

Lutech: record growth of +25% in the first half of the year

- Revenue growth of 25% compared to the first half of 2023, with a *book to bill* of 130%;
- Growth, AI Factory Made in Italy, Sustainability: these are the drivers at the heart of the first half of 2024 of the Lutech Group;
- With 400 hires in the first half of the year, Lutech reaches 50% of its annual target to support future growth.

Milan, 4 September 2024 – **Growth, Made in Italy AI Factory, sustainability**: these are the drivers at the heart of the first half of 2024 of the Lutech Group, Italian leader in Digital and AI.

Revenues **stand at €429 million**, with a 25% growth compared to the previous year, and **the value of new contracts is €565 million**, with a *book to bill* of 130%. Values that consolidate the evolution of the Group, which with a team of 5,500 professionals continues its commitment to the digital transformation of companies and institutions.

In the first half of the year, **the Lutech Group expanded its workforce with almost 400 new hires, reaching 50% of the annual target of 800 new positions**. By enhancing R&D projects and constant collaboration with local universities and institutions, **30% of the new resources were hired at the Group's offices located in Southern Italy (Campania, Puglia and Calabria)**. The new resources will allow Lutech to meet the needs of the market more effectively, contributing to the development of cutting-edge solutions for its Customers. As evidence of the centrality of its employees, for the third consecutive year, **Lutech Advanced Solutions has also confirmed itself as a "Great Place To Work"**.

In the context of the Group's organic growth, two key points should also be highlighted: the acquisition of **Eustema SpA and SoftJam SpA**, excellences in the field of customer engagement, AI and services for the PA, which took place at the beginning of 2024, and the birth of **Lutech Digital Airport**, the result of the acquisition of AIS (Airport Information Services) of SEA Milan Airports envisaged in the contract for the management of the technological infrastructure and related services for the next nine years.

In addition to the aforementioned contract with **SEA Milan Airports**, during the first half of 2024, important new contracts were signed with **INPS** for the Institute's Application Services, with **Ansaldo Energia** for the management of centralized and distributed infrastructures, with **Alia Servizi Ambientali** for the creation of the new Corporate ERP system, with **GIVA** for the migration of SAP systems to S/4 Hana and with **DEDALUS** for the worldwide management of Digital Workplace services. In the same period, **Eni, A2a, 2i Rete Gas, Fastweb** and **Arma dei Carabinieri** confirmed their preference and trust in Lutech. Finally, Lutech was awarded several **Consip contracts** to support the **Italian Public Administration**.



Still with a view to growth, after the birth of Lutech Spain at the end of 2023, in 2024 the Group is also taking a significant step in its **internationalization strategy** with the creation of the **Global Competence Center (GCC) in Tirana, Albania**, which can count on a team currently of over 100 specialists, which will become at least 400 by 2026, and a complete range of services, including consultancy, implementation and operations on various innovative technologies and platforms.

In support of a pervasive approach to AI, integrated into the corporate ecosystem at the level of all objectives and processes, the Lutech Group presented and shared the investment and creation project of a **new AI Factory Made in Italy** by participating in a series of **Hearings** with the Parliamentary Commissions. The AI Factory, also strong in the skills acquired with the Supercomputer "Leonardo" project (a Lutech reference for Cineca), is taking shape by focusing on public and private Research and Innovation, on the **Lutech Campus** that collaborates with universities, start-ups and institutions for new solutions and for the development of digital skills, and on participation in **strategic initiatives for the growth of the country**.

For accelerate the digitalization of the country by maximizing the investments of the PNRR, **Lutech and Engineering they also gave life to the "Digital Alliance for Italy"**, combining their knowledge to apply the best management, technical and qualitative principles.

In this first half of the year, the Group has significantly strengthened its **ESG path**, also anticipating legal regulations and adhering to the indications of the **CSRD** (Corporate Sustainability Reporting Directive).

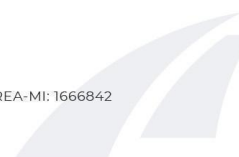
Interaction with the territory, one of the Group's main ESG objectives, has also seen concrete implementation in the new headquarters in **Milan Park West**, with spaces designed according to the highest standards of technological and environmental innovation and as an **open "hub" for stakeholders and the territory**, a true innovation laboratory that revitalizes and positively stimulates the community that lives and frequents it.

*"Our goal has always been to push the boundaries of innovation and digital transformation, not only for our customers but also for Italy and Europe. The results achieved in the first half of 2024 are the result of the constant commitment of all our professionals and the strategic choices we have undertaken - said **Giuseppe Di Franco, CEO of Lutech** - We continue to invest in people, technology and collaborations to build a better future thanks to digital".*

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Lutech Group

The Lutech Group is an innovation leader (among the top three in Italy), with 5,500 professionals and revenues of approximately 800 million euros, supporting the transformation and growth of companies and institutions. The group designs, creates and manages end-to-end solutions, in the name of constant improvement that involves people and processes, technology and knowledge. The Lutech Group bases the Digital Evolution on six technological souls conceived for a complete and integrated offer, capable of satisfying the multiple opportunities of digitalization: LutechConsulting, LutechSolutions, LutechDigital, LutechCybersecurity, LutechServices and LutechCloud.

For more information, visit lutech.group.

