



## **COMUNICATO STAMPA**

### **Reply S.p.A: Il C.d.A. approva la relazione finanziaria semestrale al 30 giugno 2024.**

#### **In crescita tutti gli indicatori economico finanziari:**

- **Fatturato Consolidato a 1.114,3 milioni di Euro (1.038,9 in H1 2023);**
- **EBITDA a 180,5 milioni di Euro (154,0 in H1 2023);**
- **EBIT a 146,6 milioni di Euro (123,7 in H1 2023);**
- **Utile ante imposte a 146,3 milioni di Euro (113,6 in H1 2023).**

#### **Approvata la proposta di sottoporre all'Assemblea dei Soci il potenziamento del sistema di voto maggiorato.**

Il Consiglio di Amministrazione di Reply S.p.A. [EXM, STAR: REY] ha approvato oggi i risultati al 30 giugno 2024.

Da inizio anno, il Gruppo registra un fatturato consolidato pari a 1.114,3 milioni di Euro, in incremento del 7,3% rispetto al corrispondente dato 2023.

Positivi tutti gli indicatori di periodo. Nel primo semestre 2024 l'EBITDA consolidato è stato di 180,5 milioni di Euro rispetto ai 154,0 milioni di Euro registrati nel 2023, ed è pari al 16,2% del fatturato.

L'EBIT, da gennaio a giugno, è stato di 146,6 milioni di Euro (123,7 milioni di Euro nel 2023), ed è pari al 13,2% del fatturato.

L'utile ante imposte, da gennaio a giugno 2024, è stato di 146,3 milioni di Euro (113,6 milioni di Euro nel 2023), pari al 13,1% del fatturato.

Per quanto riguarda il secondo trimestre 2024, l'andamento del Gruppo è risultato altrettanto positivo, con un fatturato consolidato di periodo pari a 560,0 milioni di Euro, in crescita dell'8,0% rispetto al dato 2023.

L'EBITDA, da aprile a giugno 2024, è stato pari a 93,2 milioni di Euro, con un EBIT di 74,5 milioni di Euro e un utile ante imposte di 73,2 milioni di Euro.

La posizione finanziaria netta del Gruppo al 30 giugno 2024 è positiva per 234,8 milioni di Euro, mentre al 31 marzo 2024 risultava positiva per 368,9 milioni di Euro. La posizione finanziaria al 31 dicembre 2023 era positiva per 204,9 milioni di Euro.



“Reply nel primo semestre 2024 - ha dichiarato Mario Rizzante, Presidente di Reply – ha registrato un andamento positivo, sia in termini di fatturato che di marginalità. Questi risultati sono stati possibili grazie alla leadership acquisita sulle due principali direttrici di trasformazione tecnologica: intelligenza artificiale e cloud computing.”

“Il punto di forza di Reply - continua Mario Rizzante - è, da sempre, la capacità di interpretare l'innovazione rendendola rilevante per le esigenze delle aziende. Da questo punto di vista i primi sei mesi del 2024 sono stati caratterizzati da un importante sviluppo delle nostre principali linee di offerta. In particolare, abbiamo assistito ad una forte crescita nella domanda da parte dei nostri clienti di una nuova classe di oggetti e servizi nativamente progettati per integrare a bordo prodotto le più avanzate soluzioni di intelligenza artificiale. Questo nuovo modo di interpretare l'intelligenza artificiale richiede, da parte delle aziende, una grande attenzione sia nel ripensare i modelli dati sottostanti sia nel disegnare nuove architetture e interfacce conversazionali in grado di sfruttarne appieno il potenziale in completa sicurezza.”

“Saper guidare la crescente diffusione dell'intelligenza artificiale - conclude Mario Rizzante - assieme alla consapevolezza delle sue potenzialità e dei rischi associati, è sicuramente la sfida principale per il futuro prossimo. In questo scenario Reply si pone come un attore ad altissimo contenuto tecnologico in grado di affiancare i propri clienti nella creazione della nuova economia digitale.”

