



PRESS RELEASE

THE BOARD APPROVES THE DRAFT FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 December 2021

Gallarate, 29 March 2022. The Board of Directors of SosTravel.com S.p.A. (Euronext Growth Milan, ticker: SOS), a digital operator in the market for assistance services for air transport passengers, approved the economic and financial results as of 31 December 2021.

Economic performance as of 31 December 2021:

- **Total Revenues** were equal to 1,311 thousand Euro, an improvement of 43.16% compared to the figure of 31 December 2020 which was equal to 916 thousand Euro due to the attainment of approximately 474 thousand Euro in grants;
- **EBITDA** was equal to -353 thousand Euro, a strong improvement compared to the figure of 31 December 2020 of -855 thousand Euro; this due above all to the attainment of the aforementioned grants;
- **EBIT** was equal to - 1,344 thousand Euro, an improvement compared to the figure as of 31 December 2020 equal to - 1,957 thousand Euro despite depreciation/amortization, write-downs and allocations equal to approximately 991 thousand Euro;
- **Net INCOME** of -1,383 thousand Euro (which for precautionary purposes does not include prepaid taxes);
- **Positive NFP (cash)** was equal to 1,320 thousand Euro , an improvement compared to the same figure as of 31 December 2020 and equal to 456 thousand Euro; this was mainly due to (i) the positive completion in June of a share capital increase with overall (gross) proceeds totaling 1,239 thousand Euro (ii) the attainment of loans for a total of 1,975 thousand Euro, of which 1,400 thousand Euro disbursed by Monte dei Paschi di Siena and 957 thousand Euro disbursed by Simest with a grant component equal to 40%. As of 31 December 2021, the amount of liquid funds amounted to 3,295 thousand Euro.

Main economic and operational results as of 31 December 2021:

In addition to the economic-financial data, the growth of the database of profiled customers and the downloads of the two APPs (Flio and Sostravel) -reported below - are also relevant for a complete assessment.

- Customer database as of 31 December 2021: 1,194,679 + +6% (equal to 1,126,844 as of 31.12.2020);

- Customers analyzed in the year 2021: 67,835 -35% (equal to 104. 432 as of 31 December 2020);
- Download of APPs in 2021 : 179,979 -37% (equal to 284,548 as of 31 December 2020);
- Total downloads of the app: 2,205,397 +8.9% (equal to 2,025,418 as of 31.12.2020);

Revenues from sales as of 31 December 2021 amounted to 643 thousand Euro, a slight improvement with respect to the figure of 31 December 2020 which was equal to 634 thousand Euro.

The pandemic, which characterized the 2020 and 2021 financial years, is in the process of being resolved but has resulted in a massive decrease in air traffic, particularly long-haul flights. The data of the previous year reported that the COVID-19 pandemic caused a strong decrease in passenger traffic during the year 2020, ranging from 76.8% in Italy (Assaeroporti estimate) and 66.6% across the world (Aci estimate - Airports Council International) with a peak in the second quarter of 2020 in which the decrease was equal to 97.3% in Italy and 89.3% in the world. During 2021, there was a recovery in short and medium-haul air traffic but not yet in long-haul traffic; the latter represents the Company's target customers. Specifically, 2021 data reported a 58.2% decrease in Italian passengers compared to pre-pandemic levels (2019) while international traffic decreased by -70.4% in 2021 (Assaeroporti estimate).

The geographical breakdown of the aforementioned sales exhibited excellent geographical diversification with Italy at 22.7% of sales, the rest of Europe at 65%, and finally America (11.9%) and Asia (0.4%).

EBITDA was equal to -353 thousand Euro, a strong improvement compared to the figure of 31 December 2020 of -855 thousand Euro; this was due above all to the attainment of grants totaling 474 thousand Euro.

EBIT and **Net Profit** were negative, respectively, for circa -1,344 thousand Euro and circa -1,383 thousand Euro; this was not only due to the factors affecting EBITDA and mentioned above but also due to amortization/depreciation, write-downs and provisions for a total of 991 thousand Euro (including amortization related to the IPO process for approximately 226 thousand Euro, software for a total of 405 thousand Euro, the Flio brand for 100 thousand Euro and other costs totaling 47 thousand Euro in addition to write-downs on receivables linked to operating activities in Russia and Poland for 162 thousand Euro and risk provisions for reimbursements equal to 51 thousand Euro).

Positive NFP (cash) was equal to 1,320 thousand Euro , an improvement compared to the same figure as of 31 December 2020 and equal to 456 thousand Euro; this was mainly due to (i) the positive completion in June of a share capital increase with overall (gross) proceeds totaling 1,239 thousand Euro (ii) the attainment of loans for a total of 1,975 thousand Euro, of which 1,400 thousand Euro disbursed by Monte dei Paschi di Siena and 957 thousand Euro disbursed by Simest with a grant component equal to 40%. As of 31 December 2021, the amount of liquid funds amounted to 3,295 thousand Euro. If compared with the situation as of 30 June 2021, the NFP worsened: this was mainly due to the worsening of EBITDA in the second half of 2021.

Primary events of 2021

On 1 March 2021, a distribution agreement was signed for the sale of the “Dr. Travel ” telemedicine service on the TraWell network. The TraWell Group operates, through approximately 150 sales points, in 43 airports and 13 countries. Pre-covid sostravel generated about 2 million Euro in sales for the Lost & Found Concierge service alone within the TraWell network. This agreement is related to the spread of telemedicine services for travelers, in partnership with the American company Health Point Plus, Inc.

In March 2021, the Company obtained - from Simest - a resolution approving two separate loans, summarized below:

Subsidized loan for the development of e-commerce in the United States for a total of 315 thousand Euro whose first installment was disbursed in July 2021;

Subsidized loan for the capitalization of exporting companies for a total of 800 thousand Euro.

