



## **PRESS RELEASE**

### **SESA GROUP AND CABEL GROUP (OPERATOR ACTIVE IN THE FIELD OF IT SERVICES FOR THE FINANCE SEGMENT) ANNOUNCE THE SIGNING OF A PARTNERSHIP AIMED TO STRENGTHEN OPERATIVE AND COMMERCIAL SYNERGIES**

#### **SESA GROUP ACQUIRES 3.86% OF THE CAPITAL OF CABEL HOLDING S.P.A.**

##### **Empoli, 17 May 2017**

Sesa S.p.A., a leading Italian operator in the field of high value-added IT solutions for the business segment, with a turnover of over Euro 1,2 billion, announces the signing of a strategic partnership with Cabel Group based in Empoli, already Sesa Group's partner in the field of IT services.

Simultaneously, Sesa Group communicates the acquisition of a minority stake equal to 3.86% in the capital of Cabel Holding S.p.A., through the purchase by Sesa S.p.A. and Var Group S.p.A. of two equal stakes of 1.93% respectively.

Cabel Group provides specialized organization and IT services for the financial sector. Cabel Holding S.p.A., parent company of Cabel Group, also through its main subsidiary Cabel Industry S.p.A. recorded a turnover of over Euro 30 million and provides IT, consulting and organization services with a portfolio of about 60 customers in finance and utilities fields (both Italian and foreign banks, Sim, SGR and services).

Cabel Group recently signed a strategic partnership with Oracle for the development and supply on Italian market of ERP solutions on Oracle *Flexcube* international platform. Oracle is a leading *Titan High Tech*, already reference vendor of Sesa Group specializing in database and ERP solutions for the financial sector with its division Oracle *Financial Service Software*.

The partnership aims to create synergies by supporting the growth of the Cabel Group with the provision of services (among which strategic outsourcing and disaster recovery services) and the use of Group Sesa own Data Center. Var Group S.p.A. will also support the marketing of Cabel ERP services within the Italian territory through its sales network.

Group Sesa acquires 3.86% of Cabel Holding S.p.A. capital for a price of Euro 2 million (1.93% for Euro 1 million acquired by Sesa S.p.A. and 1.93% for Euro 1 million acquired by Var Group S.p.A.). Cabel Group financial statements at 31 December 2015 showed consolidated revenues over Euro 30 million, an Ebitda result over Euro 5 million, a net result about Euro 1 million, an equity of Euro 1 billion and net financial position (active) for Euro 4 million.

*"The acquisition of Cabel Holding's equity stake represents an opportunity to strengthen the link that already exist between the two industrial Groups, both based in the same technological pole in Empoli, supporting projects of development of the human capital and software solution provided by IT Titan such as Oracle, our strategic partner"* stated Paolo Castellacci, Chairman and founder of Sesa.

*"Collaboration with Cabel will permit Var Group to move forward in development of its business in higher value IT segments and focus on innovative and high potential growth market areas"*, stated Giovanni Moriani, Vice President of Sesa.

*"The agreement and the industrial partnership will set a structured collaboration between Sesa Group and Cabel Group, with potential benefits in revenues and profitability of both Groups which operate in complementary areas with high specialization in their respective fields of the Italian IT market, promoting the exchange of skills and know-how in Sesa Group's strategic areas such as software solutions, cloud computing and managed services", stated Alessandro Fabbroni, CEO of Sesa.*

*"Thanks to this partnership Cabel and Sesa sign a partnership agreement, not only in the areas already developed, but towards new projects and new strategies. Our complementarity, together with the relevant expertises of both Groups, both in technology and in the provision of services, will create value also as a consistent growth of our respective market positions also in favour of our technological pole", stated Francesco Bosio, Chairman of Cabel Holding.*

*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, Managed and Security Services) 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 47%.*

For Financial Information	For Media Information
Sesa S.p.A. Conxi Palmero, Investor Relations Manager +39 0571 997326 investor@sesa.it	Idea Point S.r.l. Alessandro Pasquinucci +39 0571 99744 info@ideapoint.it