



## Company overview and financial results H1 2021

August 2021

# Almawave Team presenting today



**Valeria  
Sandeï**

CEO Almawave

- **Years in industry:** 16
- **Joined Al maviva Group:** in 2004
- **Previously** in Accenture and JP Morgan



**Christian  
De Felice**

Almawave Board Member  
CFO Al maviva Group

- **Years in industry:** 11
- **Joined Al maviva Group:** in 2009
- **Previously** in Safilo Group, e.Biscom, Omnitel and Banca di Roma

# Mission & Vision

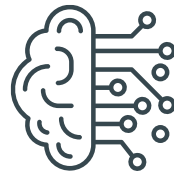
## Mission

Using the simplest of the human tools, **language written and spoken**, to activate services, execute processes, retrieve and navigate information, create **augmented analytics**

"The natural interaction with technology"

## Vision

Operationalize **Artificial Intelligence** for concrete transformation, turning its potential into business measurable results





# Key Factors

Wide AI proprietary platform



Covering both Customer Experience  
and Information Fusion needs



More than 30 languages  
(text-voice, omnichannel, dialogue)



More than 10 products modules



Key enabling skills for digital transformation  
(i.e. AI Architecture, big data, data science)



Vertical Solutions to accelerate  
go-to-market and adoption





**Business & Technology  
highlight H1 2021**



## Key **business & operations** highlights

11

New customers: 6 in Italy and 5 in Brazil

25

New projects: 18 in Italy and 7 in Brazil

2

New European pilots (Germany and Croatia)

2

New commercial partnerships (SAS and Phonexia)

1

New business development started in the UK

3

New Italian branches: Bari in June, Genova and Padova in July

30

Headcount increase



# Key **technology** highlights

## Products & vertical AI solutions

### NEW PRODUCT



**New product release** of Iride® Text Analytics and Iride® KM based on **microservices architecture**



**New product release** of Audioma® IVR 2.3, Flyscribe® 2.6, Verbamatic® 2.0

**3 new supported languages** +20 New language/acoustic model

### AI FOR E-HEALTH



Launching the RicovAI project: **AI supports diagnosis and prognosis** to combat Covid-19

### DATA MANAGEMENT



Acquired a **controlling stake** in **OBDA Systems** which offers solutions based on Ontology Based Data Management methodology





# Key **technology** highlights Market Analysts

## FORRESTER®

Almawave was recognized and included by Forrester analysts in the report "**Now Tech: Conversational Intelligence, Q2 2021**"

## Gartner


Almawave was recognized and included by Gartner analysts in the report "Delivering Relevant Content and Knowledge to Customers Is Key to Great Customer Service". **This is the 62nd presence in the Gartner reports**



In March 2021 the paper "**Cross-Language Transformer Adaptation for Frequently Asked Questions**", was presented at the scientific conference, Clic-2020







# Financial results H1 2021

# Key **financial** highlights

## H1 2021

**Total revenues and other income** (+22% YoY)



Portfolio resiliency, combined with a solid  
**multiyear backlog** (63M)



