



DOXEE: SIGNIFICANT REVENUE GROWTH IN REVENUES (+18%) AND CONTRIBUTION MARGIN (+26%) IN THE FIRST HALF OF 2021

EBITDA IMPACTED BY INVESTMENTS TO STRENGTHEN THE ORGANIZATIONAL STRUCTURE AND SUPPORT INTERNATIONAL EXPANSION

Revenues: €9.1M, +18.5% (1H 2020: €7.7M); Recurring Revenues above 70%
Value of Production: €11.6M, +19.7% (1H 2020: €9.7M)
Contribution Margin: €6.4M, +25.9% (1H 2020: €5.1M), or 55.2% (1H 2020: 52.5%)
EBITDA: 1.5 €M (1H 2020: 1.6 €M)
Net Profit: €0.26 M (1H 2020: €0.28 M)
Net Financial Position: €1.5 M debt (FY 2020: €2.5 M debt)

Modena, Italy, September 22, 2021

The Board of Directors of Doxee (DOX: IM), a leading high-tech multinational company offering products in the areas of Customer Communications Management (CCM), Digital Customer Experience, and Paperless, a B Corporation listed on the AIM Italia market, today approved the consolidated interim financial report as of June 30, 2021, voluntarily subject to a limited audit.

Sergio Muratori Casali, CEO of Doxee, commented: "In the first half of 2021, Doxee continued its growth, focused on the application of our technologies to support the digitization of communication processes for companies and public administrations. We responded to the public administration's need for innovation by working with a number of partners and winning important tenders and, at the same time, we consolidated our position in the Finance and Utilities sectors, recording an increase in revenues of 18.5% compared to the same period last year. This increase was partly sustained by an increase in turnover from a number of customers in both the CEE and LATAM areas. The service delivery model through the Doxee Platform also enabled the company to generate a positive differential between revenue growth and contribution margin, the latter registering an increase of 25% compared to 1H2020.

The PNRR push will open up further opportunities as early as the second half of 2021. We expect important developments, given the attention of Public Administrations on evolving communications with citizens, where our ix product line technologies (with Doxee Pvideo® and Doxee Pweb® products) have already proven to be a critical success factor in supporting the strong push towards digitalization in the Italian PA. The gradual adoption of the cloud by many companies opens up further business potential, such as in the finance sector, where we are consolidating our position as a key player through the products in our document experience and interactive experience lines.

In order to better seize these market opportunities, we are strengthening the organizational structure with a view toward scalability in support of organic growth. In addition, we are investing in our international growth by searching for partnerships and identifying potential acquisition targets in the DACH and IBERIA areas. These regions offer great market potential for our paperless experience products – which support the digitization of electronic storage, electronic invoicing, and electronic order processes – and interactive experience – to complete the digitization component of communications.

In terms of the financial aspects, there has been a marked improvement in the management of trade working capital, resulting in a significant reduction in net debt. In addition, we are proud of the Corporate Social Responsibility path that the company has undertaken, which led us to obtain the status as a Benefit Corporation in July 2021, following the commitment that was initiated with the publication of our first Sustainability Report for 2020".



MAIN CONSOLIDATED RESULTS AS OF 30 JUNE 2021

Revenues were Euro 9.1 million, an increase of 18.5% compared to Euro 7.7 million as of 30 June 2020. The results achieved confirms recent growth trends and is attributable to the full interoperability of the three product lines—document experience, paperless experience, and interactive experience—enabled by the Doxee Platform®. In particular, the revenue growth is driven by the document experience product line, thanks to the strong demand that will continue in 2021 in the areas of process digitization and dematerialization. It should be noted that the Group's business is characterized by seasonality in favor of the second half of the year.

Thanks to a business model focused on activities provided in SaaS mode, the proportion of **Recurring Revenues** remains above 70%.

The **Value of Production** was Euro 11.6 million (€9.7 million at 30 June 2020), an increase of +19.7%.

