



## PRESS RELEASE

### **SESA GROUP STRENGTHENS ITS POSITIONING IN CYBERSECURITY THANKS TO THE DISTRIBUTION AGREEMENT WITH FORTINET IN ITALY**

**Empoli, 20 February 2020**

Sesa S.p.A. leading Italian operator in the field of IT solutions for the business segment announces that Computer Gross, head of Group's VAD ("Value Added Distribution") sector, has signed a distribution agreement for the Italian market with Fortinet, a global leader in broad, integrated and automated cybersecurity solutions for carriers, data centers, enterprises, and distributed offices.

With this agreement, Computer Gross is reinforcing its leadership in the Italian VAD market, further expanding the portfolio of added-value solutions, with an higher focus on Security, which is one of the most dynamic and growing market area, following the increasing demand of data protection and IT security.

*"The agreement with Fortinet represents for us a further step along our development strategy on the cybersecurity market and allows us to open up to new business and growth opportunities"* stated Paolo Castellacci, President and Founder of Sesa.

*"Sesa Group proceeds in its sustainable growth strategy, focusing on the most added-value and potential growth areas in the IT market, expanding its offering of IT Security solutions and improving the expertise of its human capital. The demand for data protection and IT Security is growing constantly, due to the exponential increase in data managed by IT systems and the potential cyber attacks"*, stated Alessandro Fabbroni, CEO 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.*



**For Media Information**

Community S.r.l.  
Lea Calvo Platero  
+39 02 89404231 - [sesa@communitygroup.it](mailto:sesa@communitygroup.it)

Idea Point S.r.l.  
Alessandro Pasquinucci  
+39 0571 99744 - [info@ideapoint.it](mailto:info@ideapoint.it)

**For Financial Information**

Sesa S.p.A.  
Conxi Palmero, Investor Relations Manager  
+39 0571 997326 - [investor@sesa.it](mailto:investor@sesa.it)