**Strong growth** of the main economic KPI's  
(EBITDA, EBIT and Net Result)



**Relevant performance** on Products driven revenues (+18% YoY)  
and on Services (+23% YoY)



**Outstanding performance** on Government (+32% YoY)  
solid path on Enterprise & Transportation (+2% YoY)



**Acceleration on International business**  
**Latam shows a positive trend** (revenues and margins)





# Almawave at a Glance **Tableau de board – H1 2021**

H1 2021


TOTAL REVENUES AND OTHER INCOME

**€15.4M**  YoY growth **22.1%** **+23.6%** at avg exchange rate H1 2020

REVENUES

**€14.8M**  YoY growth **19.8%** **+21.3%** at avg exchange rate H1 2020

EBITDA<sup>1</sup>

**€3.9M**  YoY growth **36.7%** **26.5%** % on REVENUES

EBIT<sup>1</sup>

**€2.4M**  YoY growth **52%** **16.2%** % on REVENUES

NET RESULT <sup>1</sup>

**€1.4M**  YoY growth **388%** **9.7%** % on REVENUES

NET FINANCIAL POSITION (+Cash; - Debt)  
€/m

**€+12.9M**

H1 2020

TOTAL REVENUES AND OTHER INCOME

**€12.6M**

REVENUES

**€12.3M**

EBITDA<sup>1</sup>

**€2.9M** **23.3%** % on REVENUES

EBIT<sup>1</sup>

**€1.6M** **12.7%** % on REVENUES

NET RESULT <sup>1</sup>

**€0.3M** **2.4%** % on REVENUES

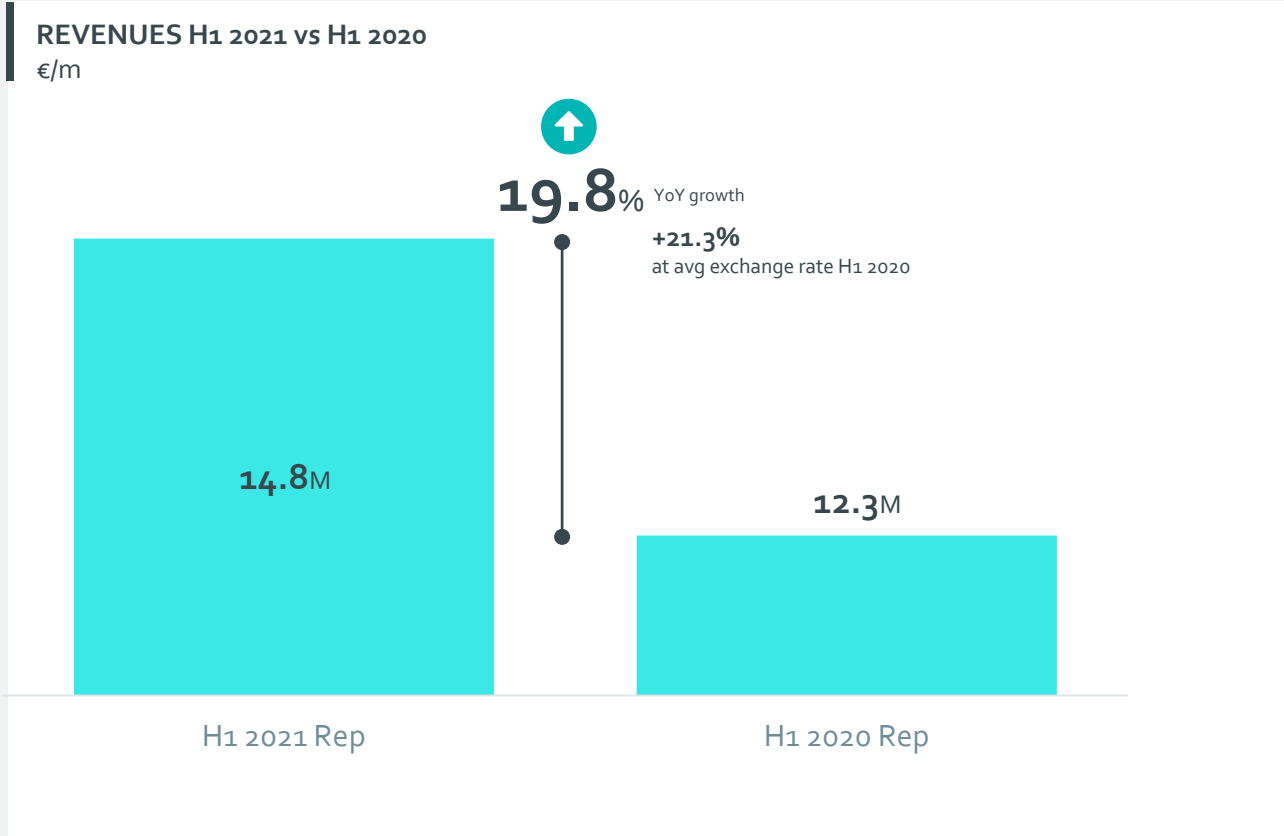
NET FINANCIAL POSITION (+Cash; - Debt)  
€/m