The **Contribution Margin** amounted to Euro 6.4 million, +25.9% compared to Euro 5.1 million as of 30 June 2020, reaching 55.2% of the Value of Production, compared to 52.5% as of June 30, 2020. The significant increase, higher than the increase in revenues, confirms the benefits deriving from the delivery model that is completely based on the proprietary Doxee Platform® cloud-based technology, which enables efficiency in the Group's operational processes.

EBITDA amounted to Euro 1.5 million, a slight decrease compared to Euro 1.6 million for 30 June 2020; the incidence of EBITDA on the Value of Production as of 30 June 2021 was 13.3%.

The change in EBITDA was affected by an increase in indirect costs and those for research and development (Euro 4.9 million compared to Euro 3.4 million as of 30 June 2020); the Group has made significant investments, fully expensed in the income statement, that are aimed at strengthening the organizational structure by increasing indirect personnel and through the adoption of tools to support internal processes.

During the first half of 2021, in line with the Group's internationalization strategy, Doxee launched a process to search for partnerships and identify potential acquisition targets with business models focused on the paperless experience in DACH and IBERIA areas.

The company also saw the partial release of the new Doxee Platform version 3.0, a project that was accelerated with respect to the scheduled timeline thanks to the involvement of personnel from various organizational units.

It should be noted that, in the first half of 2021, the Group invested in its commitment to undertake a path of **Corporate Social Responsibility**, which led Doxee to achieve the status of **Benefit Corporation** in July 2021, an expression of the company's intention to continue to develop its business in a sustainable way, with transparency, and taking the interests of customers and stakeholders into account.

EBIT amounted to Euro 0.25 million, compared to Euro 0.53 million as of 30 June 2020, after depreciation, amortization, and provisions of Euro 1.29 million (Euro 1.11 million as of 30 June 2020), mainly resulting from investments in technology development.

Before tax profit amounted to Euro 0.28 million, compared to Euro 0.40 million as of 30 June 2020, after financial income of Euro 28,000 (financial expenses of Euro 129,000 as of 30 June 2020).

The Group's **Net Income** was Euro 0.26 million, compared to Euro 0.28 million as of 30 June 2020, after taxes of Euro 29,000 (Euro 121,000 as of 30 June 2020).

The **Net Financial Position** amounted to Euro 1.55 million (debt), a significant improvement compared to Euro 2.46 million as of 31 December 2020; the change was mainly due to improvements in the management of trade working capital.

Shareholders' equity was Euro 8.4 million, which was substantially unchanged compared to 31 December 2020 (Euro 8.5 million).



SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

On 28 July 2021, the Extraordinary Shareholders' Meeting resolved to adopt the status of **"Benefit Corporation"** and approved the consequent amendments to Articles 1, 2, and 25 of the Articles of Association to this end. In particular, the amendments to the Articles of Association concerned the following: the inclusion of "Benefit Corporation" or the abbreviation "S.B." next to the company name; the inclusion of "common benefit" purposes in the corporate purpose; the identification, by the Board of Directors, of the person or persons responsible for entrusting the tasks aimed at pursuing the aforementioned common benefit purposes (so-called "Impact Manager"); the drafting and publication of the annual Impact Report on the pursuit of common benefit purposes. The adoption of the status of Benefit Corporation is part of the broader path of Corporate Social Responsibility undertaken, in continuity with the approval of the Sustainability Report 2020 and the Stock Grant plan as a further tool of employee retention, materializing the intent of Doxee to generate value for all of its stakeholders.

As of 10 August 2021, the minimum lot size of Doxee shares is 250.

FORESEEABLE EVOLUTION OF OPERATIONS

The Group, in accordance with the indications of the Ministry of Health and the Regions involved, has continued to adopt preventive measures and operating instructions for containing the spread of the COVID-19 virus for the protection of customers, employees, and potential visitors. The situation is constantly monitored in order to make all necessary decisions in real time to defend the health of the people involved in any way. The continuation of the pandemic has not significantly impacted the company's operations in the first half of 2021, and the expectation is that this will have a limited impact on its operations for the second half of 2021 and subsequent years. On the contrary, it is expected that the nationwide acceleration of the digitization process, which will presumably involve both private and public entities, will be an opportunity for further penetration in the markets already covered by the Doxee solutions and for affirmation in new markets.

