



## PRESS RELEASE

### SESA GROUP STRENGTHENS IN SOFTWARE SECTOR VAR GROUP PURCHASES 100% OF DI.TECH, EXPANDING ITS SOFTWARE SOLUTIONS IN THE FOOD DISTRIBUTION SECTOR

**Empoli, June 24, 2020**

Sesa Group ("SESA" – SES.MI), a leading Italian operator in the field of IT and digital solutions and services for the business segment, signed a binding agreement in execution of which Var Group S.p.A., Sesa wholly-owned subsidiary active in the Software and System Integration, will acquire 100% of Di.Tech S.p.A. ("Di.Tech") by July 10, 2020.

Di.Tech, based in Bologna and with a human capital of over 250 specialized resources of which over 120 employed in the subsidiary Beeneer in Romania, is a company active in the development and supply of software solutions and IT services for the organized food distribution sector, in particular in the management of the information systems of logistics, supply chain and store management. Di.Tech is the key digital partner for IT services and solutions of Conad Group, leading operator in Italy in the food retail sector with over 3,300 points of sale.

Di.Tech recorded in the fiscal year at December 31, 2019 revenues equal to Eu 19 million, an Ebitda of approximately Eu 2.0 million, a net profit of Eu 487 thousand, an active Net Financial Position ("NFP") for around Eu 2.0 million and equity of Eu 4.1 million at the closing date. The selling part consists of Conad Nord Ovest S.C., Conad Consorzio Nazionale Dettaglianti S.C., Conad Adriatico S.C., PAC 2000A S.C., CE.DI Marche S.C. which today jointly hold 100% of Di.Tech share capital.

The transaction involves, in addition to the acquisition of 100% of Di.Tech, the signing of a 48 months lasting commercial partnership agreement between Di.Tech and Conad Group for the provision of software services and solutions. The acquisition price is consistent with the valuation criteria adopted by Sesa Group in the latest M&A transactions and will be paid in part at closing and in part after 18 months with an Earn out mechanism based on business continuity and the strategic partnership with Conad.

Thanks to this acquisition, Var Group strengthens as a reference digital partner in Italy in the software and business applications sector for food distribution, making use of Di.Tech's human capital skills and specialized solutions. It's also confirmed the support of Var Group towards the excellent Made in Italy companies, as technological innovation partner, in a phase of strong market evolution and acceleration of digital transformation, especially in the food distribution sector.

The transaction is part of Sesa Group's strategy of continuous investment and focus on with higher value-added areas in the Information Technology sector, with growth potential and long-term value generation.

*"Thanks to this operation, we further enrich our skills in the software solutions sector to support the digital transformation of the companies, increasingly oriented towards digitalization, in a fundamental sector for the national economy such as the food distribution. To face the challenges and digital transformation of companies, in the current restart phase, investments in innovative technologies and specialized human capital with deep knowledge of business processes are needed",* stated Francesca Moriani, CEO of Var Group.

*"We are pleased to consolidate the partnership with Var Group and Sesa Group, primary national operator in the IT sector, always oriented towards sustainable and long-term management in partnership relations and in the development of innovation and human capital",* stated Francesco Avanzini, General Manager of Conad. *"The market requires companies to be smart, combine expertise and flexibility and develop ecosystem relationships ensuring the value chain. Di.Tech today accelerates its evolution path, enhancing its skills and*



*taking advantage of synergies rising from the belonging to a such important Group, remaining alongside customers and the retail industry, with renewed determination” stated Ennio Comini, CEO of Di.Tech.*

*“In a phase of strong acceleration of the digital transformation, Sesa Group continues its investment strategy in skills and innovation, enriching its human capital with specialized resources in a strategic sector such as software solutions for food distribution one. Starting from January 2020, Sesa Group carried out 9 acquisitions with additional revenues of approximately Eu 90 million and a human capital of over 500 resources, reaching a total of approximately 3,000 employees. The acceleration in the use of external growth adopted in the current restart phase, through long-term industrial projects, will feed Sesa Group’s future path of sustainable development”, 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 1,775 million and approximately 2,500 employees at April 30, 2020.*

*The Group has the mission to offer technological solutions and digital transformation services to Italian and European companies and organizations, leading them in the technological innovation path. Thanks to the skills and specialization of its human resources and the vertical solutions developed, the Sesa Group offers IT services and solutions from technological solutions to Collaboration, Cloud, Digital Process, ERP & Vertical Solutions, Security in support of digital transformation of partners and customers.*

*Sesa Group operates through three main business sectors:*

- the VAD (Value Added Distribution) sector with revenues for Euro 1.4 billion and about 400 human resources;*
- the SSI (Software e System Integration) sector with revenues for Euro 405 million and approximately 1,800 human resources;*
- the Corporate sector with revenues for around Euro 20 million and 180 human resources.*

*Starting from March 2020 it began the consolidation of the Business Services sector with pro-forma annual revenues of approximately Euro 50 million and a human capital of 300 human resources specialized in Business Process Outsourcing for the financial sector.*

*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, revenues (revenues CAGR 2011-2020 +10.1%) 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

Idea Point S.r.l.  
Alessandro Pasquinucci  
+39 0571 99744 - info@ideapoint.it

#### **For Financial Information**

Sesa S.p.A.  
Conxi Palmero, Investor Relations Manager  
+39 0571 997326 - investor@sesa.it