



PRESS RELEASE

SESA GROUP INVESTS IN THE REFURBISHED TECHNOLOGY SECTOR COMPUTER GROSS S.P.A. UP TO 55% OF SERVICE TECHNOLOGY S.R.L.

Empoli, June 09, 2020

Sesa Group (“SESA” – SES.MI), a leading Italian operator in the field of value-added IT solutions for the business segment, announces the purchase of a 36% stake of Service Technology S.r.l. through Computer Gross S.p.A., Sesa wholly-owned subsidiary active in the Value Added Distribution (“VAD”) sector, which rises to 55% of the capital.

Service Technology, based in Arezzo and with around 15 specialized resources, operates in the Green IT sector and offers *reverse logistics* services, management and reconditioning of IT products, dealing with the regeneration and *refurbished* activities of technology tools at the end of the first life cycle, thereby pursuing the sustainability of the IT infrastructure chain.

The operation offers opportunities for business development in a sector with growing demand and is motivated, among other things, by the attention to environmental sustainability, social responsibility and Green Technology. Thanks to the partnership with Computer Gross, Service Technology will develop operations related to the management of *e-waste* activities in support of environmental sustainability.

Service Technology, with expected revenues at December 31, 2020 of around Euro 6 million (up over 25% compared to 2019), has a human capital of 15 resources and operates with an Ebitda margin higher than the Sesa Group’s average one. The business plan aims at sustainable and long-term growth thanks to the synergies deriving from the business development that will be carried out together with Computer Gross.

The acquisition was carried out on the basis of a price in line with the EV/Ebitda ratio normally applied by Sesa Group (4.5x normalized average Ebitda) with adjustment mechanisms of interests and generating shared value. The founders, less than 35 years old, will remain involved in the governance of the company in the long term, dealing with the sustainable development of the business.

“In an IT market characterized by the quick products obsolescence, the correct management of the life cycle of IT infrastructures and the ability to give them, after the first cycle of use, a suitable placement on the market, minimizing the environmental impact, constitutes the vision of the Service Technology organization and represents an excellent opportunity for business development” stated Duccio Castellacci, CEO of Computer Gross.

“The Sesa Group accelerates its growth path, focusing on technological innovation and sustainability, developing its human capital’s skills and specialization. With this operation, since January 2020 we integrated into the Group annual additional revenues for approximately Euro 75 million and a human capital of over 150 resources, with an expected operating profitability (Ebitda) of around 10% of revenues. We strengthen our skills in a growing sector, consistently with our attention to environmental 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 1,775 million and over 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, Business Services, Security in support of digital transformation of partners and customers. Sesa Group operates through three main business sectors (source: consolidated financial statements at April 30, 2019):

- 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.

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.

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