



PRESS RELEASE

**CONSOLIDATED TURNOVER AT APRIL 30, 2020 EQUAL TO EU 1.775 BILLION (+14.4%),
UP BY 6.5% IN THE FOURTH QUARTER OF THE FISCAL YEAR**

**STRENGTHENING OF WELFARE PLAN TOWARDS HUMAN CAPITAL:
OVER 2,500 EMPLOYEES AT APRIL 30, 2020 UP COMPARED TO 1,900 AT APRIL 30, 2019**

Empoli, June 5, 2020

Sesa S.p.A., a leading Italian operator in the field of IT solutions and services for the business segment, recorded in the fiscal year at April 30, 2020 consolidated Revenues and Other Income for approximately Euro 1,775 million¹ (preliminary data, the final results will be approved by the Board of Directors of July 14, 2020), up by 14.4% compared to a total of Euro 1,551 million at April 30, 2019. In particular, in the Fourth Quarter of the fiscal year 2020 (three-month period from February 1, 2020 to April 30, 2020) Sesa Group achieved Revenues and Other Income for around Euro 430 million, with a 6.5% growth compared to the Fourth Quarter at April 30, 2019.

Sesa Group strived to manage the effects of the Covid-19 crisis on its operations by ensuring the continuity of its services during the lockdown with maximum attention to the protection of workers' health, essential priority in all decisions made during this period. Despite the impact of Covid-19 emergency, Sesa Group's capacity for continuous and sustainable growth is confirmed, supported by the development of skills and human capital. The Group's human resources exceed the threshold of 2,500 employees at April 30, 2020 (99% indefinitely employed), with an increase compared to 1,900 resources at April 30, 2019, of which 100 employed in companies active abroad, mainly in Germany. Over 200 hires were made during the fiscal year, mainly young people from universities and training schools, inserted with education paths in the most innovative IT areas, through traineeships and apprenticeships (over 50 trainees and 215 apprentices at April 30, 2020). Human capital at April 30, 2020 benefitted from the dynamic M&A activity, focused on the industrial integration of companies with technical skills and specialization, allowing to enrich the staff with 400 new resources, of which 300 in the Business Services sector, recently integrated in the Group's scope.

Considering the health emergency, Sesa Group decided to further strengthen the welfare plan for the year 2020, in favour of human resources' well-being and quality of working life in a particularly critical phase such as the current one, through a complex set of initiatives towards workers.

- *Scholarships for reimbursement of school books expenses of employees' children;*
- *Contributions for summer centers and baby sitting, further strengthened following the Covid-19 emergency in order to allow a better work-life balance;*
- *Contributions for the purchase of IT devices in favour of employees' children in support of school activities in distance learning mode;*
- *Crèche grants for employees' children (for Empoli site access to the crèche);*
- *Flexible benefits to integrate family spending (food, sport, wellness, culture expenses) available in a flexible way on the digital welfare platform;*
- *Scholarships for workers' participation in part-time degree courses or university masters;*
- *Support to employees' sustainable mobility: reimbursement of public transport expenses;*
- *Support for the residential mobility towards under 35: contribution for workers who transfer their residence outside the family of origin;*
- *Covid-19 health insurance for the benefit of all workers in the whole 2020;*
- *Work-life balance and solidarity programs such as solidarity permits and vacations.*

¹ Unaudited preliminary data. The final results relative to the fiscal year ended April 30, 2020 including income and financial statements will be disclosed following the Board of Directors as of July 14, 2020.



The Group welfare plan is available on a digital platform that allows employees to select benefits and services, with a wider menu compared to 2019.

In support of welfare plan sustainability, Sesa Group's top managers decided to renounce a significant part of variable wages accrued in the first half 2020, in the awareness that the current Covid-19 emergency situation requires further attention to the issue of social responsibility.

The welfare plan 2020 is also supported by Sesa Foundation, a non-profit organization focused on social solidarity in the area, recently active also in support of hospitals and organizations involved in the management of the Covid-19 emergency.

"I deeply thank our human resources for the extraordinary effort made during this critical phase. The initiatives to promote work-life balance, focusing on people and the social community, are the key values for the Group's continuous and sustainable development. Our aim remains to make Sesa Group an ideal workplace", stated Paolo Castellacci, Chairman and founder of Sesa.

"We reinforce investments in skills and human capital, with a strong growth in our resources' size and quality thanks to selection, development and training programs integrated with targeted acquisitions of specialized companies, to support the technological innovation. The human capital development program has been speeded up in the current emergency phase, allowing the Group to evolve and support the main trends of digital transformation, fundamental in this phase of exit from the pandemic", stated Giovanni Moriani, Executive Vice President of Sesa.

"The current emergency requires a further strengthening of the corporate social responsibility role, with growing attention to human capital and the community. The convergence of hybrid and innovative organization models with digital technologies together with an increasing assumption of social responsibility are the best lever to face and get out from the global crisis. The welfare plan 2020 is in this direction, enriched with new initiatives aimed at supporting our human resources, with further attention to social responsibility and sustainability", 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 April 30, 2019.

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, Business Services, 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 1,301.3 million, an Ebitda equal to Euro 46.6 million, a net profit of Euro 23.9 million;

- the SSI (Software e System Integration) 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.

Starting from March 2020 it began the consolidation of the Business Service 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.

At a consolidated level, Sesa recorded at April 30, 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 with an equity of Euro 232.6 million an active Net Financial Position equal to Euro 41.8 million (source: consolidated financial statements at April 30, 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, 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

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