Investments in research and development will continue to support the growth strategy, also with a view toward internationalization, in the second half of 2021. Thanks to the growing demand by the Public Administration for digital services that can simplify communication processes for citizens at the central and local level, there is further room for growth for Doxee, which is supported by strategic partnerships and the important push that the PNRR will give in the areas of Social Security, Health, Local Public Administration, and Universities. These are areas where the Group has already acquired clear positioning as a provider of innovative technologies and products for digital transformation and the personalization of strategies for contact with customers and citizens.

These technological trends broadly support the Group's business model by highlighting "Customer Centricity" and the strong relevance in many sectors of digitalization strategies oriented to the omni-channel experience and, therefore, to the personalization of the experience and the development of technology platforms based on architectures capable of enabling the use of data for more effective communications.

For Doxee, all of these components represent important differentiation factors, even in established markets such as Utilities and the insurance sector, where the Group is already positioned as a partner for supporting digitization and dematerialization processes.

APPOINTMENT OF IMPACT MANAGER FOR THE BENEFIT COMPANY

Following the adoption of Benefit Corporation status, today, the Board of Directors appointed Simona Sassatelli as Impact Manager in order to solidify Doxee as a Benefit Corporation. In particular, her task will be to develop an annual impact report concerning the company's pursuit of common benefit purposes set out in its Articles of Association, which contain the actions taken by the company in the interest of the community and the commitments envisaged for the future.



MEETING WITH THE FINANCIAL COMMUNITY

Please note that over 23-24 September 2021, from 12.30 pm on 23 September to 3 pm on 24 September, Doxee will participate in the event "**Le Eccellenze del Made in Italy 2021**" organized by Intermonte.

Sergio Muratori Casali, CEO of Doxee, and **Guido Spagnoli**, CFO of Doxee, will present the economic and financial results of the first half of 2021.

More information is available at <https://www.intermonte.it/en/news-events/events/le-eccellenze-del-made-in-italy-2021.html>.

The corporate presentation used for the event will be made available on www.doxee.com in the Investor Relations > Presentations section.

Pursuant to Article 17 of the AIM Issuers' Regulation, the Company will update the 2021 corporate events calendar to indicate the date on which the event will be held, which is available on the Company's website at www.doxee.com in the Investor Relations section > [Events Calendar](#).

The press release is available on www.doxee.com in the Investor Relations section and on 1info.it

ATTACHMENTS:

- RECLASSIFIED CONSOLIDATED INCOME STATEMENT
- CONSOLIDATED GROUP REVENUES FROM SALES AND SERVICES
- RECLASSIFIED CONSOLIDATED BALANCE SHEET
- CONSOLIDATED NET FINANCIAL POSITION

RECLASSIFIED CONSOLIDATED INCOME STATEMENT

Group Income Statement

In thousands of Euros	For the year ended 30 June		Variation	
	2021	2020	2021 vs 2020	2021 vs 2020 %
Revenues from sales and services	9.135	7.712	1.423	18,5%
Increases in fixed assets for internal work	2.316	1.448	869	60,0%
Other revenues and income	117	504	-387	-76,7%
Value of Production	11.569	9.664	1.905	19,7%
Outsourced services and processing	-1.677	-1.484	-193	13,0%
Diretti IaaS costs	-636	-586	-51	8,7%
Direct personnel costs (excluding research and development)	-1.936	-1.815	-121	6,7%
Professional services (excluding research and development)	-934	-706	-228	32,3%
Direct production costs	-5.183	-4.590	-593	12,9%
Contribution margin	6.386	5.074	1.312	25,9%
Sales and marketing costs	-424	-414	-9	2,3%
General and administrative expenses	-1.024	-705	-320	45,3%
Indirect personnel costs	-1.503	-1.199	-304	25,3%
Research and development costs	-1.898	-1.116	-782	70,1%
Indirect costs and research and development costs	-4.849	-3.434	-1.415	41,2%
EBITDA	1.537	1.640	-103	-6,3%
Depreciation	-1.248	-1.109	-139	12,6%
Provisions and write-downs	-37	0	0	0,0%
EBIT	252	531	-242	-52,6%
Financial income and charges	28	-129	157	-121,7%
Profit before taxes	280	402	-85	-30,4%
Income taxes	-29	-121	92	n.a.
Profit for the year	251	281	7	-10,7%
Minority interests	11	0	11	n.a.
Minority interests	262	281	18	-6,7%

