



PRESS RELEASE

SESA GROUP EXPANDS IN DIGITAL MEDIA SECTOR THANKS TO THE PARTNERSHIP WITH THE GLOBAL VENDOR ADOBE

Empoli, 4 November 2019

Sesa Group, reference player in Italy in the sector of value-added IT solutions for the business segment, announces the acquisition through its subsidiary Computer Gross, active in the Value Added Distribution sector, of 100% of the company Pico S.r.l., based in Reggio Emilia, a company active in the offering of Digital Media software solutions, long-term partner of the Enterprise Software Vendor Adobe, with revenues at 31 December 2018 of approximately Euro 20 million.

Pico S.r.l., with headquarters in Reggio Emilia and branches in Milan and Rome, has a human capital of about 25 resources specialized in Digital Media.

Thanks to this operation, Sesa Group strengthens its positioning in a sector with high growth potential such as Digital Media, in partnership with a leading International Vendor like Adobe, global reference operator in Digital Transformation & Imaging. The transaction allows the Group to penetrate new customer ecosystems with an additional customer base of over 500 new clients and potential positive cross-selling effects, integrating new highly specialized skills in a prospective development market area.

Sesa Group expects that the integration of Pico will generate additional revenues for approximately Euro 25 million with operating profitability and working capital absorption in line with the Group's historical average ones, contributing to the future sustainable development path. The price for the acquisition of the company was approximately Euro 1 million, partially conditioned by the business continuity.

"The integration of the Vendor Adobe offering allows us to enable new business opportunities and meet our customers' increasingly demand for digital transformation" stated Paolo Castellacci, Chairman and founder of Sesa.

"Sesa Group continues its strategy of focusing on high value-added IT areas in order to support the competitiveness and innovation of the Italian economy, developing our human capital with the entry of new resources highly specialized in the digital media sector" stated Alessandro Fabbroni, CEO of Sesa.

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This press release is also available on the company's website www.sesa.it, as well as on the authorized storage mechanism *eMarket Storage* consultable at the website www.emarketstorage.com.

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Sesa S.p.A., based in Empoli (Florence) and activities throughout the Italian territory and some European areas such as Germany, is the head of a Group leader in Italy in the sector of value-added IT solutions for the business segment, with consolidated revenues of about Euro 1,550 million, an Ebitda equal to Euro 74.3 million, a consolidated net profit of Euro 33.4 million and around 2,000 employees at 30 April 2019. The Group has the mission of bring the most advanced technological solutions of major international Vendors of IT in the districts of the Italian and European economies, leading companies in the path of technological innovation. Thanks to the partnership with the global leading player in the sector, the skills and consultancy capabilities of its human resources and the vertical solutions developed for Made in Italy districts, the Group offers ICT services and solutions (design, education, Managed Services, Digital Security Services, ERP & Vertical Solutions, Digital Transformation Services) to support the competitiveness and the digital transformation of customers.

Sesa Group operates through three main business sectors: the VAD sector with revenues for Euro 1,301.3 million, an Ebitda equal to Euro 46.6 million, a net profit of Euro 23.9 million; the SSI sector with revenues for Euro 342.8 million, an Ebitda equal to Euro 26.2 million, a net profit of Euro 9.6 million; the Corporate sector with revenues for Euro 17.1 million and an Ebitda equal to Euro 1.7 million. At a consolidated level, Sesa recorded at 30 April 2019 Total Revenues and Other Income for Euro 1,550.6 million, an Ebitda equal to Euro 74.3 million, a consolidated net profit of Euro 33.4 million (source: consolidated financial statements at 30 April 2019).

Sesa Group pursues a sustainable growth policy towards all Stakeholders and recorded in the period 2011-2019 a track record of continuous growth in employment and revenues (revenues CAGR 2011-2019 +9.6%) and profitability (Ebitda CAGR 2011-2019 +10.1%). Sesa shares are listed in the MTA Italian Stock Exchange (STAR segment). ISIN Code: IT0004729759.

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