

**THE PITECO GROUP LOOKS FORWARD AND INVESTS IN GROWTH:  
NET PROFIT OF 7.1 MILLION IN 2020 (+135%),  
POSITIVE TREND IN REVENUES CONTINUES (+3%),  
EXCELLENT EBITDA MARGIN CONFIRMED (40%)**

- **Revenues: € 24.7 million, (FY2019: € 24.0 million)**
- **EBITDA: € 9.9 million, (FY2019: € 10.2 million); EBITDA margin 40% (FY2019 = 43%)**
- **Net profit: € 7.1 million (FY2019 = € 3.0 million), 29% of Revenues**
- **Operating Cash Flow: € 10.9 million, (46% of Net Revenues and 110% of EBITDA)**
- **Net Financial Position: € 40.3 million (FY2019: € 14.6 million)**
- **Net Financial Position including Put Option: € 65.0 million (FY2019: € 27.5 million)**
- **Proposed dividend of € 0.15 per share (74% pay out ratio, yield 1.5%)**

*Milan, March 24, 2021*

The Board of Directors of Piteco (PITE:IM), a company listed on the MTA, key player in the financial software sector, approved today the Consolidated Financial Statements and the Draft Separate Financial Statements as at December 31, 2020, drawn up in accordance with the IAS/IFRSs.

**Marco Podini**, Chairman of Piteco:

"In 2020 we invested in favor of growth as well. The results confirm the solidity of the Piteco group by showing the great resilience of its business model based on recurring fee revenues (64%), which protected performance even in the year of the COVID-19 pandemic. Revenues grew by 3% and Ebitda confirmed the important profitability (Ebitda margin of 40.2%). I would like to highlight the excellent performance of the parent company Piteco S.p.a., which recorded a growth in Revenues and Ebitda equal to +5%, while the subsidiaries Juniper in the United States of America and Myrios in Italy in the Financial Risk Management sector recorded a slowdown in orders from customers (-5% and -15% of revenues, respectively), focusing their activities on the development of innovative solutions useful to accelerate the next market recovery.

Our group highlighted its vocation as an aggregating pole and confirmed its ability to carry out important M&A transactions: after the acquisition of Everymake in the first quarter, at the end of the year it purchased a majority stake in Rad Informatica S.r.l., Italian leader in the sector of software for the management of NPLs, which, although it did not contribute significantly to the economic results for the year 2020 (only in December) it shows a high potential for revenues and margins, having closed the previous financial statements with pro-forma revenues of € 10.3 million and pro-forma EBITDA of € 5.9 million.

We are therefore pleased to confirm also this year the proposed dividend distribution of € 0.15 per share, amounting to approximately € 3 million, with a yield of 1.51% and a payout ratio of 74%, thanks to the excellent cash generation that characterizes our Group."

**Main consolidated results as at December 31, 2020<sup>1</sup>**

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<sup>1</sup> The consolidated financial statements have been drawn up on the basis of the financial statements for the year ended December 31, 2020 of Piteco SpA, Piteco North America Corp, Juniper Payments LLC, Myrios Srl, Myrios Switzerland SA and Rad Informatica Srl, which are included in the consolidation area of the Piteco Group.

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**Revenues** amount to € **24.7 million**, + 3% compared to € 24.0 million in FY2019. The growth is mainly due to the increase in recurring fees relating to the use of software, a common feature of the business of all companies of the Group, which reached 64% of total Revenues in FY2020.

**EBITDA** amounts to € **9.9 million**, equal to an EBITDA margin of 40%, down by 3% compared to FY2019 (€ 10.2 million).

**Earnings before tax** is € **7.3 million**, up 97% from € 3.7 million in FY2019 and 29% of total Revenues. The increase is due, for approximately € 3.0 million, to financial income deriving from the fair value valuation required by IFRS of PUT options on minority interests in subsidiaries.