Il Consiglio di Amministrazione di Reply ha, inoltre, approvato di proporre all'Assemblea Straordinaria della Società, fissata per il 17 settembre 2024 in prima convocazione, la modifica dello Statuto Sociale, tra l'altro, al fine di consentire il potenziamento del sistema di voto maggiorato, in linea con le nuove disposizioni di legge.

Con l'introduzione di un meccanismo di voto maggiorato, rinforzato rispetto a quello già adottato, Reply intende incoraggiare una struttura stabile del capitale in grado di supportare la crescita di lungo periodo, in un mercato fortemente competitivo.

*Il dirigente preposto alla redazione dei documenti contabili societari, Dott. Giuseppe Veneziano, dichiara ai sensi del comma 2 articolo 154 bis del Testo Unico della Finanza che l'informativa contabile contenuta nel presente comunicato corrisponde alle risultanze documentali, ai libri ed alle scritture contabili.*

## **REPLY**

Reply [EXM, STAR: REY, ISIN: IT0005282865] è specializzata nella progettazione e nella realizzazione di soluzioni basate sui nuovi canali di comunicazione e media digitali. Costituita da un modello a rete di aziende altamente specializzate, Reply affianca i principali gruppi industriali europei appartenenti ai settori Telco & Media, Industria e Servizi, Banche e Assicurazioni e Pubblica Amministrazione nella definizione e nello sviluppo di modelli di business abilitati dai nuovi paradigmi dell'AI, Cloud Computing, Digital Media e Internet degli Oggetti. I servizi di Reply includono: Consulenza, System Integration e Digital Services. [www.reply.com](http://www.reply.com)



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1 agosto, 2024

**CONSOLIDATED RECLASSIFIED STATEMENT OF INCOME**

<b>(thousand Euros)</b>	<b>1° half 2024</b>	<b>%</b>	<b>1° half 2023</b>	<b>%</b>
<b>Revenues</b>	<b>1,114,336</b>	<b>100.0</b>	<b>1,038,908</b>	<b>100.0</b>
Purchases	(21,259)	(1.9)	(15,139)	(1.5)
Personnel	(628,223)	(56.4)	(574,295)	(55.3)
Services and other costs	(284,904)	(25.6)	(297,974)	(28.7)
Other operating (costs)/income	510	-	2,506	0.2
<b>Operating costs</b>	<b>(933,876)</b>	<b>(83.8)</b>	<b>(884,901)</b>	<b>(85.2)</b>
<b>Gross operating income (EBITDA)</b>	<b>180,459</b>	<b>16.2</b>	<b>154,006</b>	<b>14.8</b>
Amortization, depreciation and write-downs	(31,427)	(2.8)	(31,421)	(3.0)
Other non recurring (costs)/income	(2,386)	(0.2)	1,092	0.1
<b>Operating income (EBIT)</b>	<b>146,646</b>	<b>13.2</b>	<b>123,677</b>	<b>11.9</b>
(Loss)/gain on investments	(3,223)	(0.3)	(4,512)	(0.4)
Financial income/(expenses)	2,861	0.3	(5,603)	(0.5)
<b>Income before taxes</b>	<b>146,285</b>	<b>13.1</b>	<b>113,561</b>	<b>10.9</b>
Income taxes	(44,764)	(4.0)	(33,618)	(3.2)
<b>Net income</b>	<b>101,521</b>	<b>9.1</b>	<b>79,944</b>	<b>7.7</b>
Non-controlling interests	(1,580)	(0.1)	(1,493)	(0.1)
<b>Net income of the Parent company</b>	<b>99,942</b>	<b>9.0</b>	<b>78,451</b>	<b>7.6</b>



