



PRESS RELEASE

SESA GROUP INVESTS IN THE SECTOR OF TECHNOLOGIES FOR ENERGY EFFICIENCY AND ENVIRONMENTAL SUSTAINABILITY

PARTNERSHIP AGREEMENT BETWEEN COMPUTER GROSS AND PM SERVICE FOR BUSINESS DEVELOPMENT IN TECHNOLOGIES FOR ENVIRONMENTAL SUSTAINABILITY, CONVERGENT SECTOR WITH DIGITAL TECHNOLOGIES

Empoli, August 31, 2020

Sesa Group ("SESA" - SES.MI), reference operator in Italy in the sector of technological innovation and IT and digital services for the business segment, announces the definition through Computer Gross S.p.A., Sesa's fully owned subsidiary active in the Value Added Distribution ("VAD") sector, of an industrial partnership agreement for the business development in the sector of innovative technologies for the environmental sustainability and energy efficiency. The agreement also provides for the gradual acquisition of a majority stake in the capital of PM Service S.r.l.

PM Service, active for over 20 years in the sector, with expected revenues at December 31, 2020 for approximately Euro 22.5 million, has a human capital of 25 specialized resources and offers technological solutions for energy saving, e-mobility and home automation thanks to partnership with the main international Vendors.

The operation offers business development opportunities in a sector with progressive growth in demand and is motivated, among other things, by the growing attention of stakeholders to environmental sustainability, energy saving and e-mobility.

The industrial plan aims at sustainable and long-term growth thanks to the synergies deriving from business development to be created together with Computer Gross, enhancing the company's human capital and developing business with expected profitability in line with Sesa Group's average one. The founders, Massimo Innocenti and Andrea Parrini will remain involved for a multi-year period in the capital and management of PM Service, applying themselves to the sustainable development of the business together with Computer Gross.

The corporate acquisition will be carried out on the basis of a price in line with the reference EV/Ebitda ratio normally applied by Sesa Group with adjustment mechanisms of interests and generating shared value.

The transaction is consistent with Sesa Group's strategy of continuous investment and focus on higher value-added areas of technological innovation and digital services, with potential for growth and long term value generation and represents the eleventh acquisition carried out since the beginning of 2020 and in particular from the start of the pandemic emergency phase.

For PM Service, the agreement with Computer Gross lays the foundations for the realization of an always pursued project for the creation of the largest Italian pole of specialized value distribution, totally oriented towards the green economy with solutions for small medium large plants and the large market of energy saving.

"The market of energy efficiency and saving solutions is characterized by convergence towards digital technologies and shows a progressive growing demand. Thanks to the partnership with PM Service, we will create a new Computer Gross business unit, enhancing PM Service's human capital and skills, with long-term sustainable growth aims", stated Duccio Castellacci, CEO of Computer Gross.

"We are pleased to join the organization of Computer Gross and Sesa Group, collaborating in the development of a long-term industrial project and enhancing our experience in the segment of technological solutions for energy saving and environmental sustainability. This operation will allow us to further grow our human capital and technical skills at the service of the market", stated Massimo Innocenti and Andrea Parrini, founders and directors of PM Service.



“Sesa Group continues its growth path, focusing on technological innovation and sustainability, also through the use of external leverage. Faced with a gradual convergence of the energy efficiency and environmental sustainability sector with digital technologies, we strengthen our skills in a growing sector, in line with our attention to environmental sustainability and long-term development”, stated Alessandro Fabbroni, CEO of Sesa.

Sesa S.p.A., based in Empoli (FI), is reference player in Italy in technological innovation solutions and IT and digital services for business segment. The Sesa Group operates on the whole national territory with presence over some European countries including Germany, Spain, Switzerland, with consolidated revenues of Euro 1,776 million, an Ebitda of Euro 94.5 million, a consolidated net profit after tax of Euro 42.2 million with over 2,500 employees (Financial Year data as of April 30, 2020).

The Group has the mission of offering technological innovation solutions and Digital Transformation services to companies and organizations. Thanks to the skills and specializations of its human resources and the solutions developed, Sesa Group operates in sectors such as Collaboration, Cloud, Digital Process, ERP & Vertical Solutions, Security to support digital transformation of partners and customers.

The Sesa Group operates through three main business sectors:

- the VAD (Value Added Distribution) Sector with Revenues of € 1.45 billion and approximately 400 human resources;*
- the SSI (Software and System Integration) Sector with revenues of approximately Euro 400 million and over 1,800 employees;*
- the BS (Business Services) Sector with revenues of approximately Euro 50 million and approximately 300 employees, consolidated since March 2020.*

The Corporate Sector manages Group operating and financial platform as well as the Strategic Governance with revenues of approximately Euro 20 million and 180 human resources.

The Sesa Group pursues a sustainable development policy for the benefit of its Stakeholders and over 2011-2020 period has achieved a track record of continuous growth in employment, revenues (CAGR revenues 2011-2020 +10.1%) and profitability (CAGR Ebitda 2011 -2020 + 11.9%, CAGR EAT Adjusted 2011-2020 +15.2%). Sesa S.p.A. is listed on the STAR segment of Borsa Italiana MTA Market (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