**Net Profit** is € 7.1 million up 135% from € 3.0 million in 2019 and stands at 29% of total Revenues.

**Net Financial Position** amounts to € 40.3 million, compared to € 14.6 million at December 31, 2019. This increase is due to the two corporate transactions carried out in 2020, the purchase of the 'Everymake' business unit and the majority (70%) of the corporate capital of Rad Informatica Srl, (paid € 0.5 million and € 34.8 million, respectively). In 2020 dividends of € 3.5 million were distributed within the Group.

Considering also the PUT Options relating to the purchase of the minority interests of Myrios and RAD (€ 9.0 million and € 15.6 million, respectively), Net Financial Position amounts to € 65.0 million, of which at least € 4.5 million (equal to 50% of the value of the Myrios Put Option) will be eventually regulated through an exchange with Piteco shares.

**Operating Cash Flow** amounts to € 10.9 million and has an excellent Cash Conversion equal to 46% of net revenues and 110% of EBITDA.

### **Main results of the Parent Company Piteco SpA as December 31, 2020**

**Revenues** amount to € 16.6 million, with a 5% growth compared to FY2019. It should be noted the continuous growth in recurring fees, which represent 56% of total revenues.

**EBITDA** amounts to € 6.6 million, with a growth of 5% compared to FY2019 and with an EBITDA margin of 40%. Operating costs grew by 5% compared to FY2019.

**Net profit** is € 4.1 million (€ 4.2 million in FY2019) and stands at 25% of the total Revenues.

### **Significant events after the end of the year**

On February 24, 2021, PITECO Spa purchased an additional 10% stake in its subsidiary Rad informatica Srl, reaching 80% of the corporate capital.

### **Predictable management evolution**

The first months of 2021, despite the persistence of the Covid-19 pandemic, confirm the growth trend of the Group companies and the quality of the investments and strategies implemented: Piteco S.p.A. renewed its offering by launching in the market the new version of Piteco Evo 5.0 together with the launch of IDM, the new data matching suite, and a strong commercial push for its CLOUD solutions. Myrios continued to develop its solutions, taking advantage of the opportunities for integration with Piteco products also, so as to expand the market to Italian industrial corporations. In addition, a new solution for the management of trade finance-related matters is being launched, primarily on the Swiss market through the subsidiary Myrios Switzerland. RAD, the newly purchased company, will certainly be able to take advantage of the best synergies arising from its entry into the group during 2021. Juniper Payments continues its market monitoring activities and the development of the new Instant Payments solution aimed at the US market.

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**Dividend**

The Board of Directors of PITECO SPA has resolved to propose to the Ordinary Shareholders' Meeting the following allocation of Net profit for the year, equal to € 4.09 million:

- € 0.20 million to legal reserve;
- € 3.89 million to extraordinary reserve;
- distribution of a gross dividend of € 0.15 for each ordinary share in circulation, drawing on the extraordinary reserve for an amount of € 3.03 million;
- reducing to zero unavailable reserve pursuant to Article 2426, paragraph 8, of the Italian Civil Code, of € 0.14 million, by allocating it to the extraordinary reserve.

The detachment coupon n. 6 will be on May 10, 2021 (record date on May 11, 2021) and the dividend will be paid from May 12, 2021. The dividend yield comes to 1.51%, while the pay out ratio amounts to 74%.

**Annual Report on Corporate Governance and Report on remuneration policy**

The Board of Directors reviewed and approved the *Report on Corporate Governance and Ownership* structure for the year 2020 pursuant to art. 123-bis of TUF as well as the *Report on remuneration policy and on the remuneration paid* as required under article 123-ter of TUF. The latter will be submitted to the examination and approval of the Shareholders' Meeting; these reports will be published and made available, within the terms established by current legislation, on the website [www.pitecolab.it](http://www.pitecolab.it) and on the authorized storage mechanism 1Info ([www.1info.it](http://www.1info.it)).

**Proposal to approve the treasury shares buy-back program**

The Board of Directors held today resolved to submit to the approval of the Shareholders' Meeting the proposal to approve a plan for the purchase and disposal of treasury shares, pursuant to Articles 2357 and 2357-ter of the Italian Civil Code and Article 132 of TUF, subject to revocation, for the part not yet executed, of the authorization resolved by the Shareholders' Meeting on January 23, 2020.

