies

IBM · redhat · Microsoft · ORACLE PartnerNetwork · ORACLE NetSuite · HoloLens 2 · Qlik · TIBCO Jaspersoft · RuleX · Cynet · KASPERSKY · WALLIX · vmware · NUTANIX · HYCU

MARKET FIELDS:

RETAIL / GDO
CRM, eCommerce,
Sales Cost Control

PRODUCTION
ERP, MES, Asset,
Industrial Cost Control

FINANCE / INSURANCE
Compliance & Auditing,
Classified Info Mgmt

CUSTOMER CARE
Customer Support,
Service Management

Go-to market

Large Enterprise	**SEGMENT**	**Small Medium Enterprise**
Direct Sales **Business Partner**	**LEAD**	**Direct Sales** **Digital Marketing**
• **Innovation Services** • **Tailor-Made Solution**	**PROPOSITION**	• **Vertical Solutions**, • **Tailor-Made Solutions**
Large System Integrators	**COMPETITION**	**Startups & Tech Vendors**
FLEXIBILITY **AFFORDABILITY**	**RELATECH VALUE**	**COMPLETENESS OF VISION**

Case History - Pharma

CLIENT → PHARMACEUTICAL NETWORK

FARMACIE APOTECA NATURA
Per una salute consapevole

NEED → BUSINESS MODEL CHANGE FROM A B2B TO:

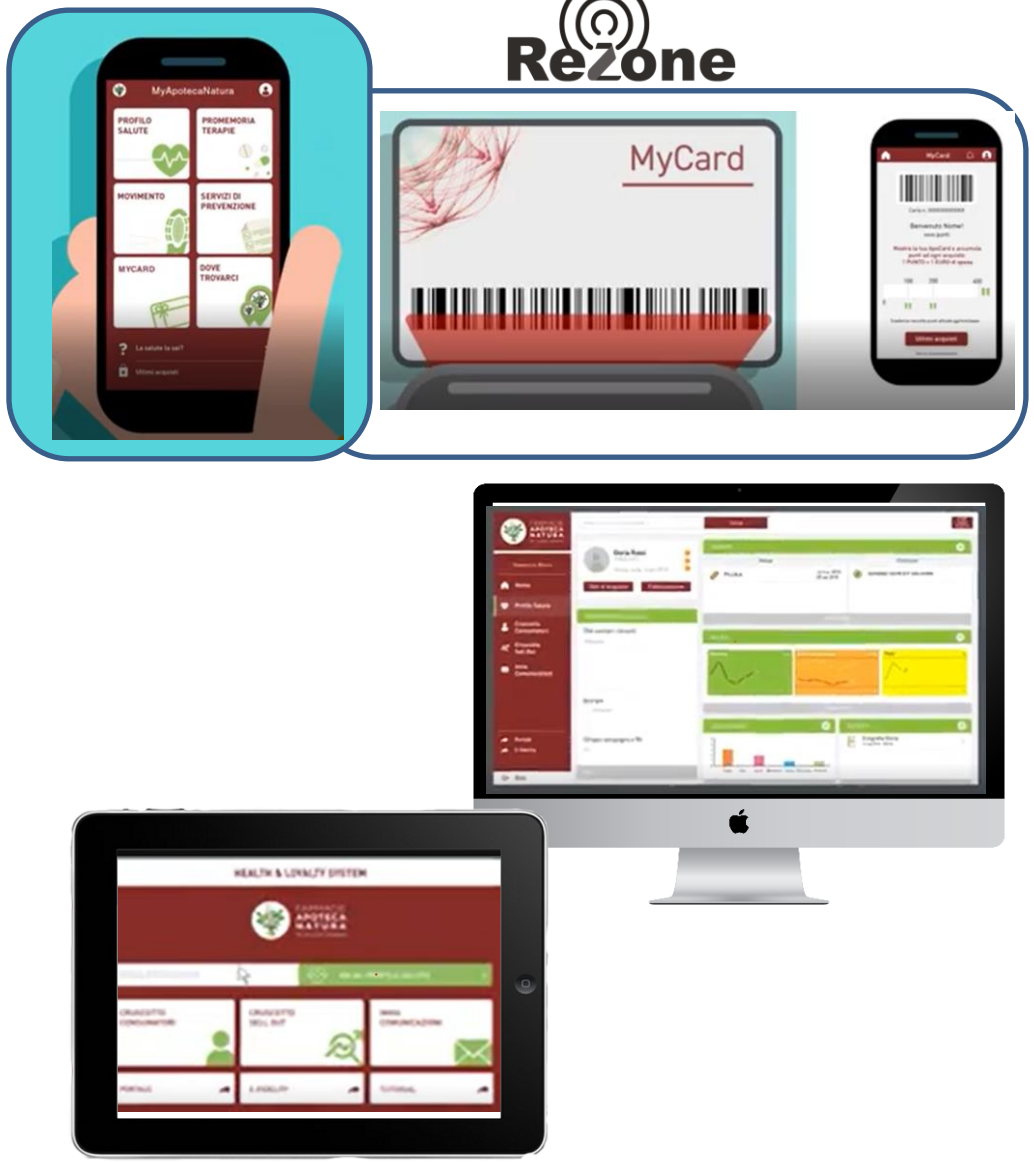
B2B + B2C

RELATECH

SOLUTION → INTERACTIVE ENGAGEMENT TO MANAGE THE PATIENT JOURNEY

ReZone

BENEFIT → KWOW YOUR NETWORK AND YOUR CUSTOMER



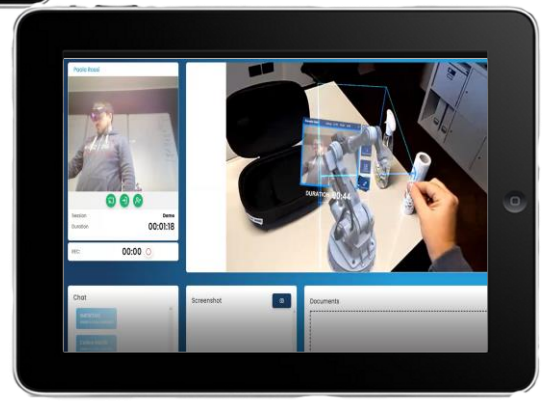
Case History - Industry

CLIENT → PRODUCT MANUFACTURER

NEED → BUSINESS MODEL CHANGE FROM PRODUCT TO SERVICES: SERVITIZATION

SOLUTION → INDUSTRY4.0 & PREDICTIVE ANALYTICS

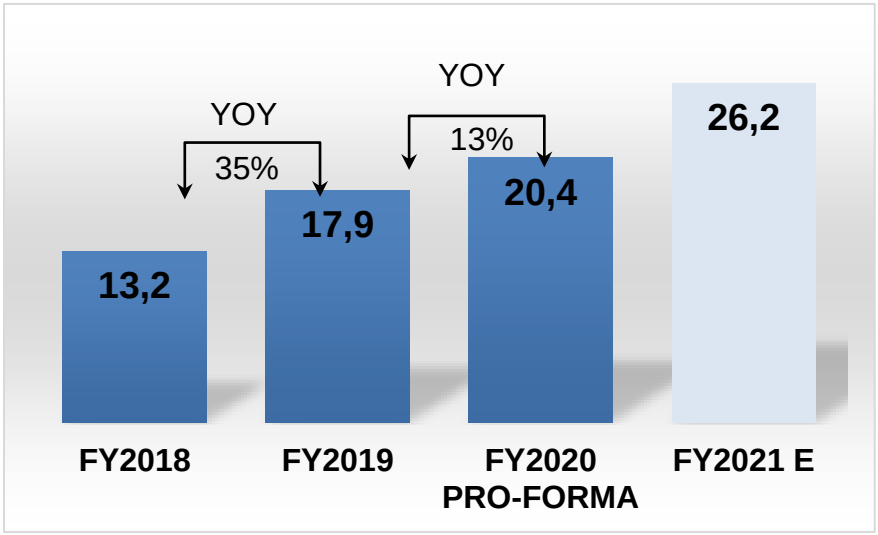
BENEFIT → ECOSYSTEM & VALUE AMPLIFIER;
INCREASED SYSTEM RELIABILITY;
REDUCED MAINTENANCE COSTS;
REDUCED UNPLANNED DOWNTIME