**€-14.8M**



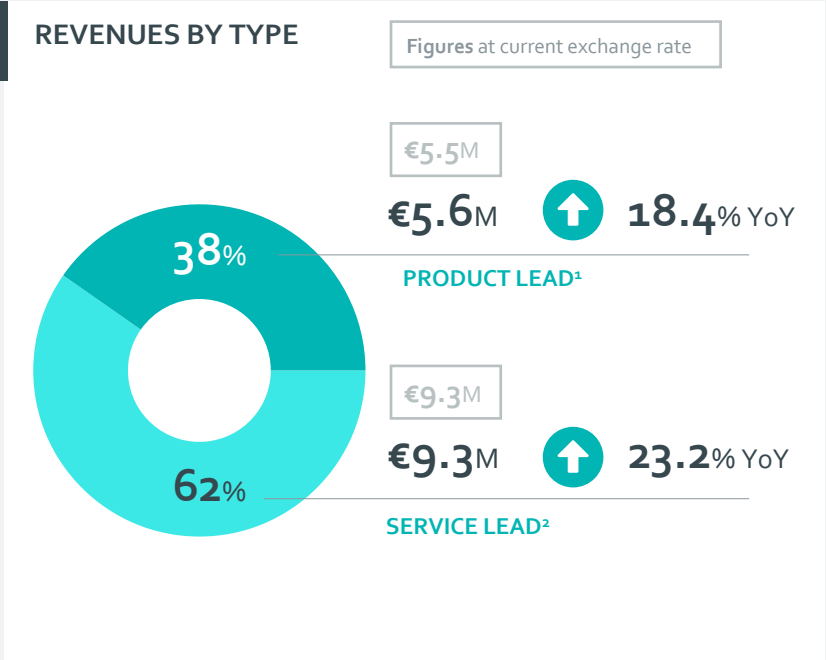
# Top performance in terms of revenues growth with a solid backlog

H1 2021 vs H1 2020



Relevant business growth showing a solid industrial performance

**63M** Solid multi year backlog



1. Revenue generated by the deployment of product modules SaaS and On Premises; 2. Revenue generated by big data and digital transformation services



# Business trends aligned to strategic guidelines

H1 2021

Revenue mix showing a consistent path in terms of strategy execution, confirmed by all the APM trends

## ALTERNATIVE PERFORMANCE MEASURES (APM)

Figures at current exchange rate

### REVENUES

Industrial performance at AVG exchange rate 2020

€14.9M

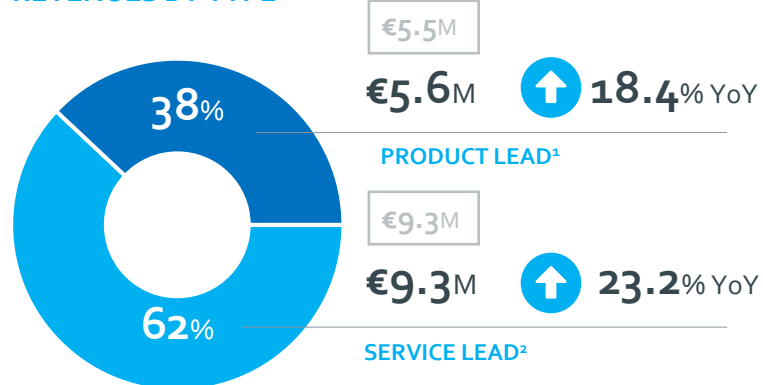


21.3%

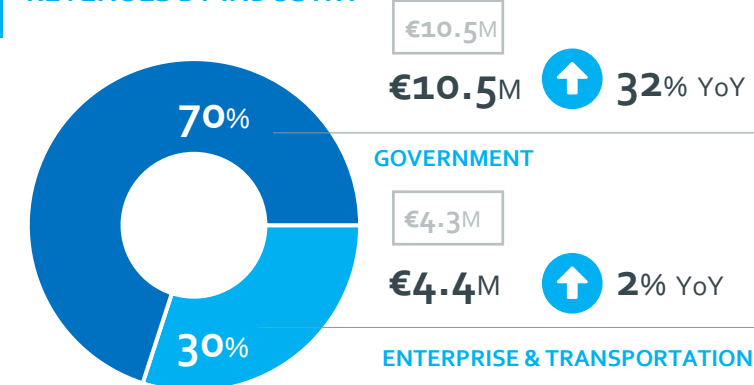
YoY growth

€14.8M 19.8% YoY growth

### REVENUES BY TYPE



### REVENUES BY INDUSTRY



### REVENUES BY GEOGRAPHIES



1. Revenue generated by the deployment of product modules SaaS and On Premises; 2. Revenue generated by big data and digital transformation services