The authorisation to purchase and dispose of treasury shares is requested with the purpose of providing the Company with a flexible and functional instrument to pursue some of the purposes compatible with the current legal and regulatory provisions and in particular:

- (i) to have available of treasury shares to be allocated to any future incentive plans in favor of members of the administrative or control bodies, employees or collaborators of the Company and/or Piteco's subsidiaries that involve the provision or assignment of shares or financial instruments convertible into shares;
- (ii) to have available of a securities portfolio (so-called "treasury shares" portfolio) to be used, in accordance with the Company's strategic guidelines, to service any extraordinary transactions and/or the possible use of shares as consideration in extraordinary transactions, including the exchange of shareholdings, with other parties as part of transactions of interest to the Company;

all within the limits provided for by current regulations and, where applicable, in accordance with market practices permitted by the supervisory authority, pro tempore in force, pursuant to and for the purposes of Article 13 of Regulation (EU) No. 596/2014 of the European Parliament and of the Council of April 16, 2014. The authorization to purchase treasury shares is requested from the Shareholders' Meeting for a period of 18 months, starting from the date of any resolution of approval of the proposal by the Shareholders' Meeting, while the authorization to dispose of any treasury shares purchased is requested without time limits.

The authorisation requested entails the power to purchase, in one or more transactions and to an extent that may be freely determined - from time to time - by resolution of the Board of Directors, a

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maximum number of ordinary shares of the Company, with no nominal value, such as not to exceed the limit of 7.5% of the share capital, taking into account any treasury shares already held in the portfolio, or held by subsidiaries, and in any case allocating to these purchases resources for a maximum total amount equal to EUR 3,800,000.00.

It is proposed that the purchases may take place at a unit price that may not differ, either downwards or upwards, by more than 20% with respect to the closing price recorded by the stock in the stock exchange session preceding each individual transaction, and in any case in compliance with the additional applicable rules (including the additional conditions set forth in Article 3 of Delegated Regulation (EU) 2016/1052 of the Commission of March 8, 2016).

It is proposed that the disposition of treasury shares (for purposes other than those pursued in the context of industrial projects or extraordinary finance transactions) may take place at a unit sale price not 20% lower than the closing price recorded by the stock in the stock exchange session preceding each individual transaction.

For further information, also with regard to the procedures for the execution of purchase and disposal transactions of own shares, please refer to the Board of Directors' Explanatory Report available in the Investor Relations - Shareholders' Meeting section of the website [www.pitecolab.it](http://www.pitecolab.it) and to the authorised storage mechanism 1Info ([www.1info.it](http://www.1info.it)).

**Other resolutions of the Board of Directors**

The Board of Directors also resolved to submit to the Shareholders' Meeting

- (i) a proposal to grant the Board of Directors (a) a proxy to increase the share capital to be offered as an option to shareholders, pursuant to Articles 2443 and 2441 of the Italian Civil Code, (b) a proxy to increase the share capital with the exclusion of the option right, pursuant to Articles 2443 and 2441, paragraph 4, second paragraph, of the Italian Civil Code and (c) a proxy to increase the share capital with the exclusion of the option right, pursuant to Articles 2443 and 2441, paragraph 4, first paragraph, of the Italian Civil Code;
- (ii) (ii) a proposal to amend Articles 7-bis, 14, 15 and 21 of the By-Laws,

all in accordance with the terms set out in the related Board of Directors' Explanatory Reports available in the Investor Relations - Shareholders' Meeting section of the website [www.pitecolab.it](http://www.pitecolab.it) and on the authorised storage mechanism 1Info ([www.1info.it](http://www.1info.it)).

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The notice of the Shareholders' Meeting of April 29, 2021 is available, starting from March 17, 2021, on the website [www.pitecolab.it](http://www.pitecolab.it) (Investor Relations / Shareholders' Meeting section) and on the authorized storage mechanism 1Info ([www.1info.it](http://www.1info.it)).

The documentation relating to the items on the agenda will be made available to the public within the terms and according to the methods provided for by current legislation and, in particular, at the registered office, on the Company's website (at [www.pitecolab.it](http://www.pitecolab.it) Investor Relations / Shareholders' Meeting section), as well as on the authorized storage mechanism 1Info ([www.1info.it](http://www.1info.it)).