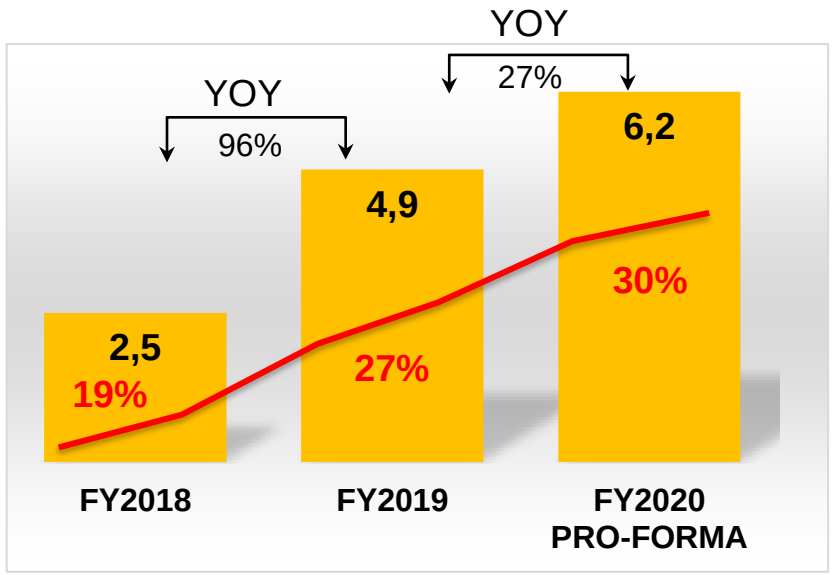
2018-2020 ECONOMIC RESULTS

€ MIL

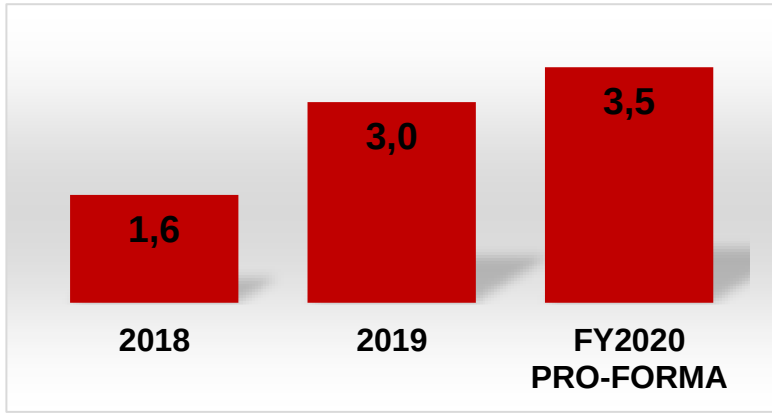
REVENUES



EBITDA ADJUSTED*



NET PROFIT ADJUSTED*



EBITDA MARGIN ON REVENUES

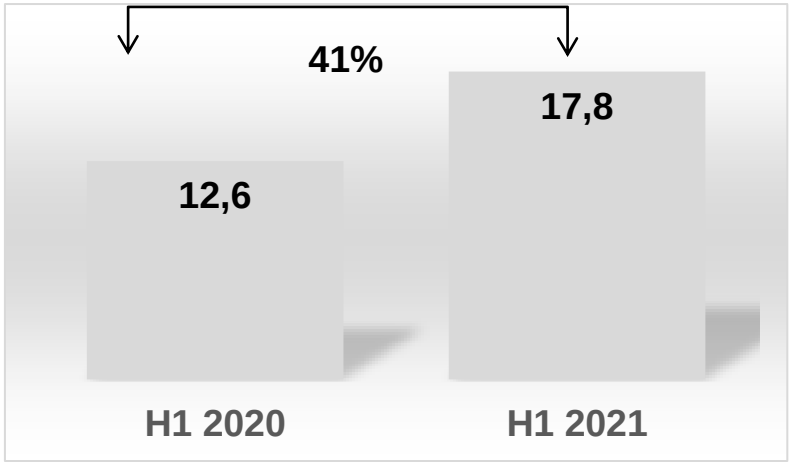
FY2020: Pro-forma with 12 month consolidation of Mediatech and Xonne

