

PRESS RELEASE

SOSTRAVEL.COM RELEASES PRELIMINARY 2022 FINANCIALS WITH POSITIVE EBITDA, AND APPROVES THE 2023-2027 BUSINESS PLAN

Gallarate, February 2, 2023 – Sostravel.com S.p.A. (Euronext Growth Milan, ticker: SOS and OTCQB New York, ticker SOSAF), a digital travel company offering booking services, digital itineraries including information on flights and airports, car rental, proprietary experiences and services including the Lost Luggage Concierge through app [sostravel](#) and [flio](#) as well as through the platforms [www.sostravel.com](#) and [www.amareitalia.com](#), ("SosTravel" or the "Company"), announces that the Board of Directors, which met today, approved the Business Plan 2023-2027 (the "Plan"), which identifies the priority KPIs for growth for the digital travel business.

The Plan starts from the preliminary results of 2022 which reflect the effects of the merger with Digital Destination Company Srl (see press release of May 5, 2022) from January 1, 2022.

- Over 17 million euros in **revenues with a growth of 41.8%** on the 2021 pro-forma consolidated, which was at approximately 12 million euros. This growth is mainly attributable to higher sales of holiday packages.
- **EBITDA** of approximately 22 thousand euros positive, compared to the 2021 pro-forma of approximately -27 thousand euros. The margin in 2022 stands at around 0.1%, substantially in **break-even**.
- **NFP (cash)** of 805 thousand euros, down on the 2021 pro-forma figure of approximately 1.8 million euros mainly because of (i) the interest-free loan of 700K euros granted by the Company to Trawell (see press release dated November 11, 2022) and the costs associated with the merger operation.
- Over 1 million profiled users
- Over 935,000 trips completed on the app
- Over 2.5 million app downloads

The data relating to 31 December 2022 are preliminary management figures and have not yet been audited.

The Plan illustrates the strategies that the Company intends to undertake for the growth of its business, focusing on the development of proprietary digital travel solutions called Private Labels, which include designing and distributing online travel solutions under the "AmareItalia",

“AmareSharm” and “AmareKenya” brands.

In particular, the Company intends to: (i) continue the online marketing of the Secret Village® offers for Sardinia, (ii) increase the revenues of the new [amareitalia.es](https://www.amareitalia.es) platform, (iii) increase the flexibility for departures, stays, and the duration of the offers for the Red Sea, and distribute the offers relating to Kenya through third-party platforms, (iv) increase revenues in relation to the sale of the Lost Luggage Concierge service in the new airport spaces of Linate and Malpensa.

In addition, in the forecast period 2023-2027, the Company intends to optimize the cost structure thanks to automation and the use of greater technology in internal processes.

The Company also intends to increase the offer of digital services to travelers, adding to its portfolio, in addition to the Lost Luggage Concierge service for the protection and recovery of luggage, the Dr. Travel telemedicine service for travelers, the commercial launch of which is confirmed for the first quarter of 2023.

Taking into consideration the average growth of the online travel market, estimated at 14.9% in the period (Source: Facts & Factors Report, September 2022), having also weighted the risks and possible adverse effects, the Company announces that the activities described above aim to achieve the following financial results in 2027.

KPIs €'000	2021A SOS	2021A DDC	2021 PF	2022P	2023E	2024E	2025E	2026E	2027E
Ricavi	1.311	10.789	12.099	17.157	18.051	20.993	25.075	29.019	32.501
Crescita YoY %	n.a.	n.a.	n.a.	41,8%	5,2%	16,3%	19,4%	15,7%	12,0%
EBITDA	(353)	326	(27)	22	455	1.292	2.179	3.155	3.832
EBITDA margin %	(26,9%)	3,0%	(0,2%)	0,1%	2,5%	6,2%	8,7%	10,9%	11,8%
PFN	1.320	494	1.814	805	755	1,577	2,617	4,509	4,893

Rudolph Gentile, President of Sostravel.com commented: *“We are happy to be able to present to investors a coherent and detailed industrial plan for the growth of the company with positive results in terms of revenue growth, margins, and NFP and which we are sure will increase the interest - already expressed – from institutional investors to invest in the Company's capital.”*

Carmine Colella, Chief Executive Officer, continues: *“We present the Sostravel.com 2027 Plan starting from the good preliminary results of 2022, with a conservative view of the business, in line with the priorities of the new management who took office in November last year: flexible cost structure, preserving cash and balance cost control with capex, and EBITDA breaking-even in 2022 and growing over the period of the plan.”*

Gentile concludes: *“Sostravel.com offers investors unique exposure to the growth of the travel industry and digital travel services.”*

For more information:

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