



datrrix

AI SOLUTIONS GROUP

CONSOLIDATED RESULTS

FY2023

STRATEGICAL KPI's ACHIEVEMENTS - 2023

15,3 €

REVENUES (MLN)

+12% YoY *

68%

RECURRING REVENUES

72% in 2022 *

58%

REVENUES FROM INTERNATIONAL CLIENTS

39% in 2022

48 k/€

AVERAGE REVENUE PER CLIENT

+15% YoY

41%

FIRST 10 CLIENTS ON TOTAL REVENUES

41% in 2022



*** Consistent with the focus on higher value-added products and solutions, the Datrrix Group recorded organic growth of +12% in 2023 (on a like-for-like basis and excluding lower-margin revenues in 2022);**



HIGHLIGHTS 2023

Total Revenues * **15.3 Mil.€**

AdTech Revenues **+35% YoY**

Recurring Revenues * **10.0 Mil.€**

AI for Industrial &
Business Processes
Revenues **+61% YoY**

Number of served Clients **> 300**
37% foreign

R&D Investments **2.7 Mil.€**
3,1 Mil.€ in 2022

Number of Employees **118**

Successful
Acquisitions **1**
Strengthen AI for Industrial Processes
(4 acquisitions since 2019)

* Affected by Datrrix focus on higher value-added

HIGHLIGHTS 2023

	2023	2022
EBITDA (MLN)	-0.3 € (-2%)	-0.7 € (-4%)
H2 2023 EBITDA: +0.5 Mil.€ (+6%)		
CONSOLIDATED NET RESULTS (MLN)	-3.6 € (-24%)	-2.7 € (-16%)
	In 2023, Datrix did not prudently recognize in the income statement deferred tax assets, for a potential benefit of Euro 0.8m (Euro 0.9m in the 2022).	
NET FINANCIAL POSITION (MLN)	+2.4 €	+5.3 €

2023 ACHIEVEMENTS

> **PRODUCT PORTFOLIO EXPANSION AND REINFORCEMENT**

In 2023, we significantly bolstered our product portfolio across all business lines, achieving a robust and diverse offering that caters to the evolving demands of our markets and strengthens our competitive edge.

> **DATA COMPLIANCE MASTERY**

Our products and operations are fully GDPR/AI Act compliant, and we have established a solid foundation for utilizing First Party Data, ensuring both legal conformity and strategic data utilization without compromising user privacy.

> **INTERNATIONAL MARKET PENETRATION**

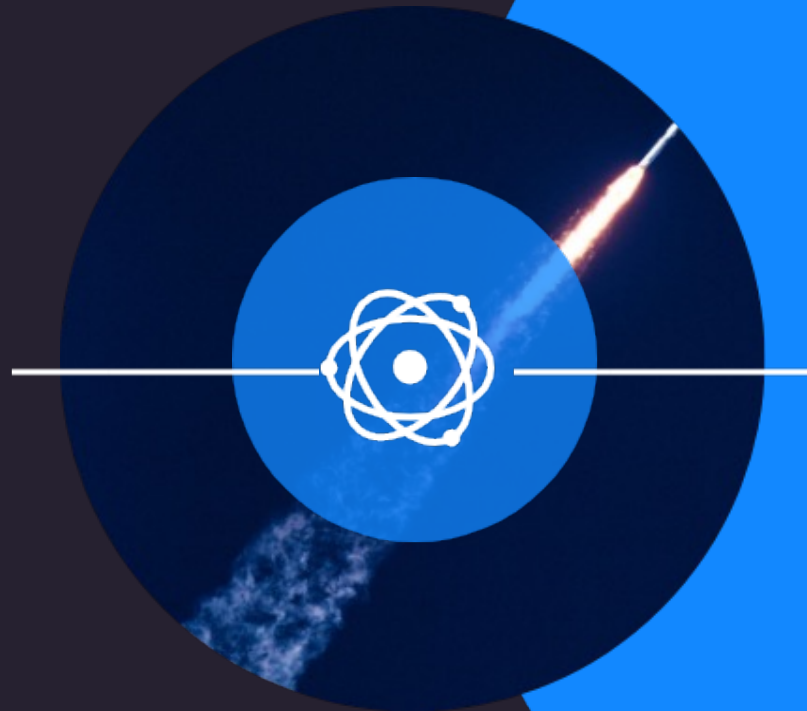
This past year saw a marked expansion of our client base into international markets, demonstrating our global appeal and ability to meet diverse customer needs across different regions.

> **R&D INNOVATION LEADERSHIP**

We have secured a position of leadership in R&D within the EU Funded Projects, driving innovation and setting new standards, especially in the healthcare and cybersecurity industries.



**THANK
YOU**



DATRIX GROUP SPA

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