



PRESS RELEASE

SESA GROUP ENLARGES THE SET OF SKILLS IN THE COLLABORATION INDUSTRY, THANKS TO THE ACQUISITION OF DURANTE S.P.A., ITALIAN LEADING PLAYER IN DIGITAL WORKSPACE, WITH ANNUAL REVENUES OF ABOUT EU 16.5 MILLION AND 140 SKILLED HUMAN RESOURCES

Empoli (FI), May 11, 2022

Sesa (“SESA” – SES.MI), Italian leading player in technological innovation and digital services for the business segment, has signed, through the wholly owned subsidiary Var Group S.p.A., a corporate and industrial partnership agreement for 51% stake acquisition of Durante S.p.A. (“Durante”), strengthening the sectors skills in the Digital Workspace and Collaboration.

Durante, based in Milan with a team of about 140 human resources, is focused on offering of Digital Workspace and Collaboration solutions and integration of multimedia systems with over 500 major national and international enterprises with expected revenues in Year 2022 of about Eu 16.5 million, an Ebitda margin of approximately 12.5% and a net profit of approximately Eu 1.10 million.

Stefano Durante, managing partner and CEO of Durante, will maintain equity interests and top management roles for a multi-year period after the corporate partnership with Var Group aiming at developing skills in Digital Workspace and Collaboration, generating sustainable value.

The corporate partnership is based on evaluation criteria consistent with those generally adopted by Sesa Group (5x Ev/Ebitda), with management and operations continuity and the inclusion of Durante into the consolidation perimeter of Sesa starting from May 2022 and progressive acquisition of share capital up to 100% stake.

Thanks to the business combination with Durante, Var Group, will develop a new Business Unit focused on the development of solutions in the Digital Workspace and Collaboration solutions, targeting skills and the customer set.

Sesa Group continues to boost its development path in human resources and digital skills in strategic development areas, through bolt-on industrial M&As to support the main industries of Italian and European economy, in a crucial phase of digital evolution.

“We continue to expand our skills, in a crucial area of corporate organization such as Digital Workspace and Collaboration, thanks to the partnership with Durante and 140 new skilled human resources. Starting from the business combination, we will develop a dedicated business line by developing Durante's skills, in a crucial phase of corporate digital evolution”, stated Francesca Moriani, CEO of Var Group S.p.A.

“We are excited to join Var Group and Sesa Group organization, accelerating our skills development for the benefit of our customers, that we have been supporting for years in their path of digital transformation and organizational and collaboration model evolution”, declared the managing partners and CEO of Durante S.p.A., Stefano Durante.

“We welcome Durante's human resources to Sesa Group, aiming at enhancing their skills and enriching our offering in a strategic development area such as Digital Workspace and Collaboration. We will continue to boost our growth through bolt-on industrial M&As supporting the Italian and European economy in a crucial phase of digital evolution of companies and organizations, pursuing long term sustainable growth”, 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 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).

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