



## **PRESS RELEASE**

### **SESA GROUP INVESTS IN THE SECTOR OF TECHNOLOGIES FOR ENERGY EFFICIENCY ESTABLISHING A POLE OF EXPERTISE IN THE FIELD OF DIGITAL GREEN AND ENVIRONMENTAL SUSTAINABILITY**

### **COMPUTER GROSS ACQUIRES THE CONTROL OF PM SERVICE WITH ANNUAL REVENUES OF ABOUT 30 MILLION, FOCUSED ON THE OFFERING OF TECHNOLOGY AND CONSULTING SERVICES FOR ENERGY SAVING**

### **THE GROUP CONTINUES THE DEVELOPMENT OF COMPETENCES IN THE DIGITAL GREEN SECTOR**

#### **Empoli (FI), May 3, 2021**

Sesa ("SESA" – SES.MI), reference operator in Italy in the sector of technological innovation and IT and digital services for the business segment, today has acquired through the wholly owned subsidiary Computer Gross S.p.A., active in the Value Added Distribution ("VAD") sector, an additional 51% of P.M. Service S.r.l. ("PM Service"), increasing its stake from 19% to 70%.

PM Service, established in 1999, with a team of about 25 resources and based in Pontassieve (FI), offers technology and specialized assistance services for energy saving with annual revenues of approximately Euro 30 million and an expected Ebitda margin in line with the Sesa Group average one. Thanks to the integration of the technology vendors' offer of PM Service into the broader one of Computer Gross, a pole of expertise in the field of environmental sustainability and digital green is established with perspectives for further growth in the coming years.

The acquisition was performed on the basis of prices in line with the reference EV/Ebitda (4.75x) ratio generally applied by Sesa Group and provides for the long-term involvement of the founders and key people Massimo Innocenti and Andrea Parrini, who will maintain minority stakes and top management roles in PM Service, with Earn Out mechanisms and long-term sustainable growth objectives.

The partnership with PM Service joins the broader Sesa Group's strategy of investing through the main Group's divisions in projects oriented towards technological innovation and environmental sustainability.

As part of this strategy, it is highlighted the acquisition performed in June 2020 of 55% of Service Technology Srl, based in Arezzo, 5 million revenues and 20 human resources, operating in the refurbished technology sector and the recent acquisition of 10% of the capital of Amaeco Srl, based in Modena, 1.5 million expected revenues and 25 resources, active in consulting and IOT and Industry 4.0 green solutions in support of Made in Italy districts. The offer of digital services and solutions for energy saving, thanks to the investments performed and the skills of the integrated human resources, will allow to support companies and organizations in digital paths to improve overall eco-sustainability, constituting an Italian center of excellence in the digital green sector, with expected revenues of approximately 50 million in the financial year ending April 30, 2022 and an accretive Ebitda margin with respect to the Group average.

Sesa Group thus confirms its commitment to supporting the development of innovative and sustainable value creation models in favor of its Stakeholders. In January 2021 the Shareholders' Meeting unanimously approved the integration of Article 19 of the corporate bylaws with the aim of orienting the executives' commitment to pursue success and sustainable growth for the benefit of all Stakeholders with the simultaneous launch of the B Corp Certification path, which will make it possible to assess and measure the impact of the Sesa Group on sustainability, in order to comply with the main international ESG standards.



*"The operation allows to accelerate the integration of PM Service in the Computer Gross organization, giving rise to a business line able to fully seize all the opportunities granted by the efficiency and energy saving market, increasingly converging with the solutions offered by digital technologies", stated Duccio Castellacci, CEO of Computer Gross.*

*"Thanks to this operation we build up the largest Italian pole of specialized technology offer aimed at the green economy. We are pleased to consolidate the partnership with Computer Gross and Sesa Group with the aim of enhancing the skills of PM Service, strengthening its offer to support customers in a constantly expanding market", stated Massimo Innocenti and Andrea Parrini, founders and managing partner of PM Service.*

*"Companies and organizations are strongly evolving towards hybrid and therefore digital models, with a growing focus on environmental sustainability and safeguarding of natural resources. The partnership with PM Service is part of the Sesa Group's broader strategy of investment and development of skills in the digital green sector, in order to establish a reference pole of excellence, in support of the evolution of companies and organizations towards sustainability", stated Alessandro Fabbioni, 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).*

\*\*\*

<b>For Media Information</b>	<b>For Financial Information</b>
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	Sesa S.p.A. Conxi Palmero, Investor Relations Manager +39 0571 997326 - investor@sesa.it