

PRESS RELEASE

SESA GROUP ESTABLISHED BASE DIGITALE, ACTIVE IN THE BUSINESS SERVICES AND BUSINESS PROCESS OUTSOURCING SECTOR WITH CUSTOMERS IN FINANCE SECTOR

MARCO AND LEONARDO BASSILICHI, BUSINESSMEN WITH MULTI-YEAR EXPERIENCE IN THE SECTOR, WILL HOLD 50% OF BASE DIGITALE WITH KEY ROLES IN LEADING THE BUSINESS

BASE DIGITALE WILL ENTRY IN THE SCOPE OF CONSOLIDATION OF SESA WITH INITIAL REVENUES OF ABOUT EU 50 MN AND OVER 250 HUMAN RESOURCES

Empoli, 14 February 2020

Sesa S.p.A., reference operator in Italy in the sector of value-added IT solutions and services for the business segment, announces that today through the operating holding Base Digitale, based in Florence, 50% owned by Sesa S.p.A. and 50% by Marco and Leonardo Bassilichi, acquired 100% of the capital of ABS Technology S.r.l. and 100% of B.Services S.r.l., active in the Business Services and Business Process Outsourcing sector.

The transaction was carried out through the establishment of a newco called "Base Digitale", jointly owned by Sesa S.p.A. (50%) and Marco and Leonardo Bassilichi (50%), with whom Sesa Group will develop the business project, with key roles and a multi-year collaboration aimed at a long-term sustainable growth.

To Base Digitale will refer the companies ABS Technology S.r.l. and B.Services S.r.l. with over 250 resources and approximately Euro 50 million of revenues, specialized in the provision of Business Services and BPO for the financial and large enterprise sector, allowing Sesa Group to operate in an additional market segment with primary customers including some of the main banking groups active on the Italian market.

Thanks to this operation, Sesa Group will develop a business line into its scope of consolidation with an initial turnover of Euro 50 million and an operating profitability in line with the Group's average one, and an initial NFP in substantial break even, developing synergies aimed at pursuing a sustainable growth strategy for the benefit of all Stakeholders.

"We are pleased to develop a long-term industrial project together with one of the most important Italian operators in the digital services sector such as Sesa Group, with which we have a long-term collaboration and a common vision to do business, manage human capital and the relationships with customers to which we will make available innovation and digital services to support digital transformation" stated Marco and Leonardo Bassilichi, President and CEO of Base Digitale S.p.A.

"Sesa Group continues its strategy of focusing on value-added business areas, developing a complementary sector with high potential for synergies and value generation. Thanks to this operation, our human capital is enriched with over 250 highly specialized resources and an initial turnover of Euro 50 million in the Business Services sector with further growth and value generation prospects" stated Alessandro Fabbroni, CEO of Sesa.

"We extend the skills of Sesa Group, with the entry of Marco and Leonardo Bassilichi, with whom we have a long-term collaboration, as part of a wide-ranging business development project and important partnerships with customers and operators of the sector to which we will provide our support skills in the path of innovation and digital transformation" concluded Paolo Castellacci, President and Founder of Sesa.

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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