*Adjustment mainly attributable to non-cash costs related to executive incentive

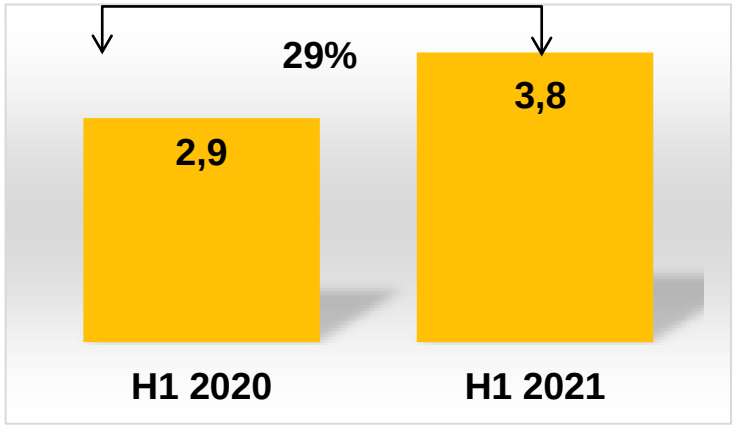
1H 2021 ECONOMIC RESULTS

€ MIL

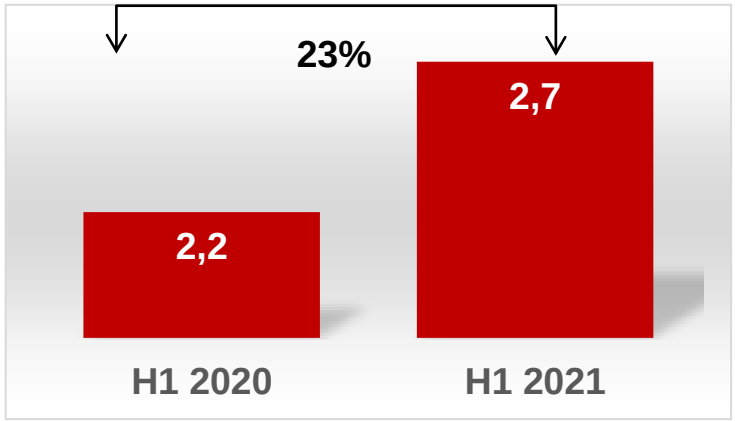
VALUE OF PRODUCTION



EBITDA ADJUSTED*



EBT ADJUSTED



RECURRENT REVENUES
28%

CUSTOMER BASE FROM 150 TO 189
+26%

FOREIGN REVENUES