The manager in charge of drawing up the corporate accounting documents, Riccardo Veneziani, hereby declares, pursuant to art. 154-bis, paragraph 2 of Legislative Decree no. 58/98, that the accounting information contained in this press release corresponds to the documented results, books and accounting records.

The press release can be viewed on the [www.pitecolab.it](http://www.pitecolab.it) and [www.1info.it](http://www.1info.it) websites.

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**PITECO Group (PITE:IM, ISIN: IT0004997984)** is an important player in the international financial software sector. With offices in Italy, Switzerland and USA and 160 employees, in the period 2015-2020 it has achieved an important organic growth supported by an intense M&A activity with the acquisition of Centro Data (2015), LendingTools.com Inc. (2017) and Myrios S.r.l. (2018), Everymake (2020) and RAD Informatica (2020). The business model is characterized by the high levels of visibility of revenues, profitability and cash generation. The Group has a large portfolio of highly loyal customers belonging to different sectors and operates through 4 business areas:

- **TREASURY MANAGEMENT:** Piteco S.p.A. is the absolute leading software house in Italy in the solutions for the management of corporate treasury and financial planning used by over 650 national and international groups active in all industrial sectors. On the market for over 30 years, it has covered the entire software value chain: R&D, design, implementation, sale and assistance. The software is entirely owned, integrated with the main company information systems (Oracle, SAP, Microsoft etc.), can be customized according to customer needs and working in over 50 countries.
  - **BANKING:** the subsidiary Juniper Payments LLC is leader in the USA with proprietary solutions in the digital payments and clearing house sector. Managing the accounting regulation of interbank financial flows (bank transfers and check cashing) of approximately 3,500 American banks and \$ 3 billion a day. It represents one of the largest US interbank networks.
  - **FINANCIAL RISK MANAGEMENT:** the subsidiary Myrios S.r.l. is an Italian software house that offers Risk Management, Capital Markets and Compliance services to banks and large companies.
- In 2019 Myrios Switzerland S.A. was established in Geneva to distribute the group's software solutions on the Swiss financial market.
- **NPL & UTP CREDIT MANAGEMENT:** RAD Informatica S.r.l. is the absolute leading software house in the market of software production for the management of the credit recovery process. It operates in the production, supply and commercialization of solutions for the management process of non-performing loans and recovery process of bank and financial credit, managing approximately 2/3 of the aggregate amount of Italian NPLs.

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All attached documents (relating to the results of the Piteco Group and the Parent Company Piteco Spa) have been prepared in compliance with the International Accounting Standards (IAS/IFRS). The figures are undergoing certification by the Independent Auditors.

**PITECO GROUP**

<b>Profit and Loss</b>	<b>FY2020</b>	<b>%</b>	<b>FY2019</b>	<b>%</b>	<b>ch</b>	<b>ch %</b>
Net Sales Revenues	23.546	95,3%	22.774	94,7%	772	3%
Other Revenues	1.362	5,5%	1.286	5,3%	76	6%
Work in Progress (change)	-188	-0,8%	-21	-0,1%	-167	795%
<b>TURNOVER</b>	<b>24.720</b>	<b>100,0%</b>	<b>24.039</b>	<b>100,0%</b>	<b>681</b>	<b>3%</b>
Raw Materials	383	1,5%	146	0,6%	237	162%
Labour Costs	10.271	41,5%	9.372	39,0%	899	10%
Services	3.944	16,0%	4.138	17,2%	-194	-5%
Other Costs	191	0,8%	145	0,6%	46	32%
<b>OPERATIVE COSTS</b>	<b>14.789</b>	<b>59,8%</b>	<b>13.801</b>	<b>57,4%</b>	<b>988</b>	<b>7%</b>
<b>EBITDA</b>	<b>9.931</b>	<b>40,2%</b>	<b>10.238</b>	<b>42,6%</b>	<b>-307</b>	<b>-3%</b>
Depreciation and Amortization	3.617	14,6%	2.983	12,4%	634	21%
<b>EBIT</b>	<b>6.314</b>	<b>25,5%</b>	<b>7.255</b>	<b>30,2%</b>	<b>-941</b>	<b>-13%</b>
Gain (Loss) Forex	-614	-2,5%	158	0,7%	-772	-489%
Financial Incomes (Costs)	-507	-2,1%	-612	-2,5%	105	-17%
Fin. Incomes (Costs) Fair Value adj.	3.035	12,3%	-2.694	-11,2%	5.729	-213%
Extraordinary Incomes (Costs)	-970	-3,9%	-428	-1,8%	-542	127%
<b>EBT</b>	<b>7.258</b>	<b>29,4%</b>	<b>3.679</b>	<b>15,3%</b>	<b>3.579</b>	<b>97%</b>
Tax	157	0,6%	662	2,8%	-505	-76%
<b>NET PROFIT (Loss)</b>	<b>7.101</b>	<b>28,7%</b>	<b>3.017</b>	<b>12,6%</b>	<b>4.084</b>	<b>135%</b>

