

Listing on the AIM market, why and how the listing process works.



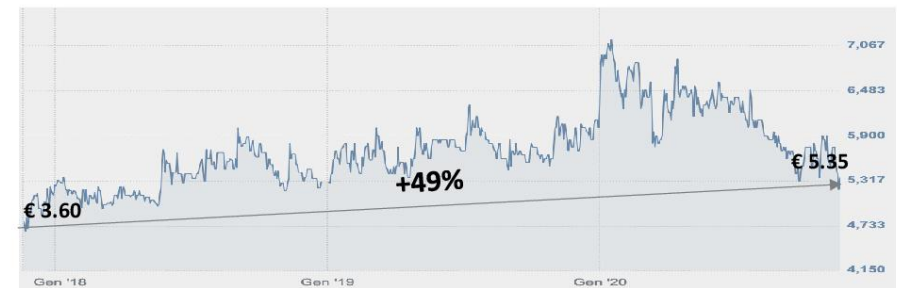
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## EXTERNAL GROWTH: A CONCRETE CASE

The Issuer is active in the Information Technology sector with the creation of complete and innovative solutions for the automatic coding and identification of products. Reference partner and strategic supplier of numerous customers operating in different production sectors, from food to pharmaceuticals, from logistics to chemistry, and from security to healthcare.

Thanks to its listing on the AIM Italy market, the Company has completed 7 strategic acquisitions with total investments exceeding € 8 million.

IPO DATA	
IPO Date	July 2017
Collection	€ 6.3 mln
Free Float	23.6%
MKT CAP Pre IPO	€ 24.3 mln
MKT CAP 16/11/20	€ 38.5 mln
Security Perf.	+49%



Finally, the Company reported a constant growth of the main Key Financials with a CAGR 2017-2019 of 23% for the value of production and 16% for EBITDA. This was possible thanks to the agreements and partnerships that the Company was able to conclude thanks to the visibility obtained after the listing on the Stock Exchange.

### KEY FINANCIALS 2016 (pre-IPO)



Vop: € 18.8 mln



Ebitda Margin: 15.9%



EBITDA: € 3 mln



NFP/(Cash): € (0.5) mln

### KEY FINANCIALS 2020 (post-IPO)



Vop: € 34.6 mln



Ebitda Margin: 14.2%



EBITDA: € 4.7 mln



NFP/(Cash): € (1.6) mln