55%

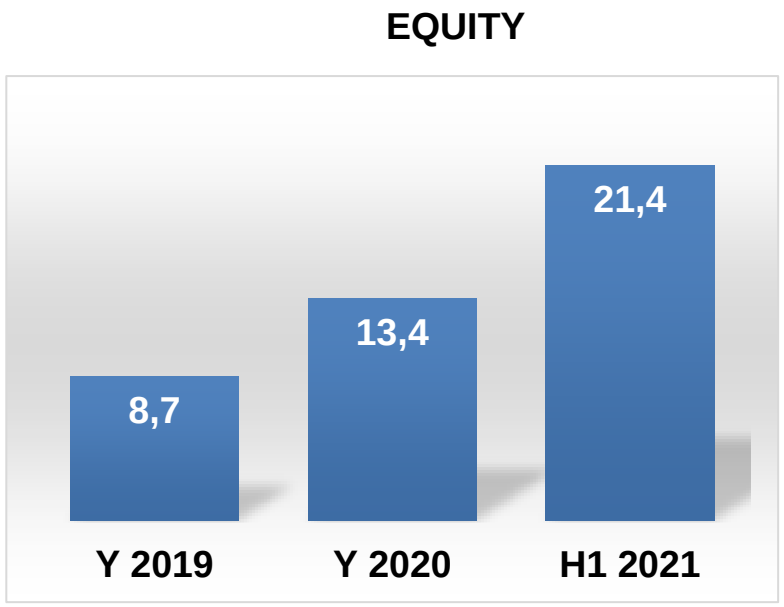
BACKLOG
€ 12,3M
+ 89%

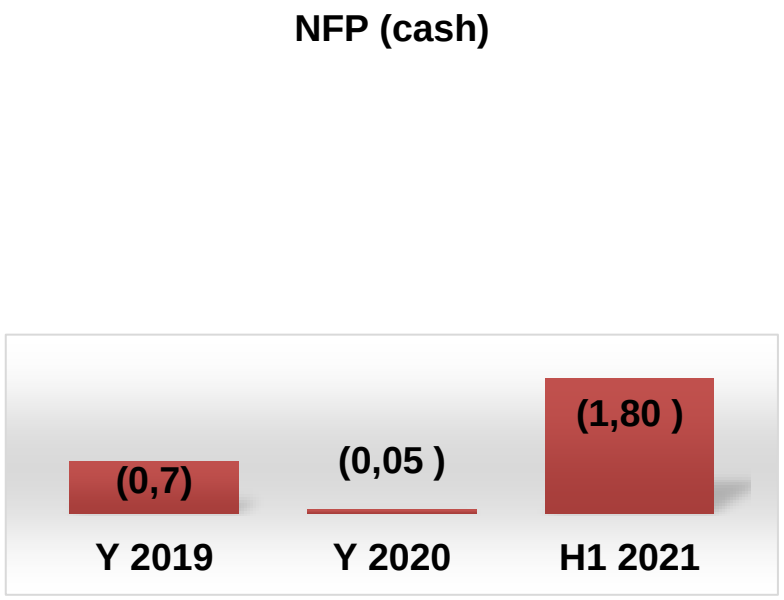
Proforma with the consolidation of Gruppo SIGLA e Dialog Sistemi as of 01/01/2021

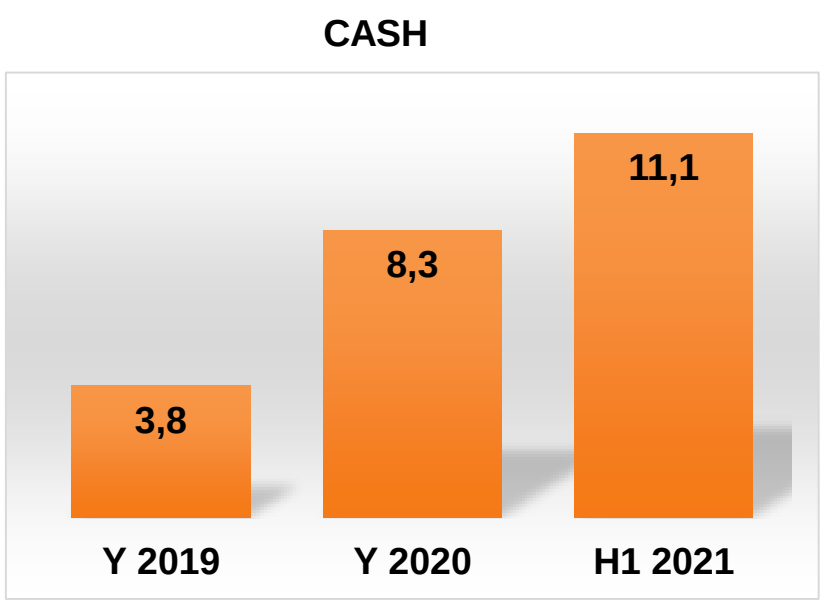
*Adjustment mainly attributable to non-cash costs related to executive incentive plans