**PITECO GROUP**

<b>Balance Sheet</b>	<b>FY2020</b>	<b>FY2019</b>	<b>changes</b>
Work in progress	133	107	26
Trade credits	6.818	6.368	450
Tax Credits	165	11	154
Other current credits	487	502	-15
<b>(A) Current Assets</b>	<b>7.603</b>	<b>6.988</b>	<b>615</b>
Accounts payable	2.329	927	1.402
Debts from financial contracts	1.482	1.030	452
Tax Debts	542	1.166	-624
Other current Debts	4.651	3.185	1.466
<b>(B) Current Liabilities</b>	<b>9.004</b>	<b>6.308</b>	<b>2.696</b>
<b>(A-B) Net Working Capital</b>	<b>-1.401</b>	<b>680</b>	<b>-2.081</b>
Tangible Assets	3.931	4.015	-84
Intangible Assets	50.424	15.474	34.950
Goodwill	70.094	41.426	28.668
Financial Assets	35	20	15
Tax Accounts	786	1.153	-367
<b>(C) Non Current Assets</b>	<b>125.270</b>	<b>62.088</b>	<b>63.182</b>
Severance pay and other funds	2.382	1.398	984
Other non current Funds	57	54	3
Other non current Debts	129	0	129
Deferred Tax	12.330	2.439	9.891
<b>(D) Non Current Liabilities</b>	<b>14.898</b>	<b>3.891</b>	<b>11.007</b>
<b>(NWC+C-D) Net Invested Capital</b>	<b>108.971</b>	<b>58.877</b>	<b>50.094</b>
Share Capital	30.796	19.125	11.671
Reserves	5.848	7.024	-1.176
Profit (loss) previous years + reserves FTA/IAS	254	2.253	-1.999
Profit (loss) of the year	7.101	3.017	4.084
<b>(E) Total Equity</b>	<b>43.999</b>	<b>31.419</b>	<b>12.580</b>
Cash and Deposits	11.080	3.046	8.034
Current Financial Assets	235	99	136
Non Current Financial Assets	510	609	-99
Bank Debts within 12 months	-3.854	-3.635	-219
Debts to other lenders within 12 months	-5.860	-6.101	241
Put Options over 12 months	-24.655	-12.859	-11.796
Debts to other lenders over 12 months	-2.482	-2.356	-126
Bank Debts over 12 months	-39.946	-6.261	-33.685
<b>(NFP) Net Financial Position</b>	<b>-64.972</b>	<b>-27.458</b>	<b>-37.514</b>
<b>(E-NFP) Total Sources</b>	<b>108.971</b>	<b>58.877</b>	<b>50.094</b>



