



PRESS RELEASE

SESA STRENGTHENS BASE DIGITALE AND ITS DIGITAL TRANSFORMATION SKILLS WITH OMIGRADE, COMPANY BASED IN PARMA, FOCUSED ON IT CONSULTING AND DIGITAL PLATFORMS DEVELOPMENT FOR THE FINANCIAL SERVICES INDUSTRY

Empoli (FI), February 14, 2022

Sesa (“SESA” – SES.MI), reference player in Italy in technological innovation and digital services for the business segment, announces that it has signed a corporate and industrial partnership agreement, through the subsidiary Base Digitale Group, with Omigrade Srl, thus strengthening its skills in IT consulting and digital transformation for the financial services industry.

Omigrade, based in Lemignano (Parma) with a team of about 100 human resources is focused on IT consulting, ERP and digital platforms and digital transformation services for the financial services industry, with major national and international customers in central-northern Italy and expected revenues in the Year 2022 equal to about Eu 10 million and an Ebitda margin between 10% and 15% of revenues.

Omigrade equity partners, Francesco Piovani, Luca Guiggi, Alberto Taddei and Giovanni Bocchia, will maintain equity interests and top management roles for a multi-year period after the corporate partnership with Base Digitale Group, aiming at digital skills and human capital development, targeting long-term and sustainable value generation.

The corporate partnership will be based on the evaluation criteria generally applied in the M&A operations by Sesa Group, under the continuity of Omigrade managing partners for a long-term period, with the inclusion of Omigrade into the consolidation perimeter of Sesa Group.

The business combination strengthens consulting and digital transformation skills of Base Digitale Group, Sesa 81% stake subsidiary established 2 years ago with the managing partners Marco and Leonardo Bassilichi, targeting revenues of around Eu 70 million in the Financial Year as of April 30, 2022, with 12% Ebitda margin, 600 human resources and expected revenues in the Fiscal Year as of April 30, 2023 equal to approximately Eu 100 million, driven by recent M&As and skills aggregation.

Sesa Group continues to boost its development path in human resources and digital skills through bolt-on industrial M&As to support digital transformation’s demand of enterprises and organizations.

“Base Digitale, established on 14 February 2020, continues its development and thanks to the partnership with Omigrade reaches over 600 skilled human resources, with an organization in vertical business units such as Security Solutions, Business Process Management and Digital Platform to support digital transformation’s customer demand. The partnership with Omigrade allows us to improve our offering, further strengthening the skills in digital and application platforms for major customers of banking and financial services industry” stated Leonardo Bassilichi, CEO of Base Digitale Group.

“We are excited to announce the partnership with Base Digitale which will enable us to develop industrial synergies and to extend and enhance our human capital development, enlarging our competence centre of Parma and supporting the strong demand for digital transformation of the financial services industry”, stated the managing partner of Omigrade Francesco Piovani, Luca Guiggi, Alberto Taddei and Giovanni Bocchia.

“We are pleased to welcome Omigrade human resources and organization to Sesa Group, with the aim of accelerating its growth and enhancing its skills. Two years after its establishment as new operating sector of Sesa Group, Base Digitale reaches a size of over 600 resources skilled in business process management, security solutions and digital platforms for the financial services industry. We will continue to boost our development path through bolt-on industrial M&As, supporting digital transformation’s demand of enterprises and organizations, investing in human resources and digital skills” stated Alessandro Fabbroni, CEO of Sesa.



Sesa S.p.A., with Headquarters in Empoli (Florence), is the operating holding company of a Group with presence on the whole Italian territory and foreign countries as Germany, Switzerland, Austria, France, Spain, Romania and China. Sesa Group represents the reference player in Italy in technological innovation and digital services for the business segment, with consolidated revenues of Euro 2,037 million and 3,500 employees as of April 30, 2021.

Sesa Group has the mission of offering technological solutions, digital services and business applications, to support the digital transformation ad the innovation path of Enterprises and Organizations. Thanks to the skills and specialization of its human resources, Sesa Group operates in the value-added segments of Information Technology, such as Security, Cloud, Managed Services, ERP & Vertical Solutions, Customer Experience, Business Process Management, Digital Platform, Digital Engineering Solutions.

Sesa Group operates through four main business Sectors:

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

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

Sesa Group strategy of long-term value generation for all stakeholder is based on human resources skill development, environmental sustainability and social responsibility. In Year 2021 the Company introduced in its corporate bylaw the sustainable growth as Board of Directors priority mandate and started the process for B Corp certification, one of the most restrictive and recognised in ESG worldwide. Sesa S.p.A. is listed on the Euronext STAR Milan (ISIN Code: IT0004729759).

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