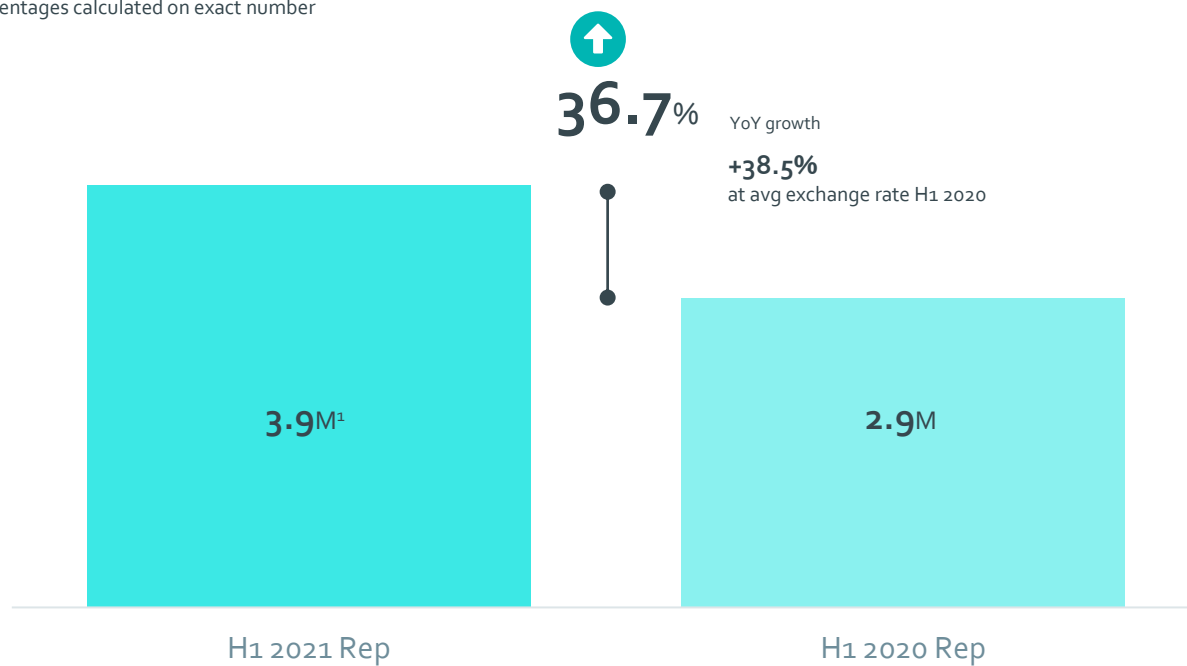
# Solid growth in terms of industrial EBITDA and Margins

H1 2021 vs H1 2020

Solid industrial performance showing an increasing profitability

## EBITDA

Figures rounded, percentages calculated on exact number  
€/m



Increasing  
EBITDA Margin in Brazil  
with revenues decrease

**+320 bps**  
Increasing  
EBITDA Margin

% EBITDA Margin on Revenues

1. Including tax credit coming from R&D Activities for 0.356 M



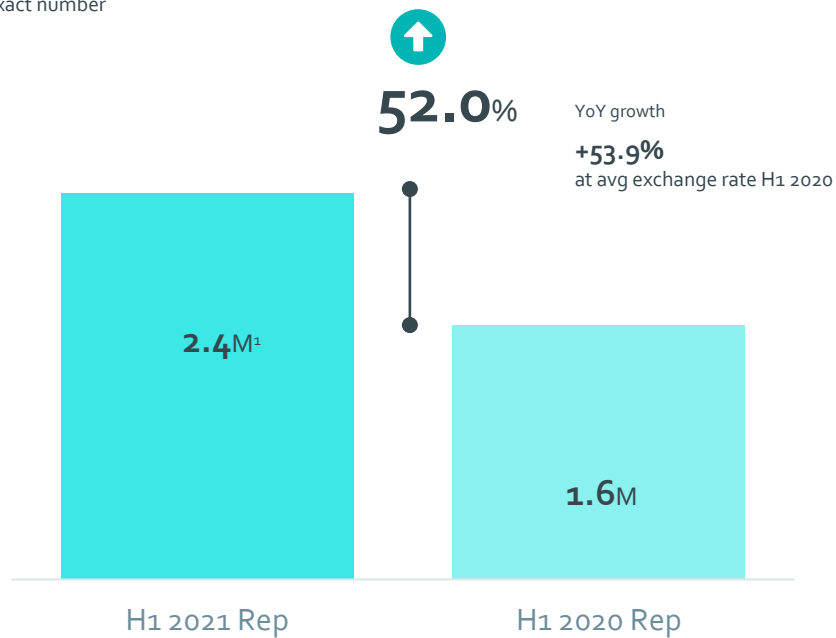
# Solid growth in terms of industrial EBIT, Margins and Net Result