**PITECO GROUP**

<b>Net Financial Position</b>	<b>FY2020</b>	<b>FY2019</b>	<b>change</b>	<b>Ch. %</b>
Cash and Deposits	11.080	3.046	8.034	263,8%
<b>CASH</b>	<b>11.080</b>	<b>3.046</b>	<b>8.034</b>	<b>263,8%</b>
Current Financial Assets	235	99	136	137,4%
Bank Debts within 12 months	-3.854	-3.635	-219	6,0%
Debts to other lenders within 12 months	-5.860	-6.101	241	-4,0%
<b>Current Financial Position</b>	<b>-9.479</b>	<b>-9.637</b>	<b>158</b>	<b>-1,6%</b>
<b>Current NET Financial Position</b>	<b>1.601</b>	<b>-6.591</b>	<b>8.192</b>	<b>-124,3%</b>
Non Current Financial Assets	510	609	-99	-16,3%
Bank Debts over 12 months	-39.946	-6.261	-33.685	538,0%
Debts to other lenders over 12 months	-2.482	-2.356	-126	5,3%
<b>Non Current Financial Position</b>	<b>-41.918</b>	<b>-8.008</b>	<b>-33.910</b>	<b>423,5%</b>
<b>NET Financial Position</b>	<b>-40.317</b>	<b>-14.599</b>	<b>-25.718</b>	<b>176,2%</b>
Put Options over 12 months	-24.655	-12.859	-11.796	91,7%
<b>NET Financial Position with PUT</b>	<b>-64.972</b>	<b>-27.458</b>	<b>-37.514</b>	<b>136,6%</b>

**PITECO GROUP**

<b>Cash Flow Statement</b>	<b>FY2020</b>	<b>FY2019</b>
<b>NET PROFIT (Loss)</b>	<b>7101</b>	<b>3017</b>
Financial Incomes (Costs)	-2528	3306
Taxes	128	706
Depreciation and amortization	3553	2936
<b>Cash Flow from operation before change in NWC</b>	<b>8254</b>	<b>9965</b>
Financial Incomes (Costs) paid	-560	-622
Taxes paid	-935	-336
Total changes N.W.C.	3221	-960
Total changes in funds	906	74
<b>Operating Cash Flow</b>	<b>10886</b>	<b>8121</b>
% on Net Sales	46%	36%
% on Ebitda	110%	79%
Capex	-36538	-997
<b>Free Cash Flow Before Debt Repayment</b>	<b>-25652</b>	<b>7124</b>
Loan/Lease Disbursement (Repayment)	31550	-6070
Equity changes	2347	-3791
<b>Financial Changes</b>	<b>33897</b>	<b>-9861</b>
<b>Changes in Liquidity</b>	<b>8245</b>	<b>-2737</b>
<b>Cash beginning of the year</b>	<b>2.835</b>	<b>5.572</b>
<b>Cash at the end of the year</b>	<b>11.080</b>	<b>2.835</b>



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	FY 2020					FY 2019					changes				
Summary by Business Sector	Total	Treasury Mng	Banking	Financial Risk Mng	NPL (*)	Total	Treasury Mng	Banking	Financial Risk Mng	NPL	Total	Treasury Mng	Banking	Financial Risk Mng	NPL
Net Sales Revenues	23.546	15.842	4.006	2.771	927	22.774	15.055	4.512	3.207	-	3%	5%	-11%	-14%	na
Other Revenues	1.362	687	357	318	-	1.286	863	60	363	-	6%	-20%	495%	-12%	na
Work in Progress (change)	-188	56	-	-40	-204	-21	-54	-	33	-	795%	-204%	na	-221%	na
<b>Turnover</b>	<b>24.720</b>	<b>16.585</b>	<b>4.363</b>	<b>3.049</b>	<b>723</b>	<b>24.039</b>	<b>15.864</b>	<b>4.572</b>	<b>3.603</b>	<b>-</b>	<b>3%</b>	<b>5%</b>	<b>-5%</b>	<b>-15%</b>	<b>na</b>
Raw Materials	383	277	1	105	-	146	121	2	23	-	162%	129%	-50%	357%	na
Labour Costs	10.271	7.340	1.533	1.215	183	9.372	6.747	1.505	1.120	-	10%	9%	2%	8%	na
Services	3.944	1.945	1.487	287	225	4.138	2.342	1.449	347	-	-5%	-17%	3%	-17%	na
Other Costs	191	136	24	27	4	145	60	28	57	-	32%	127%	-14%	-53%	na
<b>Operative Costs</b>	<b>14.789</b>	<b>9.698</b>	<b>3.045</b>	<b>1.634</b>	<b>412</b>	<b>13.801</b>	<b>9.270</b>	<b>2.984</b>	<b>1.547</b>	<b>-</b>	<b>7%</b>	<b>5%</b>	<b>2%</b>	<b>6%</b>	<b>na</b>
<b>EBITDA</b>	<b>9.931</b>	<b>6.887</b>	<b>1.318</b>	<b>1.415</b>	<b>311</b>	<b>10.238</b>	<b>6.594</b>	<b>1.588</b>	<b>2.056</b>	<b>-</b>	<b>-3%</b>	<b>4%</b>	<b>-17%</b>	<b>-31%</b>	<b>na</b>
<b>Ebitda Margin</b>	<b>40%</b>	<b>42%</b>	<b>30%</b>	<b>46%</b>	<b>43%</b>	<b>43%</b>	<b>42%</b>	<b>35%</b>	<b>57%</b>	<b>na</b>					

