



## ALKEMY S.P.A.: PRELIMINARY H1 2023 RESULTS

### TURNOVER INCREASED 17%, ADJUSTED EBITDA AT LEAST AT EURO 5.8 MILLION

The Board of Directors today acknowledged the preliminary consolidated turnover and Adjusted EBITDA at June 30<sup>th</sup>, 2023.

- **Preliminary consolidated turnover**<sup>1</sup> as of June 30<sup>th</sup>, 2023 ("H1 2023") was at least at **Euro 57.2 million**, approximately **+17%** compared to Euro 49.0 in H1 2022, as a combination of the **change in Group perimeter** and the **organic growth of the business** in the first six months of 2023.
- **H1 2023 preliminary adjusted EBITDA**<sup>2</sup> was no less than **Euro 5.8 million**, at least **+7%** compared to Euro 5.4 million in H1 2022. H1 2023 **preliminary adjusted EBITDA margin**<sup>3</sup> was approximately **10%**, declining by -1.0 pps compared to the H1 2022 result (11,1%).

**Milano, August 4<sup>th</sup>, 2023** – The Board of Directors of **Alkemy S.p.A.** ("Alkemy", "the Group" or "the Company"), a company specializing in the evolution of the business model of large and medium-sized companies and listed on the Euronext – STAR segment of Borsa Italiana (ALK), today reviewed the **preliminary Group consolidated Turnover and Adjusted EBITDA as of June 30<sup>th</sup>, 2023**, not subject to auditing.

In H1 2023, Alkemy recorded approximately a **+17% growth in its consolidated preliminary turnover** if compared to H1 2022, as a consequence of the **change in Group perimeter** and of the **organic growth of the business** supported by the activities carried out by the Go-to-Market function.

The **preliminary Adjusted EBITDA** grew by approximately +7% vs. H1 2022, mainly due to the turnover growth, resulting in an **Adjusted EBITDA margin** at approximately **10%**.

*"During the first semester of 2023 we carried out initiatives aimed at strengthening our organic growth, focusing on the development of the clients' portfolio also through the acquisition of new customers of primary importance,"* commented the **Chief Executive Officer, Duccio Vitali**. *"Our goal is to continue the Group's growth path across all geographies, to consolidate its position as a reference player in southern Europe".*

#### Key figures analysis

**Preliminary turnover** was approximately **+17%** in H1 2023 if compared to H1 2022 and was no less than Euro 57.2 million (Euro 49.0 million in H1 2022). Key drivers of growth were the **change in Group perimeter** and the **organic growth**, mostly in line with the trend already shown in the Q1 2023 results. The latter was mostly due to the continuing uncertainty in the market and to the **increase of the average turnover generated by key clients**, fostered by the Go-to-Market division's activities.

In H1 2023 **Italian companies** recorded a **year-on-year turnover increase**, with an **overall positive result**. This is due mainly to the Go-to-Market strategy, that led to a stronger monitoring of existing clients that more than offset the impact of the uncertainty phase that is still affecting the Italian market.

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<sup>1</sup> Preliminary consolidated turnover is not yet subject to auditing and could undergo changes.

<sup>2</sup> Preliminary adjusted EBITDA does not include extraordinary and non-recurring charges and is not yet subject to auditing and may undergo changes.

<sup>3</sup> Preliminary adjusted EBITDA Margin is calculated by relating the preliminary EBITDA to the preliminary turnover.



In H1 2023, **Foreign companies** recorded a **turnover growth**, mainly thanks to the continuing positive turnover trend in **Mexico**, and to the performance of **Spain**, supported by both the inclusion of InnoCV in the Group perimeter and the recovery of organic growth following the reorganization carried out in 2022.

**Preliminary H1 2023 Adjusted EBITDA** was no less than **Euro 5.8 million**, more than **+7%** compared to the Euro 5.4 million at June 30<sup>th</sup>, 2022.

**Preliminary H1 2023 Adjusted EBITDA margin** was approximately **10%**, declining by -1.0 pps from the H1 2022 figure (11.1%), as a consequence of the increase in personnel cost due to the investments carried out in 2022 and to the change in Group perimeter.

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The Manager in charge of preparing the corporate accounting documents, Mr. Claudio Benasso, pursuant to paragraph 2 of article 154-bis of the Consolidated Law on Finance, declares that the accounting information contained in this press release corresponds to the documentary results, books and records accounting.

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**Alkemy S.p.A.** works to improve the market positioning and competitiveness of large and medium-sized companies by stimulating the evolution of their business models in line with technological innovation and consumer behavior. Alkemy integrates skills and expertise in the areas of Strategy, Communication, Design, Performance, Technology and Insights and Analytics, with an offering designed for our post-digital environment and covering the entire chain of value from strategy to implementation.

## **Contacts**

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