H1 2021 vs H1 2020

Solid industrial performance showing an increasing profitability

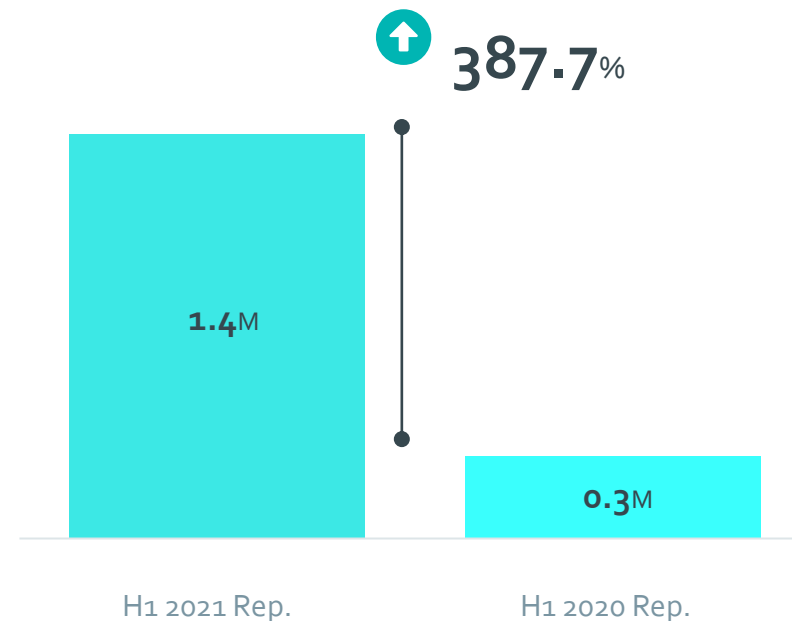
## EBIT

Figures rounded, percentages calculated on exact number €/m



## NET RESULT

Figures rounded, percentages calculated on exact number €/m



**+350 bps**  
Increasing EBIT Margin

16.2%

12.7%

% EBIT Margin on Revenues

9.7%

2.4%

% Net Result Margin on Revenues

**+730 bps**  
Increasing Net Result Margin

1. Including tax credit coming from R&D Activities for 0.356 M



# Financial Statement H1 2021

# Main results P&L Almawave Group

H1 2021 vs H1 2020

€ million	H1 2021	H1 2020	Delta	Delta %
Revenues	14.8	12.3	2.5	19.8%
Revenues at avg exchange rate 2020	14.9	12.3	2.6	21.3%
EBITDA	3.9	2.9	1.0	36.7%
	26.5%	23.3%		
EBITDA Adjusted <sup>(1)</sup>	3.5	2.9	0.7	24.2%
	24.1%	23.3%		
EBIT	2.4	1.6	0.8	52.0%
	16.2%	12.7%		
EBIT Adjusted <sup>(1)</sup>	2.0	1.6	0.4	29.3%
	13.8%	12.7%		
Net Result	1.4	0.3	1.1	390.0%
	9.7%	2.4%		

1. Adjusted for tax credit coming from R&D Activities for 0,356 M



# P&L Statement

H1 2021 vs H1 2020

€ million	H1 2021	H1 2020	Delta
Revenues	14.8	12.3	2.5
Total of Revenues and Other Income	15.4	12.6	2.8
Operating Costs	(11.5)	(9.7)	(1.8)
% Revenues	77.6%	78.8%	
EBITDA	3.9	2.9	1.0
% Margin	26.5%	23.3%	
D&A	(1.5)	(1.3)	(0.2)
% Revenues	10.4%	10.5%	
EBIT	2.4	1.6	0.8
% Margin	16.2%	12.7%	
Interest Expense	(0.3)	(1.1)	0.8
% Revenues	2.0%	8.5%	
EBT	2.1	0.5	1.6
% Margin	14.2%	4.3%	
Taxes	(0.7)	(0.2)	(0.5)
Group Net Income	1.4	0.3	1.1
% Margin	9.7%	2.4%	
Tax credit coming from R&D Activities	0.4	-	0.4
Industrial EBITDA <sup>(1)</sup>	3.5	2.9	0.6

