



PRESS RELEASE

SESA GROUP AND TEAMSYSTEM SIGN A PARTNERSHIP TO SUPPORT THE DIGITALIZATION OF SMES

VAR GROUP INCREASES UP TO 75% ITS STAKE IN VAR4TEAM, DEVELOPING WITH TEAMSYSTEM A COMPETENCE CENTER IN THE OFFERING OF BUSINESS APPLICATIONS AND DIGITAL SERVICES FOR ITALIAN SMES

Empoli, March 8, 2021

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 that it has defined through Var Group S.p.A., wholly owned subsidiary active in the Software and System Integrator (“SSI”) sector, a multi-year industrial partnership agreement for the business development towards the SME segment with TeamSystem S.p.A., the Italian leader in the sector of management software solutions for businesses and professionals.

The agreement provides for the acquisition of a majority stake in Citiemme S.r.l. by Var Group, up to 75% of the share capital and the change of the company name to Var4Team S.r.l., developing a competence center dedicated to offering business applications and digital services for the SME segment, in partnership with TeamSystem, which will hold the 20% of Var4Team and will participate in the industrial governance of the company. The purchase price of the stake in Var4Team was determined on the basis of parameters in line with those generally applied by the Sesa Group.

Var4Team has set objectives for the development of skills and business, with expected revenues for the financial year as of 30 April 2022 equal to approximately Eu 10 million, an Ebitda margin in line with that of the sector and a human capital of 40 specialized resources, thanks to an integrated offer of management software solutions on TeamSystem proprietary platforms (TeamSystem Enterprise e TeamSystem Enterprise Power-I) and technological innovation, digital services and digital transformation solutions of Var Group in the main market trends (security, cognitive, analytics), to support the growing need of digitalization of Italian SMEs.

“We strengthen our historic partnership with TeamSystem, a leading operator on the Italian market, by integrating our reciprocal offers of solutions, services and business applications to support the digital transformation of Italian companies, in the current phase of restarting the economy based on technological innovation and digitalization”, stated **Francesca Moriani, CEO of Var Group**.

“The strengthening of the collaboration with Var Group leader in the Italian digital services market will accelerate mutual market penetration for the benefit of our customers. The successful entrepreneurial reality and the capacity for innovation of both groups will allow us to offer maximum support to the digitalization of our client companies”, stated **Federico Leproux, CEO of TeamSystem**.

“Sesa Group continues its growth strategy based on the development of human resources skills and strategic partnerships with the major players on the market. Two important Italian groups of the digital industry such as Sesa and TeamSystem join forces, enriching their respective offerings through a long-term collaborative project, in support of the digitalization of the Italian economy in a crucial phase of the technological evolution of companies”, 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 Security, Collaboration, Cloud, Digital Process, ERP & Vertical Solutions, Customer Experience 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 Euro 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).

TeamSystem is the Italian leader in the market of digital solutions for business management of companies and professionals. The company - founded in Pesaro and with 40 years of history - in 2019 recorded a turnover of 418 million euros. TeamSystem can count on a network of over 550 structures including software partners and offices directly serving 1.4 million customers who operate on its digital and cloud platforms.

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 997374 - info@ideapoint.it	For Financial Information Sesa S.p.A. Conxi Palmero, Investor Relations Manager +39 0571 997326 - investor@sesa.it
---	--