(\*) NPL Mng (RAD Srl) data 2020 only 1 month

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**PITECO SpA**

<b>Profit and Loss</b>	<b>FY2020</b>	<b>%</b>	<b>FY2019</b>	<b>%</b>	<b>ch%</b>
Net Sales Revenues	15.898	95,5%	15.074	94,9%	5%
Other Revenues	687	4,1%	863	5,4%	-20%
Work in Progress (change)	56	0,3%	-55	-0,3%	-202%
<b>TURNOVER</b>	<b>16.641</b>	100,0%	<b>15.882</b>	100,0%	5%
Raw Materials	329	2,0%	232	1,5%	42%
Labour Costs	7.339	44,1%	6.747	42,5%	9%
Services	2.202	13,2%	2.497	15,7%	-12%
Other Costs	134	0,8%	60	0,4%	123%
<b>OPERATIVE COSTS</b>	<b>10.004</b>	60,1%	<b>9.536</b>	60,0%	5%
<b>EBITDA</b>	<b>6.637</b>	39,9%	<b>6.346</b>	40,0%	5%
Depreciation and Amortization	1.100	6,6%	633	4,0%	74%
<b>EBIT</b>	<b>5.537</b>	33,3%	<b>5.713</b>	36,0%	-3%
Gain (Loss) Forex	-609	-3,7%	158	1,0%	-485%
Financial Incomes (Costs)	-322	-1,9%	-387	-2,4%	-17%
Fin. Incomes (Costs) Fair Value adj.	-86	-0,5%	-1.394	-8,8%	-94%
Dividends from subsidiaries	765	4,6%	1.060	6,7%	-28%
Extraordinary Incomes (Costs)	-961	-5,8%	-339	-2,1%	183%
<b>EBT</b>	<b>4.324</b>	26,0%	<b>4.811</b>	30,3%	-10%
Tax	232	1,4%	563	3,5%	-59%
<b>NET PROFIT (Loss)</b>	<b>4.092</b>	24,6%	<b>4.248</b>	26,7%	-4%

