



PRESS RELEASE

ENLARGEMENT OF GERMAN MARKET COVERAGE THROUGH THE ACQUISITION OF BRAINWORKS COMPUTER TECHNOLOGIE GMBH, EU 10 MILLION REVENUES COMPANY OPERATING IN THE DACH REGION

CUSTOMER SET EXPANSION IN THE VAD SECTOR TARGETING 2,000 BUSINESS PARTNERS AND EU 20 MILLION REVENUES IN THE FISCAL YEAR AS OF APRIL 30, 2023 ON THE DACH REGION (ABOUT EU 60 MILLION EXPECTED AT GROUP CONSOLIDATED LEVEL)

Empoli (FI), 27 April 2022

Sesa (“SESA” – SES.MI), Italian leading player in technological innovation and digital services for the business segment with over 4,200 employees and about Eu 2.3 billion revenues expected in the Year ending as of April 30, 2022, through its subsidiary ICOS Deutschland GmbH, established in 2021 to develop Value-added Distribution (“VAD”) business on the DACH region, acquired the 100% stake of Brainworks Computer Technologie GmbH (“Brainworks”).

Brainworks, based in Munich and established in 1989, is focused on enterprise software, networking and security solutions, with a customer set of 2,000 business partners in the DACH region (Germany, Austria and Switzerland) and revenues for about Eu 10 million in 2022 Year. The industrial partnership plans the merger of Brainworks with ICOS Deutschland GmbH (company with revenues for Eu 5 million in the First Year of operation as of April 30, 2022), targeting combined revenues for Eu 20 million in the Fiscal Year ending April 30, 2023 with an Ebitda margin in line with Group VAD Sector and 30 skilled human resources.

The acquisition of Brainworks has been closed on the basis of Ev/Ebitda evaluation multiple equal to 5 times, in line with Sesa Group M&A procedures, with a multi-Year management agreement of the two key people Derk Steffens CEO of Brainworks and Federico Marini CEO of ICOS, both with consolidated experience on DACH region, targeting business development in strategic areas as security and enterprise software.

The industrial partnership with Brainworks will support the internationalization path of Sesa Group, targeting revenues of approximately Eu 60 million as of April 30, 2023 on the DACH region at consolidated level.

Sesa confirms its commitment to develop sustainable and long-term value generation business models for its Stakeholders also on the Mittel-European landscape, in a crucial phase of digitalization demand increase.

“The business combination with Brainworks Computer Technologie GmbH enhances our internationalization path started in 2021 with the establishment of ICOS Deutschland GmbH, expanding the market coverage of the DACH region and our portfolio in strategic areas of enterprise software and security solutions”, said Federico Marini, CEO of ICOS.

“We are glad to join Sesa Group organization, to develop a wider and more specialized offering for SMB market on security and enterprise software, enhancing our skills and sharing experience and background in the DACH region, to support the internationalization path of Sesa Group”, said Derk Steffens, CEO of Brainworks Computer Technologie GmbH.

“With Brainworks joining our Group, we closed the fourth M&A since the beginning of 2022, confirming our strategy of long-term industrial development, focused on enlarging skills and human resources to serve digitalization of the business segment. We achieved the threshold of 4,200 employees, of which over 200 based in the DACH region, sustaining our long-term growth by a wider offering of digital solutions in the strategic area of security. We will work to accelerate our long-term growth thanks to our pipeline of bolt-on industrial M&As, focused on digital skills development”, declared Alessandro Fabbri, 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 and 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 Sesa introduced in its corporate bylaw the sustainable growth as Board of Directors priority. Sesa S.p.A. is listed on the Euronext STAR Milan (ISIN Code: IT0004729759).

For Media Information	For Financial Information
Community S.r.l. Giuliano Pasini +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