CONSOLIDATED GROUP REVENUES FROM SALES AND SERVICES

In thousands of Euros	For the year ended 30 June		Variation	
	2021	2020 ^(*)	2021 vs 2020	2021 vs 2020 %
Paperless Experience	1.800	1.839	-38	-2,1%
Document Experience	5.994	4.684	1.310	28,0%
Interactive Experience	1.340	1.189	151	12,7%
Total revenue from sales and services	9.135	7.712	1.423	18,5%

(*) Values restated on 2020 to reflect the change in management reclassification, which occurred during 2021, in the Professional Services and Bundle items.

RECLASSIFIED CONSOLIDATED BALANCE SHEET

In thousands of Euros	As of 30 June	As of 31 December	Variation	
	2021	2020	2021 vs 2020	2021 vs 2020 %
COMMITMENTS				
Net trade working capital	911	2.136	-1.226	-57,4%
Other current assets	2.115	2.075	41	2,0%
Other current liabilities	-3.278	-2.341	-937	40,0%
Provisions for risks and charges (*)	-2	-2	0	19,9%
Net working capital	-254	1.869	-2.123	-113,6%
Intangible fixed assets	11.117	9.950	1.167	11,7%
Tangible fixed assets	367	379	-12	-3,1%
Financial fixed assets	156	161	-5	-3,1%
Fixed capital	11.640	10.490	1.150	11,0%
Liabilities for employee benefits	-1.436	-1.338	-99	7,4%
Net invested capital	9.950	11.021	-1.071	-9,7%
SOURCES				
Group shareholders' equity	8.388	8.534	-145	-1,7%
Minority interest in shareholders' equity	16	32	-16	-51,0%
Net Financial Indebtedness (*)	1.546	2.455	-910	-37,1%
Total sources	9.950	11.021	-1.071	-9,7%

(*)the derivative is reclassified from the Provisions for risks and charges section to the Net Financial Indebtedness section for 11K € at 30/06/2021 and 9K € at 31/12/2020

CONSOLIDATED NET FINANCIAL POSITION

In thousands of Euros	As of 30 June	As of 31 December	Variation	
	2021	2020	2021 vs 2020	2021 vs 2020 %
A. Cash	-2	-3	0	-9,9%
B. Cash and cash equivalents	-6.726	-3.211	-3.515	109,5%
C. Securities held for trading	-	-	-	n.a.
D. Liquidity (A) + (B) + (C)	-6.728	-3.214	-3514	109,4%
E. Current financial receivables	-	-	-	n.a.
F. Current bank debts	2.137	1.203	934	77,7%
G. Current portion of non-current debt	1.430	1.477	-47	-3,2%
H. Other current financial payables	-	-	0	0,0%
I. Current financial debt (F) + (G) + (H)	3.567	2.680	887	33,1%
J. Net current financial debt (D) + (E) – (I)	-3.161	-534	-2.627	492,2%
K. Non-current bank debts	4.696	2.980	1.716	57,6%
L. Bonds issued	-	-	-	n.a.
M Other non-current financial payables	11	9	2	17,7%
N. Non-current financial debt (K) + (L) + (M)	4.707	2.989	1.718	57,5%
O. Net financial debt (J) + (N)	1.546	2.455	-910	-37,0%