2019 – 1H2021 BALANCE SHEET

€ MIL



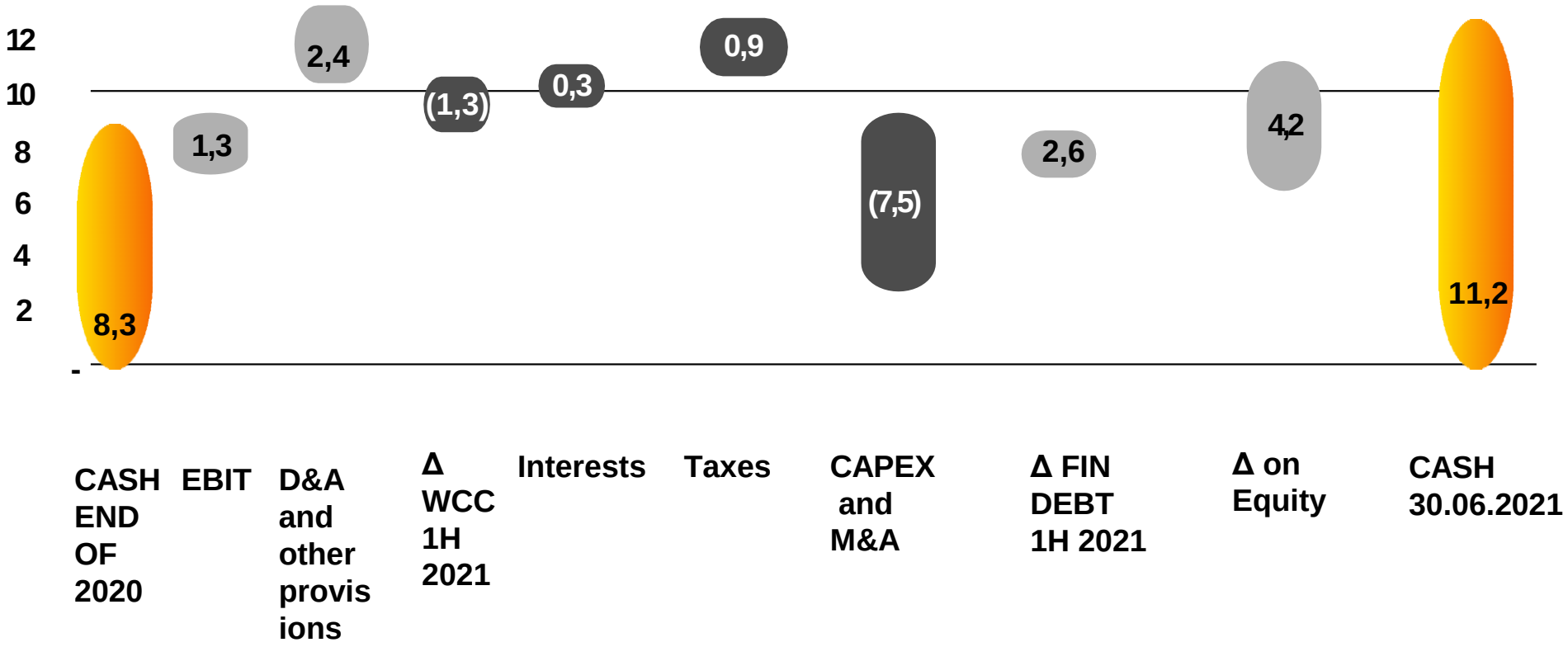




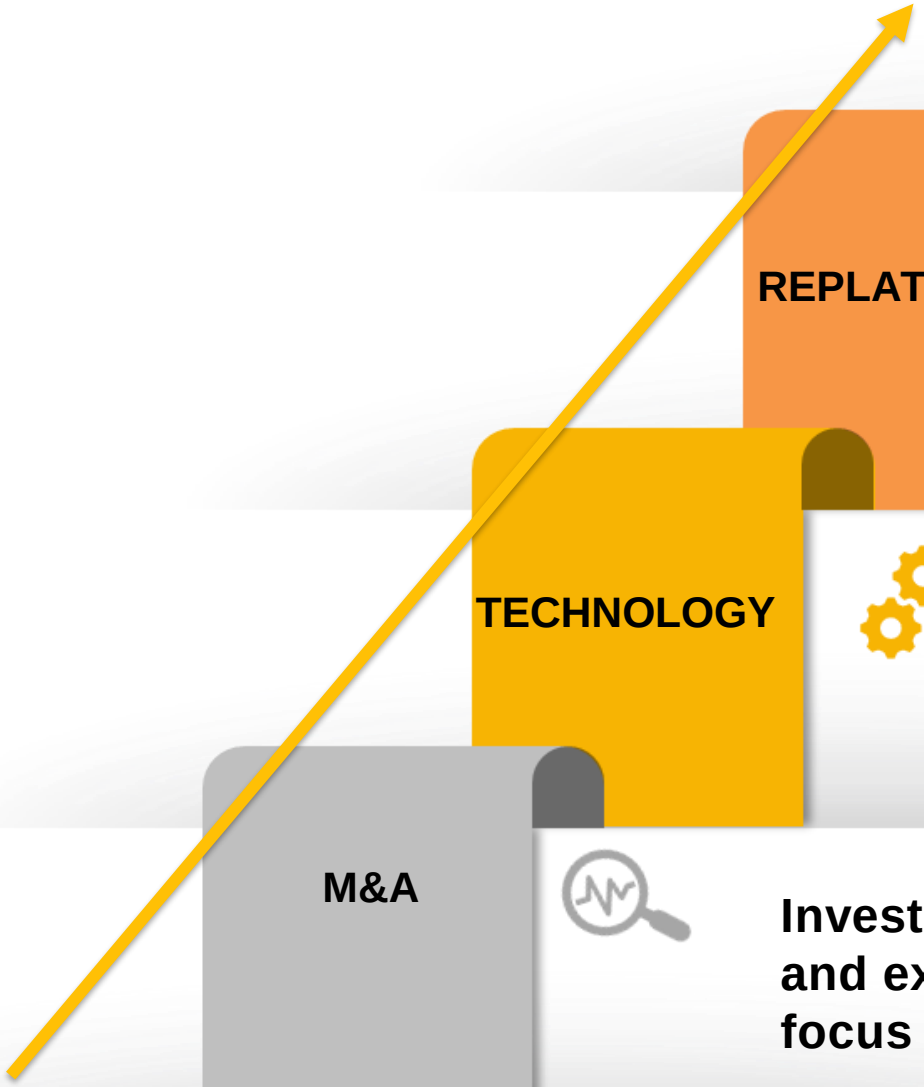
1H 2021 – Cash Bridge Analysis

€ MIL

CASH BRIDGE



Strategic Guidelines



REPLATFORM

Strengthening RePlatform offering and pushing the development of new vertical solutions on growing sectors, i.e. Healthcare, Finance, Utility

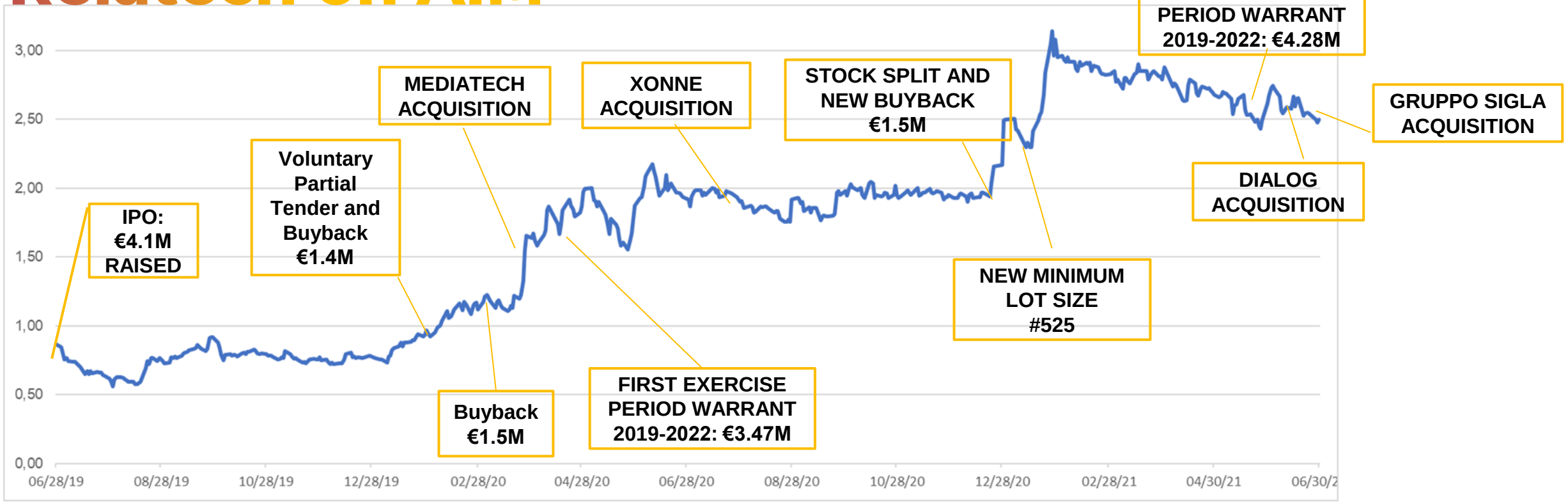
TECHNOLOGY

Investing in R&D and cutting hedge technology skills: IOT, AI Cybersecurity, Blockchain

M&A

Investing on new targets to consolidate and expand presence in industry and focus on cybersecurity

Relatech on AIM



ESG (Environment, Social, Governance)

FIRST YEAR OF NON- FINANCIAL REPORTING ESG STATEMENT

# of shares: 37,749,480

fully diluted (warrant excercise): 42,357,750

Market cap (15/10/2021): € 101,9M

Free Float: 40%

Treasury shares: 2.6%

Management: 57.4%

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