



## **PRESS RELEASE**

### **VAR GROUP S.P.A. GROWS IN SECURITY SERVICES THROUGH THE INTEGRATION OF YARIX S.R.L., A LEADING ITALIAN COMPANY IN CYBERSECURITY SERVICES**

- **From November 2016, business and financial results of Yarix S.r.l., which is 50% owned by Var Group S.p.A., will be accounted with full consolidation method, entering into the scope of consolidation of Sesa Group**
- **The Yarix's offer of Cybersecurity Services will be integrated in Var Group's one - Managed and Security Services segment - and will be also available within Var Group's cloud computing offering**
- **Sesa Group carries on the strategy of investment and focusing on value-added areas, potential source of development and generation of Ebitda. For the year ending on December 31, 2016, Yarix S.r.l. pursues target of Euro 4 million in revenues, Euro 600 thousand in Ebitda, Euro 350 thousand in net profit, with a Net Financial Position close to break even**

**Empoli, 7 November 2016** – Var Group S.p.A. company wholly owned by Sesa S.p.A., a leading Italian operator in the field of added-value IT solutions for the business segment, announces the signing of a framework agreement for the inclusion in its system integration offering of Yarix's business, which is 50% owned by Var Group S.p.A., while the remaining 50% is held by some managers involved in the business management including the founder Mirko Gatto.

Yarix S.r.l., based in Montebelluna and with a research and development laboratory in Tel Aviv, operates with the mission to protect the companies' information system and IT data from the risk of loss and cyber crime, which are affecting IT sector.

Yarix's offer will be fully integrated in Var Group's one - Managed and Security Services segments - and will be also available within Var Group's cloud computing offering, supporting even more completely the business of customers in an increasingly critical area like that Cybersecurity Services.

This agreement follows the acquisition by Var Group S.p.A. of 50% of Yarix's share capital for a price of Euro 600 thousand plus an earn-out payable in 2018 on the basis of operating earnings (Ebitda) achieved in the two-year period 2016-17, allowing Sesa Group to appoint the majority of the company's Directors and fully consolidate its economic and financial results starting from November 2016.

For the year ending on December 31, 2016 Yarix S.r.l. pursues target of Euro 4 million in revenues, Euro 600 thousand in Ebitda, Euro 350 thousand in net profit, with a Net Financial Position close to break even and an outlook of further growth in the following year. This agreement is part of the strategy of investment and focusing of Sesa Group on value-added areas of IT market, with potential of growth and generation of Ebitda.

*"In an IT market that shows signs of recovery we continue to invest in higher value-added and most innovative areas (Cloud Computing, Security Services) supporting Italian companies in the path of growth and technological innovation. Yarix's offer will be integrated in Var Group's one of IT Managed and Security Services, contributing to increase the focus on the most innovative and potential areas of the market of IT services for businesses",* stated Giovanni Moriani, Vice-Chairman of Sesa and Chairman of Var Group.

*"The integration of Yarix in the portfolio of Var Group services, will grant to the company a greater visibility and growth, developing new opportunities of business and synergies in order to face the increasing needs of client data protection",* stated Mirko Gatto, Chairman and founder of Yarix.

*"The integration of Yarix is consistent with the strategy to carry out acquisitions direct to develop the Group's core*

*business, in areas with increasing value-added, development potential and Ebitda generation, with the aim of generating additional business in segments with Ebitda margin and growth rates higher than historical average ones of the Group, in order to satisfy the increasing need of technological innovation of our customers", stated Alessandro Fabbroni, CEO of Sesa.*

\* \* \*

This press release is also available on the Company's website [www.sesa.it](http://www.sesa.it), as well as on the authorized storage mechanism consultable at the website [www.emarketstorage.com](http://www.emarketstorage.com).

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*Sesa S.p.A., based in Empoli (Florence) and activities throughout the Italian territory, is the head of a Group leader in Italy in the distribution of high value-added products and IT solutions to the business and professional segment, with Consolidated revenues equal to Euro 1.230 billion and 1,215 employees (source: last Consolidated Financial Statements at 30 April 2016). The Group has the mission of bring the most advanced technological solutions of international Vendors of ICT in the districts of the Italian economy, leading companies and entrepreneurs in the path of technological innovation, with particular reference to the SME and Enterprise segments. By partnering with the global leading brand in the industry, the skills of its human resources and investment in innovation, the Group offers ICT products and solutions (design, education, pre and post sales, cloud computing) to support the competitiveness of enterprises customers.*

*Sesa is listed on the STAR (MTA) of the Italian Stock Exchange with a free float of about 45%.*

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