

## GPI: FY 2021 PRELIMINARY CONSOLIDATED FIGURES SHOW ROBUST GROWTH REVENUE AND EBITDA ABOVE GUIDANCE

- **FY2021 REVENUE** of around €326 M (FY2020: €271 M)
- **FY2021 EBITDA** of around €50 M (FY2020: €40 M)
- **FY2021 NFD** of around €158 M (FY2020: €145<sup>1</sup> M)

Trento, 14 February 2022

Today, the Board of Directors of **GPI (GPI:IM)**, a company listed on the EXM and a leading company in Information Systems and services for Healthcare and Social Services, examined the preliminary consolidated results for 2021, which have not yet been independently audited.

The Board of Directors will approve the results for 2021 on 29 March 2022, as scheduled in the financial calendar.

Total **Revenue** amounted to approximately €326 million, an increase of €55 million (+20%) compared to the €271 million earned in 2020. Most of the increase in revenues is attributable to organic growth, while inorganic growth is primarily due to the acquisitions in the transfusion business of Medinfo and of the assets of Haemonetics.

All the Strategic Business Areas contributed substantially to this positive result. In particular, a robust contribution was made by the SBA Care (+25%), where there was greater use of innovative services designed to meet the needs that have emerged from the pandemic.

The SBA Software grew by more than 15%, due in part to acquisitions, but also to the contribution of the business intelligence and data analytics software solutions businesses. The other SBAs grew by approximately 19% overall compared to FY 2020.

The Group confirms a growing presence in foreign markets, which account for over 10% of Revenues, thanks to the sound performance of transfusion software and robotics.

**EBITDA** amounted to approximately €50 million, an increase of approximately €10 million (+24%) compared to €40.2 million in 2020. The **EBITDA margin** came to over 15%.

**Net financial debt**, calculated on the basis of ESMA Guideline no. 39 of 4 March 2021 and CONSOB Notice no. 5/21 of 29 April 2021, amounted to approximately €158 million (while this indicator recalculated for 2020 was €144.5 million). The results for the year reflect the impact of the M&A transactions and the R&D

<sup>1</sup> Figure at 31/12/2020 of €117.6 M recalculated in accordance with the provisions of Guideline No. 39 issued on 4 March 2021 by ESMA, applicable as of 5 May 2021, and in line with the related Warning Notice No. 5/21 issued by Consob on 29 April 2021.

investments during the year for around €40 million, in addition to capital transactions (dividends and warrants).

BoD believes that, if full-year 2021 results are in line with the preliminary results reviewed today, the overall dividend payout ratio may be in line with last year's.

In 2021 the Gpi Group took part in 147 tenders, winning 63 of them (approximately 43% of tenders won) for a value awarded to Gpi of approximately €246 million.

Particularly noteworthy was the awarding of the tender launched by Consip regarding the framework agreement on *"Digital health - clinical and healthcare information systems"* for National Health Service bodies (worth €600 million).

This "country tender" is number-one in terms of value and importance: it provides strong boost to the **digital health** sector and selects the best operators on the market in terms of skills, technologies and implementation capabilities. The consortium led by Gpi took first place.

**Fausto Manzana**, Gpi's Chairman and CEO, commented:

*"Preliminary data bear witness to the Gpi Group's continuing progress in 2021: an important sign, which makes us confident in the future. Over the past 2 years, marked by the pandemic, we have managed not only to stay strong and safe, but also to grow beyond our expectations. The central role played by health in the resilience of countries' socioeconomic systems has highlighted the potential for sustainability that characterizes our health care vision and offerings. We have been rewarded. A great challenge lies ahead of us in the coming years: unprecedented resources are available to reform health systems, overhaul community health care by putting citizens at the centre and ensure equitable access to care. We are ready."*

## GPI GROUP

GPI is the preferred partner for software, technologies and services for Healthcare, Social Services and the Public Administration. Founded more than 30 years ago in Trento, GPI has grown through significant investments in M&A (in Italy and abroad) and R&D, which it carries out in partnership with leading Italian research centres and universities to share scientific, technological, functional and process knowledge applied to the e-health, e-welfare, well-being sectors.

Also drawing on the solutions and know-how gained from the companies that have joined its ecosystem, the Group has masterfully translated the needs of the healthcare industry into cutting-edge high-tech solutions and new service models that optimise prevention, diagnosis and care processes, improving people's lives.

The offer combines specialised IT expertise with advisory and design capabilities enabling it to operate in a range of business areas: Software, Care, Automation, ICT and Payment services.

The Company reported consolidated revenue of EUR 271 million in 2020, with over 6,100 employees at year end and more than 2,400 customers in over 60 countries.

GPI was listed on Borsa Italiana in 2016 (AIM segment) and moved to the MTA market in 2018.

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Press release available at [www.gpi.it](http://www.gpi.it) and [www.1info.it](http://www.1info.it)

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