

# CONSOLIDATED PRO-FORMA\* REPORT AS AT 31 DECEMBER 2020

Financial Statements prepared in accordance with IAS/IFRS principles

- All amounts are in Euro -

DHH S.p.A.

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(\*) The consolidated pro-forma represents the effect of the Reverse Take-Over between DHH S.p.A. and Seeweb Holding S.r.I. as appear at 31.12.2020 considering the effects starting from 01.01.2020.

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#### Introduction

The preparation of the consolidated Financial Statements pro-forma, that include the Statement of Financial Position, the Statement of Income and Comprehensive Income and the Cash Flows, are drawn up for represent the effect of the RTO (Reverse Take-Over) between DHH S.p.A. and Seeweb Holding S.r.l. as appear at 31.12.2020, considering the effects starting from 01.01.2020.

The consolidated financial statements pro-forma as at 31.12.2019 is audited and approved and it is included in the Information Document related to RTO between DHH SpA. and Seeweb Holding S.r.l. dated 21.05.2020.

The Pro-Forma Statements have been drawn up for illustrative purpose only and are prepared according to the same criteria of the previous one.

The following paragraphs include:

- the Consolidated Pro-forma Statement of Financial Position as at 31 December 2020;
- the Consolidated Pro-forma Statement of Income and Comprehensive Income as at 31 December 2020;
- The Consolidated Pro-forma Statements of Cash Flows for the year ended 31 December 2020.

The consolidated pro-forma is audited and has been prepared in order to represent the main effects on the Statement of Financial Position of the Issuer as at 31 December 2020 and the Statement of Income and Comprehensive Income of the Issuer for the year ended 31 December 2020.

The Pro-forma Statements have been prepared in order to simulate the Statement of Financial Position and the Profit & Loss Statement of the Issuer with the main effects of the RTO as if it had virtually happened, in accordance with assessment criteria consistent with historical data and in accordance with laws:

- at the date 1 January 2019, relatively to Pro-Forma Statements as at 31 December 2019;
- at the date 1 January 2020, relatively to Pro-Forma Statements as at 31 December 2020.

However, as indicated above, the information contained in the Pro-Forma Statements represent a simulation of the recognized effects that arise from the RTO and it is for illustrative purpose only.

In particular, since the pro-forma data have been drawn up to retroactively reflect the effects of subsequent Transactions, there are limits related to the nature of pro-forma data, despite the respect of commonly accepted rules and the use of reasonable assumptions.

So, it should be noticed that if the RTO actually took place at the hypothetical dates, not necessarily would have been obtain the same results shown in Pro-Forma Statements.

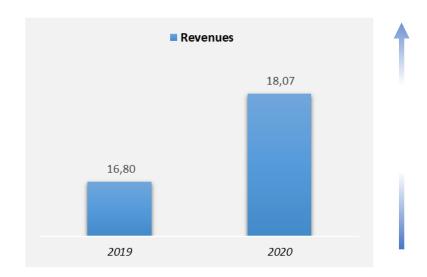
In addition, considering the different aims of pro-forma data compared to historical data and the different ways of calculation of the effects of RTO on Statement of the Consolidated Pro-Forma Financial Position and the Consolidated Pro-Forma Profit & Loss Statement, such documents should be read and understood without researching accounting links between them.

In the end, it should be noticed that the Pro-Forma Statements do not in any way represent a forecast of results of the Group DHH and have not to be used in this sense.

The Pro-Forma Statements have been prepared in accordance with the International Financial Reporting Standards and elaborated in accordance with the CONSOB Communication no. DEM/1052803 on 5 July 2001 that governs the methodology of preparation of pro-forma data.