## RECLASSIFIED CONSOLIDATED STATEMENT OF INCOME OF THE SECOND QUARTER

(thousand Euros)	Q2 2024	%	Q2 2023	%
<b>Revenues</b>	<b>560,034</b>	<b>100.0</b>	<b>518,346</b>	<b>100.0</b>
Purchases	(10,485)	(1.9)	(5,527)	(1.1)
Personnel	(319,793)	(57.1)	(291,802)	(56.3)
Services and other costs	(136,167)	(24.3)	(149,350)	(28.8)
Other operating (costs)/income	(431)	(0.1)	1,319	0.3
<b>Operating costs</b>	<b>(466,876)</b>	<b>(83.4)</b>	<b>(445,360)</b>	<b>(85.9)</b>
<b>Gross operating income (EBITDA)</b>	<b>93,159</b>	<b>16.6</b>	<b>72,985</b>	<b>14.1</b>
Amortization, depreciation and write-downs	(16,233)	(2.9)	(15,984)	(3.1)
Other non-recurring (costs)/income	(2,386)	(0.4)	1,092	0.2
<b>Operating income (EBIT)</b>	<b>74,540</b>	<b>13.3</b>	<b>58,092</b>	<b>11.2</b>
(Loss)/gain on investments	(3,223)	(0.6)	(4,425)	(0.9)
Financial income/(expenses)	1,853	0.3	(2,172)	(0.4)
<b>Income before taxes</b>	<b>73,170</b>	<b>13.1</b>	<b>51,495</b>	<b>9.9</b>



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(thousand Euros)	30/06/2024	31/12/2023
Tangible assets	119,834	108,197
Goodwill	633,238	626,481
Intangible assets	78,912	81,509
RoU Assets	116,113	114,758
Equity investments	39,041	41,373
Other financial assets	7,300	7,448
Deferred tax assets	74,869	66,693
<b>Non current assets</b>	<b>1,069,307</b>	<b>1,046,457</b>
Inventories	215,891	47,061
Trade receivables	473,065	739,474
Other receivables and current assets	140,654	124,373
Financial assets	33,974	32,872
Cash and cash equivalents	400,340	383,742
<b>Current assets</b>	<b>1,263,924</b>	<b>1,327,523</b>
<b>TOTAL ASSETS</b>	<b>2,333,231</b>	<b>2,373,980</b>
Share Capital	4,863	4,863
Other reserves	1,080,558	923,277
Net result of the period	99,942	186,699
<b>Equity of the Parent company</b>	<b>1,185,363</b>	<b>1,114,840</b>
Non-controlling interest	1,733	1,883
<b>NET EQUITY</b>	<b>1,187,095</b>	<b>1,116,723</b>
Due to minority shareholders and Earn-out	33,258	86,523
Financial liabilities	40,371	52,291
Financial liabilities from RoU	94,275	95,101
Employee benefits	69,528	69,677
Deferred tax liabilities	49,321	41,605
Provisions	21,629	20,644
<b>Non current liabilities</b>	<b>308,382</b>	<b>365,841</b>
Due to minority shareholders and Earn-out	76,610	27,845
Financial liabilities	30,373	32,655
Financial liabilities from RoU	34,446	31,670
Trade payables	186,346	191,001
Other current liabilities	509,504	607,705
Provisions	474	539
<b>Current liabilities</b>	<b>837,753</b>	<b>891,415</b>
<b>TOTAL LIABILITIES</b>	<b>1,146,135</b>	<b>1,257,256</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>2,333,231</b>	<b>2,373,980</b>

## CONSOLIDATED NET FINANCIAL POSITION

<b>(thousand Euros)</b>	<b>30/06/2024</b>	<b>31/12/2023</b>	<b>Change</b>
Cash and cash equivalents, net	399,762	383,608	16,155
Current financial assets	33,974	32,872	1,102
Due to banks	(29,617)	(32,285)	2,668
Due to other providers of finance	(179)	(236)	57
Financial liabilities IFRS 16	(34,446)	(31,670)	(2,777)
<b>Short-term financial position</b>	<b>369,494</b>	<b>352,290</b>	<b>17,205</b>
Due to banks	(40,371)	(52,291)	11,919
Financial liabilities IFRS 16	(94,275)	(95,101)	825
<b>M/L term financial position</b>	<b>(134.647)</b>	<b>(147.392)</b>	<b>12.745</b>
<b>Total net financial position</b>	<b>234.848</b>	<b>204.898</b>	<b>29.950</b>



