



PRESS RELEASE

SESA GROUP, THROUGH COMPUTER GROSS, ACQUIRES MAJORITY STAKE OF KOLME, REFERENCE PLAYER IN ITALY IN OFFERING ICT SOLUTIONS AND SERVICES, THROUGH 2,500 BUSINESS PARTNERS ALL OVER ITALIAN TERRITORY AND ANNUAL REVENUES OF ABOUT EURO 45 MILLION

Empoli (FI), September 13, 2021

Sesa ("SESA" – SES.MI), reference player in Italy in the sector of technological innovation and Information Technology and digital services for the business segment, today **has acquired through the wholly owned subsidiary Computer Gross S.p.A.**, operating in the Value Added Distribution ("VAD") sector, **the control of Kolme Srl ("Kolme")**, increasing its shareholding to **66% of the capital** through the purchase of an additional 33% stake.

Kolme, established in 2008 and based in Milan, with human capital of about 75 resources, is a reference player in the offering of ICT and telecommunication solutions and services on the Italian market, with a customer set of over 2,500 business partners throughout the country. The company has developed skills in the field of marketing and digital platforms for the management of telecommunication services, promoting the progressive adoption of 5G technologies on the Italian market.

Kolme expects to achieve in the Full Year ending as of September 30, 2021 revenues for approximately Euro 45 million, an EBITDA for approximately Euro 2 million, a net profit after taxes (EAT) for Euro 1.0 million and a Net Financial Position substantially equal to zero.

Thanks to this operation, Computer Gross will strengthen commercial and operative synergies with Kolme, widening its market position, which currently consists of over 15,000 business partners, expanding its offering in telecommunications, mobile enabling and end point security services, in a crucial phase of transition to the new 5G connectivity standards.

The acquisition was performed based on prices in line with the reference EV/Ebitda ratio generally applied by Sesa Group, with price payment over several years and the **long-term involvement of the founders and key people of Kolme Andrea Fronzi and Martina Paoletto, who will maintain minority stakes and top management roles in Kolme, with Earn Out mechanisms and long-term sustainable growth.**

The partnership with Kolme joins the broader Sesa Group strategy of investing through the main Group Sectors in industrial projects to consolidate its role as a reference player of digital industry in Italy, supporting the digital transformation of companies and organizations. Sesa Group also confirms its commitment to support the development of new sustainable value creation models in favour of its Stakeholders, in a phase of strong growth of digitalization demand.

"The partnership with Kolme enables Computer Gross to expand the offer of services and solutions for the benefit of its customers, with a focus on the business market, making the entire portfolio of technological solutions available in order to seize the opportunities for market evolution in a crucial moment of transition to 5G standards and new digital trends", stated **Duccio Castellacci, CEO of Computer Gross.**

"We are pleased to consolidate the partnership with Computer Gross and Sesa Group in order to enhance Kolme's skills and improve the offer for the benefit of our partners and customers. We have always worked to support the 2,500 Wind Tre resellers which operate through Kolme, developing over the years solutions that have become the standard for the market and that today more than ever it is important to continue to innovate for the benefit of the customer experience. Belonging to an important group will allow us to be even more focused and effective, building a proposal for offering specific telecommunication services for the Small Medium Business market", stated **Andrea Fronzi and Martina Paoletto, founders and managing partner di Kolme.**





*"Companies and organizations are strongly evolving towards hybrid and therefore digital models, through the adoption of new paradigms, including connectivity. The partnership with Kolme is part of the broader strategy of the Sesa Group of investment and development of skills in the sectors that catalyze digital transformation for the business segment, thus strengthening our role as a reference player in our industry. **We closed the eleventh acquisition since January 2021, with an overall additional perimeter of approximately Euro 145 million revenues and 400 human resources, to support our path of continuous and sustainable growth**", stated **Alessandro Fabbroni, CEO of Sesa.***

Sesa S.p.A., based in Empoli (FI), active on the whole national territory with presence over some foreign countries including Germany, Switzerland, Austria, France, Spain, Romania and China, is the holding of a Group which constitutes the reference player in Italy in technological innovation and digital services for the business segment, with consolidated revenues of approximately Euro 2,037 million and 3,500 employees as of April 30, 2021.

Sesa Group has the mission of offering technological solutions and digital transformation services to companies and organizations, supporting them in their innovation path. Thanks to the skills and specialization of its human resources, Sesa Group operates in the value-added segments of Information Technology, such as Collaboration, Cloud, Digital manufacturing, ERP & Vertical Solutions, Business Services, Digital Security, Customer Experience.

Sesa Group operates through four main business sectors:

- VAD (Value Added Distribution) sector with revenues of about Euro 1,600 million and 425 human resources as of April 30, 2021;
- SSI (Software and System Integration) sector with revenues of about Euro 480 million and 2,500 human resources as of April 30, 2021;
- Business Services sector with revenues of about Euro 47 million and 410 human resources as of April 30, 2021;
- Corporate sector with revenues of about Euro 20 million and 200 human resources as of April 30, 2021.

Sesa Group pursues a sustainable development policy for the benefit of its Stakeholders and has achieved in the period 2011-2021 a track record of continuous growth in employment, revenues (CAGR revenues 2011-2021 +10.6%) and profitability (CAGR Ebitda 2011-2021 +13.9%).

In 2021, the Company introduced sustainability in its bylaw and launched the B Corp certification process.

Sesa S.p.A. is listed on the STAR segment of Borsa Italiana MTA Market (ISIN Code: IT0004729759).

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