## Financial Highlights



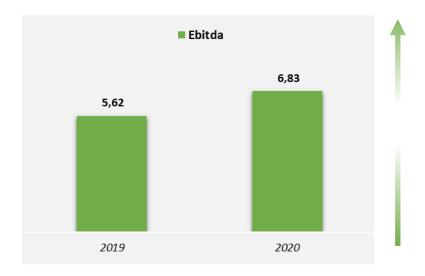
Consolidated

### **REVENUES**

equal to

18,07M EUR

+8%



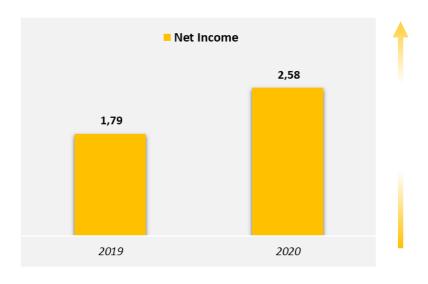
Consolidated

## **E**BITDA

equal to

6,83M EUR

+21%



Consolidated

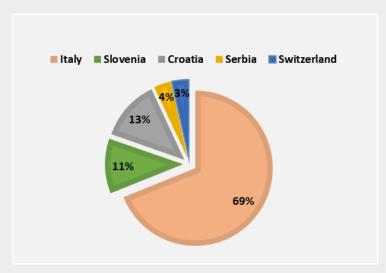
## **NET INCOME**

equal to

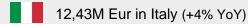
2,58M EUR

+45%





#### Revenues are approx.:



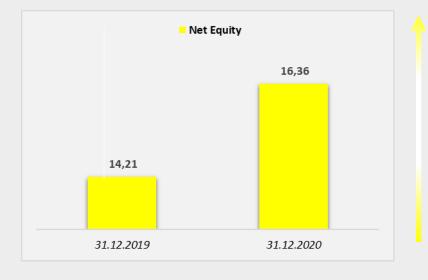


2,08M Eur in Slovenia (+22% YoY)

2,29M Eur in Croatia (+4% YoY)

654k Eur in Serbia (+15% YoY)

620k Eur in Switzerland (+89% YoY)



#### Consolidated

## **NET EQUITY**

equal to

16,36M EUR

+15%



# Consolidated Pro-forma Statement of Financial Position as at 31 December 2020

ASSETS  All amounts are in Euro	CONSOLIDATED PRO-FORMA 31.12.2020	CONSOLIDATED PRO-FORMA 31.12.2019	
Trademarks	3.087.307	-	
Goodwill	7.956.819	10.731.115	
Tangible fixed assets	1.782.841	1.766.574	
Right of Use Assets	4.255.078	5.721.813	
Intangible assets	1.013.002	970.459	
Investments	259.601	259.601	
Non current financial assets	18.302	18.263	
Other non current assets	-	177	
Deferred tax assets	303.308	179.864	
NON CURRENT ASSETS	18.676.257	19.647.866	
Trade receivables	2.193.908	2.088.816	
Current financial assets	209.932	470.132	
Other current assets	541.284	505.891	
Tax receivables	253.607	200.641	
Cash and cash equivalents	8.846.040	4.562.133	
CURRENT ASSETS	12.044.770	7.827.612	
TOTAL ASSETS	30.721.027	27.475.479	



LIABILITIES and NET EQUITY  All amounts are in Euro	CONSOLIDATED PRO-FORMA 31.12.2020	CONSOLIDATED PRO-FORMA 31.12.2019	
TOTAL NET EQUITY	16.359.123	14.211.800	
Non current financial payables	5.334.532	4.704.218	
Severance reserves	573.638	559.511	
Provisions for risks and future liabilities	-	-	
Other non current liabilities	-	-	
Liabilities for deferred taxes	881.622	21.314	
NON CURRENT LIABILITIES	6.789.791	5.285.044	
Trade payables	1.768.490	2.169.520	
Other current liabilities	2.989.826	2.816.802	
Current financial liabilities	2.237.577	2.501.527	
Tax payables	576.221	490.786	
CURRENT LIABILITIES	7.572.113	7.978.634	
TOTAL LIABILITIES	14.361.904	13.263.678	
TOTAL LIABILITIES and NET EQUITY	30.721.027	27.475.479	



# Consolidated Pro-forma Statement of Income and Comprehensive Income as at 31 December 2020

CONSOLIDATED PRO-FORMA STATEMENT	CONSOLIDATED PRO-FORMA 31.12.2020	CONSOLIDATED PRO-FORMA 31.12.2019	
All amounts are in Euro			
Revenues	17.900.116	16.609.091	
Other Revenues	173.731	188.185	
OPERATING REVENUES	18.073.847	16.797.276	
Material and service costs	(7.709.303)	(7.345.492)	
Personnel costs	(3.076.313)	(3.339.830)	
Other expenses	(459.653)	(488.726)	
TOTAL OPERATING COSTS	(11.245.269)	(11.174.048)	
OPERATING INCOME - EBITDA	6.828.578	5.623.228	
Amortization and impairment	(3.043.477)	(3.080.908)	
EBIT	3.785.100	2.542.320	
Financial income (expenses)	(184.973)	(172.922)	
Other non-operating income/expense	-	180.517	
EARNINGS BEFORE TAXES	3.600.126	2.549.915	
Total current and deferred income taxes	(1.016.060)	(763.307)	
NET INCOME (LOSS) FOR THE YEAR	2.584.067	1.786.608	