1. Adjusted for tax credit coming from R&D Activities for 0,356 M

# Balance sheet

H1 2021 vs Dec 2020

€ million	At H1 2021	At Dec 2020
Intangible assets	19.3	18,6
<i>Goodwill</i>	0.5	0.5
Property, plant and equipment	0.2	0.0
Investments accounted for using the equity method	0.0	0.0
Non-current financial assets	0.0	0.0
Deferred tax assets	0.2	0.3
Other non-current assets	0.0	0.0
<b>Total non-current assets</b>	<b>19.9</b>	<b>18.9</b>
Inventories	0.0	0.0
<i>Contract assets</i>	0.0	0.0
Trade receivables	23.4	21.0
Current financial assets	0.6	1.1
Other current assets	8.1	6.3
Cash and cash equivalents	13.4	1.9
<b>Total current assets</b>	<b>45.5</b>	<b>30.4</b>
Non-current assets held for sale	0.0	0.0
<b>Total assets</b>	<b>65.4</b>	<b>49.3</b>

	At H1 2021	At Dec 2020
<b>Total shareholders' equity</b>	<b>37.9</b>	<b>8.8</b>
Non-current liabilities for employee benefits	1.8	1.7
Non-current provisions	0.0	0.0
Non-current financial liabilities	0.1	15.0
Deferred tax liabilities	0.0	0.0
Other non-current liabilities	0.7	0.8
<b>Total non-current liabilities</b>	<b>2.6</b>	<b>17.5</b>
Current provisions	0.0	0.0
Trade payables	20.7	18.7
Current financial liabilities	1.0	1.9
Current tax liabilities	0.6	0.6
Other current liabilities	2.5	1.9
<b>Total current liabilities</b>	<b>24.8</b>	<b>23.0</b>
<b>Total liabilities</b>	<b>27.5</b>	<b>40.5</b>
<b>Total equity and liabilities</b>	<b>65.4</b>	<b>49.3</b>

# Cash Flow

H1 2021 vs H1 2020

€ million	H1 2021	H1 2020
EBITDA	3.9	2.9
Capex	(2.4)	(2.1)
(Increase) / Decrease in Normalised Working Capital	(2.2)	1.3
Operating Cash Flow	(0.7)	2.0
% EBITDA	(17.8)%	70.3%
Non-Recurring Items	-	-
Taxes	(0.1)	(0.0)
Free Cash Flow for Debt Service ante Dividend Payments and Other Items	(0.8)	2.0
Dividend Payments	-	-
Other Items <sup>1</sup>	0.0	0.0
Free Cash Flow for Debt Service	(0.8)	2.0



APPENDIX

# Financial highlights FY 2020

# P&L Statement

## FY 2020 vs FY 2019

€ million	YTD Dec 20	YTD Dec 19	Delta
Revenues	26.9	21.3	5.6
Total of Revenues and Other Income	27.6	23.3	4.3
Operating Costs	(21.5)	(17.1)	(4.4)
% Revenues	79.9%	80.3%	
EBITDA	6.2	6.2	- (1)
% Margin	23.0%	29.3%	
D&A	(2.6)	(2.1)	(0.5)
% Revenues	9.7%	9.9%	
EBIT	3.7	4.1	(0.4)
% Margin	13.7%	19.4%	
Interest Expense	(1.8)	(1.5)	(0.3)
% Revenues	6.5%	6.8%	
EBT	1.9	2.7	(0.7)
% Margin	7.2%	12.5%	
Taxes	(0.6)	(0.3)	(0.3)
Group Net Income	1.3	2.3	(1.0)
Tax credit coming from R&D Activities	0.3	1.5	(1.2)
Industrial EBITDA <sup>2</sup>	5.9	4.7	(1.2)

1. EBITDA FY2020 6.186M vs EBITDA FY2019 6.236M. 2. Not Including for tax credit coming from R&D Activities

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