



## PRESS RELEASE

### SESA GROUP CONTINUES TO GROW THROUGH BASE DIGITALE GROUP

#### BASE DIGITALE SECURITY SOLUTIONS ACQUIRES MAJORITY STAKE OF CITEL AND A PLUS, COMPANIES WITH TOTAL REVENUES OF ABOUT EU 6 MILLION AND 40 SKILLED HUMAN RESOURCES

#### BASE DIGITALE SECURITY SOLUTIONS BECOMES REFERENCE PLAYER IN ITALY IN IT MANAGEMENT SOLUTIONS FOR THE WHOLE PHYSICAL SECURITY CHAIN, WITH REVENUES OF ABOUT EU 30 MILLION AND OVER 100 HUMAN RESOURCES

#### BASE DIGITALE GROUP, NEW OPERATIVE SECTOR OF SESA GROUP SINCE MARCH 2020, WILL ACHIEVE REVENUES OF ABOUT EU 70 MILLION (+50% Y/Y) IN THE CURRENT FINANCIAL YEAR, THANKS TO ABOUT 500 HUMAN RESOURCES SKILLED IN DIGITAL PLATFORMS AND BUSINESS SERVICES, WITH EBITDA MARGIN OF OVER 10%

#### Empoli (FI), December 13, 2021

Sesa (“SESA” – SES.MI), reference player in Italy in technological innovation and digital services for the business segment, has acquired 67% of Citel S.p.A. (“Citel”) and 51% of A Plus S.r.l. (“Aplus”), through the subsidiary Base Digitale Security Solutions S.r.l. (“BDSS”), operating in security solutions for the *Large Enterprise* Sectors (Finance, Utilities, Retail Distribution).

Citel, established in 1994 and based in Milan, has a team of about 30 human resources and is specialized in integrated management security services through as a service digital platforms, as well as reference player in Italy in open-PSIM systems (Physical Security Information Management) and open-BMS (Building Management System), with a wide customer set in Finance and Utility Sectors.

A Plus, established in Empoli (Fi) with 15 professional human resources, operates in access control systems, attendance detection and *building automation*, focusing on the management of advanced *smart building* and *security IoT* projects with major Enterprise customers.

Base Digitale Security Solutions, which also consolidates the companies ABS Technology S.p.A. and Elmas S.r.l., becomes the reference player in Italy in IT management solutions for the whole chain of physical security, with revenues of about Eu 30 million and over 100 skilled human resources in security solutions for Finance, Utilities and Retail Distribution Sectors and a synergies with Yarix cybersecurity offering and Var Group digital security solutions.

Base Digitale Group, new operating sector of Sesa Group since March 2020, continues to grow, with revenues expected in the Full Year as of April 30, 2022 equal to approximately Eu 70 million (+50% Y/Y), an Ebitda margin of over 10% and about 500 skilled human resources, based on an organization in 3 vertical business units (Base Digitale Security Solutions, Base Digitale Business Process Management and Base Digital Platform) and a focus on digital platforms and business process management.

Sesa Group expands its development path, thanks to industrial bolt-on acquisitions (15 M&As since January 2021 with additional perimeter of Eu 160 million revenues and over 550 human resources), to improve skills and specialized resources and face the acceleration in digital transformation demand, focusing on Security as crucial *driver* of Enterprises and Organizations technological evolution.

The two acquisitions were closed based on reference EV/Ebitda (5x) multiple applied by Sesa Group in M&A deals, with long-term commitment of founders and key people Nils Fazzini of Citel and Sandro Arena and Christian Vaiani of A Plus, who will maintain equity interests and top management roles for a multi-year





period after the closing, with interests' alignment and long-term sustainable growth targets, together with other key people of Base Digitale Security Solutions Stefano Mancini and Enzo Chini.

*“We continue to invest addressing Base Digitale Group towards the offering of digital platforms, as crucial driver for the evolution of customer processes and in a strategic field as security. Thanks to the two acquisitions Base Digitale Group will achieve total revenues of Eu 70 million in the current financial year with about 500 skilled human resources on digital platforms and business services. We are pleased to welcome all human resources of Citel and A Plus, together with managing partner Nils Fazzini, Sandro Arena and Christian Vaiani, who will contribute to our long-term sustainable growth and value creation goals”, stated Leonardo Bassilichi, Chairman and CEO of Base Digitale S.p.A.*

*“Sesa Group expands its development path, thanks to industrial bolt-on acquisitions, 15 M&As since January 2021 with additional perimeter of Eu 160 million revenues and over 550 human resources, to improve skills and specialized resources in a phase of strong acceleration of digital transformation demand, with focus on security as crucial driver of Enterprises and Organizations technological evolution. Skills and human resources development, business applications and digital platforms solutions represent the crucial drivers of our long term sustainable growth path”, stated Alessandro Fabbroni, CEO of Sesa.*

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*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 Euronext STAR Milan (ISIN Code: IT0004729759).*

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