# Consolidated Pro-forma Net Financial Position for the year ended 31 December 2020

CONSOLIDATED PRO-FORMA NET FINANCIAL POSITION All amounts are in Euro	31.12.2020	31.12.2019
A. Cash	-	-
B.Cash equivalents	(8.846.040)	(4.562.133)
C. Securities held for trading	-	-
D. LIQUIDITY (A)+(B)+(C)	(8.846.040)	(4.562.133)
E. CURRENT FINANCIAL RECEIVABLES	(209.932)	(470.132)
F. Short-term bank liabilities	2.237.577	2.501.527
G. Current part of non-current borrowing	-	-
H. Other current financial liabilities	-	-
I. CURRENT FINANCIAL DEBT (F)+(G)+(H)	2.237.577	2.501.527
J. NET CURRENT FINANCIAL DEBT (I)+(E)+(D)	(6.818.395)	(2.530.738)
K. Non-current bank liabilities	5.334.532	4.704.218
L. Bonds issued	-	-
M. Other non-current liabilities	-	-
N. NON-CURRENT FINANCIAL DEBT (K)+ (L)+(M)	5.334.532	4.704.218
O. NET FINANCIAL DEBT (J)+(N)	(1.483.863)	2.173.480



# Consolidated Pro-forma Statement of Cash Flows for the year ended 31 December 2020

3. Cash flow after NWC changes	6.209.563
- Other changes to the NWC	(90.798)
- Increase (decrease) in accrued expenses and deferred income	173.024
- Decrease (increase) in prepaid expenses and accrued income	(35.394)
- Increase (decrease) in supplier payables	(401.030)
- Decrease (increase) in customer receivables	(105.092)
- Decrease (increase) in inventories	-
Changes in NWC:	(459.289)
2. Cash Flow before NWC changes	6.668.853
- Other adjustments on non-monetary items	(172.800)
- Permanent loss write-down	-
- Amortization and depreciation of assets	3.043.477
- Allocation to reserves	13.075
not accounted for in net working capital change:	2.883.752
AND CAPITAL GAIN/LOSSES  Adjustments for non-cash items that are	0.700.100
from sales of assets  1. EARNINGS BEFORE INCOME TAX, INTEREST, DIVIDENDS	3.785.100
(Capital losses) /gains	-
Interest payables/(receivables)	184.974
Income taxes	1.016.060
FROM OPERATING ACTIVITIES  Profit for period	2.584.067
A. CASH FLOW	
All amounts are in Euro	01.12.2020
CASITI LOW STATEMENT	31.12.2020
CONSOLIDATED PRO-FORMA CASH FLOW STATEMENT	



Other changes:	(1.201.034)
- Interests collected/(paid)	(184.974)
- (income taxes paid)	(1.016.060)
- Dividends received	-
- (Use of reserves)	-
Cash flow from operating activities [A]	5.008.530
B. CASH FLOW FROM INVESTING ACTIVITIES	
(Investments) disinvestment in tangible assets	(623.666)
(Investments) disinvestment in right of use assets	(504.874)
(Investments) disinvestment in intangible assets	(267.651)
(Investments) disinvestment in financial assets	(38)
Cash flow from investing activities [B]	(1.396.229)
Cash flow from investing activities [B]	(1.396.229)
C. CASH FLOW	(1.396.229)
	(1.396.229) 260.200
C. CASH FLOW FROM FINANCING ACTIVITIES [C]	
C. CASH FLOW FROM FINANCING ACTIVITIES [C] Increase (decrease) current payables to banks	260.200
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C. CASH FLOW FROM FINANCING ACTIVITIES [C] Increase (decrease) current payables to banks  New loans (Loan repayments)  Paid capital increase  Treasury share sale (purchase)  (Dividends paid)	260.200 366.363 45.043
C. CASH FLOW FROM FINANCING ACTIVITIES [C] Increase (decrease) current payables to banks  New loans (Loan repayments)  Paid capital increase  Treasury share sale (purchase)  (Dividends paid)  Cash flow from financing activities [C]	260.200 366.363 45.043

The Consolidated pro-forma Cash Flow Statement has been presented only for the year 2020 because the Group chose the retrospective modified approach for leases, according to IFRS 16, and the figures for the comparative period related to 2018 have not been restated.



Milan, 26th March 2021

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