## **PRESS RELEASE**

**Reply S.p.A: The Board of Directors approves the half-year financial report as of 30 June 2024.**

**All economic and financial indicators grew:**

- **Consolidated turnover of € 1,114.3 million (€1,038.9 in H1 2023);**
- **EBITDA of € 180.5 million (€154.0 in H1 2023);**
- **EBIT of €146.6 million (€123.7 in H1 2023);**
- **Pre-tax profit of €146.3 million (€113.6 in H1 2023).**

**Approved the proposal to submit to the Shareholders' Meeting the enhancement of the increased voting system.**

Today, the Board of Directors of Reply S.p.A. [EXM, STAR: REY] approved the results as at 30 June 2024.

Since the start of the year, the Group has recorded a consolidated turnover of €1,114.3 million, which is an increase of 7.3% compared to the same period in 2023.

All indicators are positive for the period. In the first half of 2024, consolidated EBITDA of €180.5 million compared to the €154.0 million recorded in 2023 and corresponds to 16.2% of turnover.

EBIT, from January to June, was €146.6 million (€123.7 million in 2023), corresponding to 13.2% of turnover.

Pre-tax profit, from January to June 2024, was €146.3 million (€113.6 million in 2023), corresponding to 13.1% of turnover.

As regards the second quarter 2024, the Group's performance was also positive, with consolidated turnover for the period of €560.0 million, up by 8.0% compared to 2023.

EBITDA, from April to June 2024, amounted to €93.2 million, with EBIT of €74.5 million and pre-tax profit of €73.2 million.

As at 30 June 2024, the Group's net financial position was positive for €234.8 million, while at 31 March 2024 was positive for €368.9 million. The financial position at 31 December 2023 was positive for €204.9 million.





"In the first half of 2024" - stated Mario Rizzante, Chairman of Reply - "we have experienced a positive trend, both in terms of revenue and profitability. These achievements were possible thanks to the leadership gained in the two main directions of technological transformation: artificial intelligence and cloud computing."

"The strength of Reply - continued Mario Rizzante - has always been its ability to interpret innovation by making it relevant to the needs of companies. From this perspective, the first six months of 2024 were characterized by significant development in our main lines of offering. In particular, we witnessed a strong growth in demand from our customers for a new class of objects and services natively designed to integrate the most advanced artificial intelligence solutions onboard. This new way of interpreting artificial intelligence requires companies to pay great attention both in rethinking the underlying data models and in designing new architectures and conversational interfaces capable of fully exploiting its potential in complete security."

"Being able to guide the growing spread of artificial intelligence - concluded Mario Rizzante - along with awareness of its potential and associated risks, is certainly the main challenge for the near future. In this scenario, Reply positions itself as a highly technological player capable of supporting its clients in creating the new digital economy."

The Board of Directors of Reply has also approved the proposal to submit to the Extraordinary General Meeting of the Company, scheduled for September 17, 2024, on first call, the amendment of the Articles of Association, in order to allow, among other things, the enhancement of the increased voting system, in line with new legal provisions.

With the introduction of a reinforced increased voting mechanism, compared to the one already adopted, Reply intends to encourage a stable capital structure capable of supporting long-term growth in a highly competitive market.

*The manager responsible for preparing the company's financial reports, Dr Giuseppe Veneziano, states in accordance with Paragraph 2 of Article 154-bis of the Consolidated Finance Act, that the accounting information contained in this press release corresponds to the company's records, ledgers and accounting entries.*

## **Reply**

Reply [EXM, STAR: REY, ISIN: IT0005282865] specialises in the design and implementation of solutions based on new communication channels and digital media. Reply is a network of highly specialised companies supporting key European industrial groups operating in the telecom and media, industry and services, banking, insurance and public administration sectors in the definition and development of business models enabled for the new paradigms of AI, cloud computing, digital media and the Internet of Things. Reply services include: Consulting, System Integration and Digital Services. [www.reply.com](http://www.reply.com)

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August 1, 2024

This press release is a translation, the Italian version will prevail.

**CONSOLIDATED RECLASSIFIED STATEMENT OF INCOME**

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