



## PRESS RELEASE

### SESA GROUP STRENGTHENS IN ERP SOFTWARE AND VERTICAL SECTOR WITH THE FOURTEENTH ACQUISITION SINCE THE BEGINNING OF THE YEAR

#### VAR GROUP ACQUIRES THE COMPANY BRANCH SOFTWARE ME.R.SY (*MERCHANDISE RETAIL SYSTEM*) FROM *DIEBOLD NIXDORF ITALIA*

**Empoli (FI), December 23, 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, communicates the signing through Var Group S.p.A., head of the Group's *Software and System Integration* sector, of a binding agreement with *Diebold Nixdorf Italia* (Italian division of the multinational *Diebold Nixdorf*, specialized in solutions and services for the Retail and Banking sector), for the purchase of the ERP software Me.R.Sy (*Merchandise Retail System*) company branch, effective from January 1, 2021.

The Me.R.Sy company branch includes 19 specialized employees operating in central-northern Italy and the ownership of the ERP application software Me.R.Sy, with a *customer base* of companies belonging to the Retail market of Organized Distribution and annual revenues for Euro 4 million, with an Ebitda margin of about 15% of revenues.

This is the fourteenth acquisition of Sesa Group since January 2020, carried out on the basis of a price in line with the reference EV/Ebitda ratio (4.75 x normalized Ebitda) normally applied by Sesa Group. The operation involves the enhancement of human capital and the permanence and involvement of the general manager Maurizio Biagi, with aims of growth and generation of sustainable value. The transaction strengthens the existing collaboration and partnership between Var Group and Diebold Nixdorf for the offer of solutions and services in the retail sector on the Italian market.

The purchase of Me.R.Sy will further strengthen the offer of ERP application solutions and digital services to the Retail market of *Organized Distribution*, in particular for *Food Retail* segment; the operation follows the Var Group acquisition of Di.Tech S.p.A. (main digital partner of CONAD Group) with 290 specialized resources and annual revenues of approximately Euro 20 million, already announced in June 2020.

With the purchase of Me.R.Sy, Sesa Group strengthens its positioning as a reference player in the *ERP & Vertical Solutions* sector for the *Enterprise* segment, with a turnover of approximately Euro 145 million and over 5,000 customers throughout the country, in a crucial moment of digital transformation of the Italian economy districts.

*"Me.R.Sy's software solutions and human resources' skills will be enhanced within our organization, helping to expand the offer of ERP management solutions on a proprietary platform for the Italian medium-sized enterprise towards a fundamental business sector such as Food Retail. Thanks to this operation, Var Group S.p.A. reaches a critical mass of Euro 145 million in revenues and over 5,000 customers in the ERP & Vertical Solutions sector, strengthening the role of reference operator on the Italian market for the Enterprise segment"*, stated Francesca Moriani, CEO of Var Group.

*"For the Retail market, Diebold Nixdorf has chosen to focus its strategy and investments on the company's core business, that is on the program Storevolution<sup>TM</sup> which provides Open Retail solutions both self-service and assisted for points of sale. From this strategy derived the agreement with Sesa Group for the sale to Var Group of the Me.R.Sy company branch. Diebold Nixdorf's aim in selecting the buyer was to ensure business continuity and evolution for Me.R.Sy customers and staff stability. The confirmations provided by Var Group on these two points, combined with its successful business reality and the significant economic market dimension of SeSa Group, led Diebold Nixdorf to select them among other candidate buyers. I am sure that*



*the professional collaboration we already have with Var Group will certainly be strengthened thanks to this operation and extended to Sesa Group, to the benefit of the market in which we operate” stated Lorenza Sbarbaro, CEO of Diebold Nixdorf Srl.*

*“Sesa Group continues its growth path, further strengthening its role as a reference operator in Italy in the sector of technological innovation solutions and digital services for the Enterprise segment. With Me.R.Sy we carry out the fourteenth acquisition since the beginning of 2020, with targeted investments in skills and human capital development and an additional perimeter deriving from the latest M&A operations of approximately Euro 110 million in revenues, a 10% expected Ebitda margin and a human capital of over 800 resources. The external growth remains a strategic lever for the value generation and a driver to accelerate the Group's organic and sustainable development, for the benefit of all Stakeholders”, stated Alessandro Fabbri, 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).*

**Diebold Nixdorf, Incorporated (NYSE: DBD)** is a world leader in enabling so-called “connected commerce”. We automate, digitize and transform the way people make purchasing transactions or banking operations. As a partner of most of the world's top 100 financial institutions and top 25 global retailers, our integrated solutions connect digital and physical channels comfortably, securely and efficiently for millions of consumers every day. The company is present in over 100 countries with approximately 22,000 employees around the world. Visit [www.DieboldNixdorf.com](http://www.DieboldNixdorf.com) for more information.

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