**PITECO SpA**

<b>Balance Sheet</b>	<b>FY2020</b>	<b>FY2019</b>	<b>ch</b>
Work in progress	123	67	56
Trade credits	3.974	4.606	-632
Other current credits	339	248	91
<b>(A) Current Assets</b>	<b>4.436</b>	<b>4.921</b>	<b>-485</b>
Accounts payable	1.903	912	991
Debts from financial contracts	946	766	180
Tax Debts	219	972	-753
Other current Debts	3.007	2694	313
<b>(B) Current Liabilities</b>	<b>6.075</b>	<b>5.344</b>	<b>731</b>
<b>(A-B) Net Working Capital</b>	<b>-1.639</b>	<b>-423</b>	<b>-1.216</b>
Tangible Assets	3.092	3.130	-38
Goodwill	28.020	27.691	329
Intangible Assets	1.967	1.336	631
Equity Investments	48.701	13.952	34.749
Financial Assets	22	19	3
Tax Accounts	450	865	-415
<b>(C) Non Current Assets</b>	<b>82.252</b>	<b>46.993</b>	<b>35.259</b>
Severance pay and other funds	1.311	1.211	100
Other non current Funds	57	54	3
Other non current Debts	129	0	129
Deferred Tax	252	263	-11
<b>(D) Non Current Liabilities</b>	<b>1.749</b>	<b>1.528</b>	<b>221</b>
<b>(NWC+C-D) Net Invested Capital</b>	<b>78.864</b>	<b>45.042</b>	<b>33.822</b>
Share Capital	30.796	19.125	11.671
Reserves	8.893	10.035	-1.142
Profit (loss) previous years + reserves FTA/IAS	2.400	2.400	0
Profit (loss) of the year	4.092	4.248	-156
<b>(E) Total Equity</b>	<b>46.181</b>	<b>35.808</b>	<b>10.373</b>
Cash and Deposits	7.014	215	6.799
Short Term Financial Credits	2.045	2.402	-357
Bank Debts within 12 months	-3.854	-3.635	-219
Short Term Financial Debts	-556	-6.062	5.506
Long Term Financial Credits	5.041	6.429	-1.388
Long Term Financial Debts	-2.427	-2.322	-105
Bank Debts over 12 months	-39.946	-6.261	-33.685
<b>(NFP) Net Financial Position</b>	<b>-32.683</b>	<b>-9.234</b>	<b>-23.449</b>
<b>(E-NFP) Total Sources</b>	<b>78.864</b>	<b>45.042</b>	<b>33.822</b>

## PITECO SpA

Net Financial Position	FY2020	FY2019	ch	ch %
Cash and Deposits	7.014	215	6.799	3162,3%
<b>CASH</b>	<b>7.014</b>	<b>215</b>	<b>6.799</b>	3162,3%
Debts to other lenders within 12 months	-556	-6.062	5.506	-90,8%
Bank Debts within 12 months	-3.854	-3.635	-219	6,0%
Short Term Financial Credits	2.045	2.401	-356	-14,8%
<b>Current Financial Position</b>	<b>-2.365</b>	<b>-7.296</b>	<b>4.931</b>	-67,6%
<b>Current NET Financial Position</b>	<b>4.649</b>	<b>-7.081</b>	<b>11.730</b>	-165,7%
Long Term Financial Credits	5.041	6.429	-1.388	-21,6%
Bank Debts over 12 months	-39.946	-6.260	-33.686	538,1%
Debts to other lenders over 12 months	-2.427	-2.322	-105	4,5%
<b>Non Current Financial Position</b>	<b>-37.332</b>	<b>-2.153</b>	<b>-35.179</b>	1634,0%
<b>Net Financial Position</b>	<b>-32.683</b>	<b>-9.234</b>	<b>-23.449</b>	253,9%

## PITECO SpA

Cash Flow Statement	FY2020	FY2019
<b>NET PROFIT (Loss)</b>	<b>4092</b>	<b>4247</b>
Financial Incomes (Costs)	-357	721
Taxes	204	609
Depreciation and amortization	1036	586
<b>Cash Flow from operation before change in NWC</b>	<b>4975</b>	<b>6163</b>
Financial Incomes (Costs) paid	390	670
Taxes paid	-461	-218
Total changes N.W.C.	1994	52
Total changes in funds	36	25
<b>Operating Cash Flow</b>	<b>6934</b>	<b>6692</b>
% on Net Sales	44%	44%
% on Ebitda	104%	105%
Capex	-34224	-922
<b>Free Cash Flow Before Debt Repairment</b>	<b>-27290</b>	<b>5770</b>
Loan/Lease Disbursement (Repayment)	31623	-4774
Equity changes	2677	-3378
<b>Financial Changes</b>	<b>34300</b>	<b>-8152</b>
<b>Changes in Liquidity</b>	<b>7010</b>	<b>-2382</b>
<b>Cash beginning of the year</b>	<b>4</b>	<b>2.386</b>
<b>Cash at the end of the year</b>	<b>7.014</b>	<b>4</b>