Both loans have a non-repayable component of 40%, while the remaining 60% will be repaid to the lender.

In June 2021, the company obtained a loan of 1,400 thousand Euro from Monte dei Paschi di Siena.

During the month of June 2021, the Delegated Option Increase was completed for a maximum of 1,196,245 new SosTravel ordinary shares, without par value and with regular dividend rights; they were offered as options to shareholders pursuant to Art. 2441, paragraph 1 of the Italian Civil Code with a ratio of 1 New Share for every five ordinary shares held, and at an underwriting price of Euro 1.00 (of which Euro 0.10 to be allocated to the share capital and Euro 0.90 to the share premium). The value of the Delegated Option Increase, fully underwritten and paid, was therefore equal to Euro 1,196,245.00, in addition to Euro 42,895 for the sale of the unexercised options, and therefore for a total of Euro 1,239,140.

Primary events after 31 December 2021

During the first half of 2022, the Company is completing its project for the development of e-commerce in the United States which will be implemented in the second part of 2022. The Company aims to focus its strategies on the United States and Europe; this is also due to (i) the intensification of the Ukrainian crisis which unfortunately will have effects on Russian tourist flows, and (ii) the prolongation of the restrictions caused by Covid-19 in the east (primarily China).

Shareholders' meeting

Sostravel reports that the Shareholders' Meeting will be held on 28 April 2022 on first call and on 29 April 2022 on second call.

The documentation relating to the items of the agenda and the draft financial statements as of 31 December 2021, drawn up according to Italian accounting principles and subject to auditing



by the company Audirevi S.p.A., will be made available to the public as well as on the website of sostravel.com S.p.A. (www.sostravel.com) in the 'Investor Relations' section, in compliance with the legal deadlines pursuant to Art. 2429 of the Italian Civil Code.

"2020 and 2021 were difficult years for international tourism and therefore for our business" - **declared Rudolph Gentile, Chairman and CEO of Sostravel** - "Nevertheless - **continued Gentile** - over the last few months we have worked on a consistent improvement of the APP as well as on the redefinition of a commercial strategy which will focus mainly on the United States and on certain strategic options which we will evaluate whether to activate in the coming months ".

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Sostravel, founded in 2017 by Rudolph Gentile, is a company operating in the market of passenger assistance services. The Company operates under the “Sostravel” and “Flio” trademark, and through the Sostravel App proposes itself as “aggregator” of a range of air passenger assistance services during the whole journey, from departure to arrival at the destination airport, with the aim of becoming an important reference point” for passengers “before, during and after their journey”.

For further information:

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Financial statements as of 31 December 2021
Income statement

Valori in euro	31-dic-21	31-dic-20
Ricavi	642.821	633.512
Variazioni per lavori interni	0	0
Atri ricavi	667.930	282.033
Totale Ricavi	1.310.751	915.545
Costi per materie prime	-399	-98
Costi per servizi	-1.055.536	-1.109.815
Costi per godimento beni di terzi	-53.996	-121.548
Costi del personale	-383.720	-416.231
Variazioni delle rimanenze	0	0
Altri costi	-169.737	-122.852
EBITDA	-352.637	-854.999
Ammortamenti	-777.970	-991.773
Svalutazioni	0	-45.395
Accantonamenti	-213.341	-64.660
EBIT	-1.343.948	-1.956.827
Proventi ed oneri finanziari (netti)	-9.258	-36.347
Rivalutazioni/Svalut. attività finanziarie	-30.000	0
Utile(perdita) prima delle imposte	-1.383.206	-1.993.174
Imposte	0	0
Risultato netto	-1.383.206	-1.993.174

Balance

Valori in euro	31-dic-21	31-dic-20
Immobilizzazioni immateriali	804.465	1.406.366
Immobilizzazioni materiali	872.875	905.229
Immobilizzazioni finanziarie	71.172	84.379
(A) Capitale immobilizzato netto	1.748.512	2.395.974
Rimanenze	0	0
Crediti commerciali	447.346	537.779
Altre attività	516.209	962.186
Debiti commerciali	-347.207	-457.247
Altre passività	-200.212	-304.794
(B) Capitale circolante gestionale	416.136	737.924
(C) Totale fondi	-134.941	-97.383
(D) = (A) + (B) + (C) Capitale investito netto	2.029.707	3.036.514
Disponibilità liquide	3.294.685	456.498
Passività finanziarie	-1.974.500	0
(E) Debiti/Crediti finanziari netti	1.320.185	456.498
(F) Patrimonio netto	3.349.892	3.493.012
(G) = (F) - (E) Fonti	2.029.707	3.036.514

sheet

Net Financial Position

Valori in euro	31-dic-21	31-dic-20
A Cassa	64	
B Altre disponibilità liquide	3.294.621	456.498
C Titoli detenuti per la negoziazione		
D Liquidità (A+B+C)	3.294.685	456.498
E Crediti finanziari correnti		
F Debiti finanziari correnti		
G Parte corrente dell'indebitamento non corrente	15.750	
H Altri debiti finanziari correnti		
I Indebitamento finanziario corrente (F+G+H)	15.750	
J Indebitamento finanziario corrente netto (I-E-D)	-3.278.935	- 456.498
K Debiti bancari non correnti	1.958.750	
L Obbligazioni emesse altri debiti non correnti		
M Altri debiti non correnti		
N Indebitamento finanziario non corrente (K+L+M)	1.958.750	0
O Indebitamento finanziario netto (cassa) (J+N)	-1.320.185	- 456.498

It should be noted that the aforementioned data is currently subject to auditing.