



PRESS RELEASE

ITWAY

FOLLOWING THE BRILLIANT RESULTS OBTAINED WITH ITS SUBSIDIARY 4SCIENCE ARRIVES IN THE UNITED STATES OPENING 4SCIENCE USA™.

4SCIENCE USA™ EXPECTED REVENUES OF OVER EURO 3 MILLION OVER THE NEXT 3 YEARS WITH A GROSS MARGIN OF AROUND 92%

4SCIENCE OBTAINS, IN ITALY, THE QUALIFICATION OF INNOVATIVE SME.

THE COMPANY HAS NO EXPOSURE TO THE RUSSIAN, BELARUSIAN OR UKRAINIAN MARKETS

Ravenna, 7 April 2022 – **Itway S.p.A.** ("Itway" or the "Company"), parent company active in the IT, Cyber Security, AI and Big Data sector, listed on the Mercato Telematico Azionario, organized and managed by Borsa Italiana S.p.A., announces the evolution of the subsidiary **4Science s.r.l.**, a company consolidated in itway's financial statements and specialized in the Big Data, Digital Repositories and Data Management Systems market.

4Science, despite the complexity of the period still dominated by the Covid pandemic, continued its **growth trend also during 2021, recording an increase in the Value of Production equal to 35% compared to 2020, an increase in EBITDA of 76% and an increase in The Net Result of 37%.**

4Science continued the growth trend, both in the domestic and international markets, with the acquisition of over 70 new orders. The presence in the international market has been strengthened thanks to the acquisition of 37 new contracts that are added to those with a multi-year duration already acquired in recent years, thus bringing the foreign market share to over **62% with customers mainly in Europe, USA, LATAM, FAR EAST.**

4Science operates in the **CRIS (Current Research Information Systems)** market and the main projects acquired during the year include **the University of Bern, the University of Kassel, the Sorbonne University in Abu Dhabi, the Middle Tennessee State University in the United States and the Fraunhofer Institute in Germany** and this thanks to the skills developed over the years by **4Science** that have required a high degree of specialization and experience in the creation and management of **CRIS** systems addressed to the world of research and the scientific community.

The skills acquired combined with the strategic choice to operate in the world of **Open Source** software have allowed **4Science** to position itself internationally as a **reference for CRIS solutions** and to count among its customers the most prestigious Universities (one of all **the Institute for Advanced Study in Princeton in New Jersey, where Albert Einstein taught**).

Thanks to the growth achieved in the international market, the company has decided **to open its own office in the United States of America** in order to closely follow its already acquired customers and to develop new opportunities

in the United States. The US market is extremely interesting if you think that there are just under 2000 universities, the main target to which 4Science is addressed, not to mention the cultural heritage market.

It is estimated, prudently, that the US market alone can represent for 4Science **incremental revenues of over Euro 3 million** over the next three years **with a Gross Margin (GM) of about 95%**.

The **Cultural Heritage** market segment **with the DSpace GLAM** product has also recorded significant growth, acquiring customers of great importance such as **the University of Bologna, the University of Macerata, the Giuseppe Verdi Conservatory of Milan** and the **Oriental University of Naples**. It is a very interesting and current market such as the **Long Term Preservation and Data Curation** of digital information of cultural heritage, such as collections, people, events, concepts, places, projects.

It is thanks to the huge investments made in recent years in Research and Development and the skills gained on **CRIS** systems that many customers have entrusted 4Science with the development of **projects related to the world of research that in these times of pandemic have taken on an even more strategic role** both in the scientific community and in the political and governmental spheres, falling within the Digitization of Public Administrations at a global level.

By virtue of the rate of innovation introduced in its products and its highly qualified staff, **4Science has obtained, in Italy, the status of innovative SME**, a qualification reserved for Italian SMEs that make research and innovation their mission. Thanks to this status, 4Science will be able to take advantage of all the advantages provided for Innovative SMEs such as the facilitation of investments in capital, access to the guarantee fund for SMEs and many others.

"We are very satisfied with the growth and results obtained by the subsidiary 4Science, also considering the difficulties faced during 2021" comments **G. Andrea Farina, Chairman and CEO of Itway**. *"4Science, after having acquired last year orders of great value such as the Peruvian project of Concytec (value USD 1.3 million), continues to acquire new and increasingly important orders and the decision to open an office in the USA goes in the direction of consolidating and expanding our presence in the international market. "Andrea Farina adds: "We have invested heavily in our products and the continuous growth of 4Science confirmed in the year just ended demonstrates our ability to successfully position ourselves in the markets we oversee.*

To confirm this, obtaining the status of Innovative SME represents a further recognition for 4Science, we are also convinced that great opportunities are opening up for 4Science if we take into account the investments that the NRP foresees in the field of digitization and conservation of cultural heritage over the next few months".

This press release is available at the Company's headquarters and website at www.itway.com, at the Italian Stock Exchange and at the centralized authorized storage mechanism called "Emarket Storage" managed by Spafid Connect S.p.A., and can be consulted at www.emarketstorage.com.

Itway – www.itway.com

Founded in Ravenna on 4 July 1996 by G. Andrea Farina, Itway S.p.A. is the head of a group that operates in the **IT sector for the design, production and distribution of technologies and solutions in the field of cybersecurity, artificial intelligence (AI) cloud computing and big data**. For over 25 years, the group has been a point of reference in the field of Digital Transformation solutions and services. Since 2001 Itway has been listed on the Mercato Telematico Azionario (MTA) of Borsa Italiana.

CONTACTS:

Itway SpA

Tel. 0544 288710

investor.relation@itway.com

Mirella Villa Comunicazione

Mirella Villa 335 7592701

mirella.villa@villacomunicazione.it