



## PRESS RELEASE

# TRAWELL CO APPROVES THE 2027 STRATEGIC PLAN: REVENUES CAGR BY +8.2% & EBIT CAGR +12.1%

Gallarate, 17 October 2022 - The Board of Directors of TraWell Co S.p.A. (Euronext Growth Italia, ticker: [TWL](#)), approves the 2022-2027 Strategic Plan, identifying four priority areas for growth: new concessions, improvement of points of sale, digital services and commitment to the full expression of the Group's value. The operations of TraWell Co already from the current year are positively transformed by the Covid-19 pandemic and will develop on four major pillars:

- Renewal and acquisition of new commercial spaces in airports with higher profitability, taking advantage of the weaknesses manifested by competitors, with an increase in sales from 21ml expected in 2022 to 31.2ml expected in 2027.
- Improvement of the points of sale with a view to increasing profits for each area, diversification of products sold and customer loyalty, with the aim of bringing EBITDA from 4.1ml expected to 7ml expected.
- Expansion of the offer of services through the digital channel, taking advantage of the participation in the digital services app for travellers [www.sostravel.com](http://www.sostravel.com), with the effects of increasing the average expenditure per traveller.
- Resumption of Investor Relation activities to more effectively communicate the company's progress, allowing the shares and Warrants 2024 to reflect the value generated by the Group, expanding the investor base and improving the liquidity of listed securities.

# Management Comments

The President and CEO of the TraWell Co group: "We are happy to be able to present to international investors a coherent and detailed business plan for the growth of the company with positive results in terms of revenue growth, margins and NFP."

"We present the TraWell 2027 Plan on a constant perimeter basis, without adding new concessions in the calculation of financial performance. The increase in agreements with new airports will be communicated to investors with an update of the plan.

Also, thanks to the excellent results achieved in the first six months of the year and communicated in the September half-year report, TraWell is in an excellent position to benefit from the growth in passenger traffic and the growth in travel-related retail services."

## Financial review

(Amount in € Mio)	2021	2022	2023	2024	2025	2026	2027
<b>REVENUES</b>	20,0	21,0	23,6	25,8	27,2	28,8	31,0
<b>EBITDA</b>	2,3	4,1	4,6	5,4	6,0	6,4	7,0
<b>Ebitda %</b>	12%	19%	20%	21%	22%	22%	22%
<b>EBIT</b>	1,0	3,8	4,0	4,9	5,5	6,1	6,5
<b>P&amp;L</b>	0,7	3,1	2,7	3,6	4,1	4,6	5,0
<b>NFP (Cash)</b>	9,3	7,6	5,7	3,1	0,4	(2,8)	(6,0)

## To Receive the Business Plan

You can download the document from the Financial Report section of TraWell Co [IR website](#)

## About TraWell Co

TraWell Co has a unique position as a publicly traded airport services company operating 137 stores in 39 airports around the world. It allows investors to gain exposure to sectors with high CAGR (air travel and retail), as shown by the results for the first half of 2022. TraWell Co. S.p.A. is listed on Euronext Growth Italia, ticker: [TWL](#).

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