



## PRESS RELEASE

### SESA GROUP ACQUIRES 55% OF ADDFOR INDUSTRIALE S.R.L. STRENGTHENING ITS OFFER IN THE SECTOR ARTIFICIAL INTELLIGENCE AND DATA SCIENCE FOR THE INDUSTRIAL DISTRICTS OF MADE IN ITALY

**Empoli (FI), May 27, 2021**

Sesa (“SESA” – SES.MI), reference player in Italy in technological innovation and digital services for the business segment, announces that it has subscribed through Var Group S.p.A., wholly owned subsidiary active in the Software and System Integration (“SSI”) sector, a binding agreement for the purchase of 55% of the capital of Addfor Industriale S.r.l. (“Addfor Industriale”).

Addfor Industriale, based in Turin, specializes in *Artificial Intelligence* and *Data Science* solutions for Made in Italy industrial sectors. The company has a team of 15 specialized resources, annual revenues of approximately Euro 1 million and an Ebitda margin of over 20%.

Addfor Industriale will contribute to the development of Var Group's *Data Science* business unit which, including the recent acquisitions of Analytics Networks and SPS performed in 2020, develops a perimeter of approximately Euro 5 million in annual revenues and 50 human resources. In this way, Sesa Group strengthens its competitive positioning in a business area with high added value by continuing to integrate know-how and technological innovation solutions to support the growing digital transformation demand of Italian companies.

The transaction was made on the basis of prices in line with the reference EV/Ebitda (5x) parameters generally applied by Sesa Group and Earn Out mechanisms linked to the continuity and development of the business with the long-term involvement of key figures, who will retain minority shareholdings and top management roles, in particular Ruben Borchetto and Enrico Busto, founders and managing partner of Addfor Industriale.

The key people will have mutual long-term sustainable growth objectives, which have always distinguished the industrial strategy of Sesa Group, as well as its M&A policy.

*“The entry of Addfor Industriale within the Data Science business unit of Var Group will contribute to the development of a long-term industrial project enhancing our experience in support of the creation of a reference center of excellence for Data Science solutions”* stated Ruben Borchetto and Enrico Busto, managing partners of Addfor Industriale S.r.l.

*“The solutions and skills of the people of Addfor Industriale will be valued within our organization as excellences that enrich our offer of digital transformation solutions for companies in the Made in Italy industrial sectors, in the current economic recovery phase based on technological innovation and digitalization”* stated Francesca Moriani, CEO of Var Group S.p.A.

*“Sesa Group continues its investment strategy in competences with the reinforcement of the Artificial Intelligence and Data Science sector, which constitutes a business area of cutting-edge technology and a crucial driver for the digital transformation of companies and organizations in support of the sustainable growth of Sesa Group and for the benefit of our Stakeholders”* stated Alessandro Fabbroni, CEO of Sesa.



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*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).*

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