



## PRESS RELEASE

### **SKILLS ENLARGEMENT IN BUSINESS SERVICES AND DIGITAL PLATFORM SECTORS, THANKS TO THE THREE ACQUISITIONS OF DVR ITALIA, EMMEDI AND EVERGREEN, COMPANIES WITH ANNUAL REVENUES OF EU 8 MILLION, 40 SKILLED HUMAN RESOURCES AND A 20% EBITDA MARGIN**

#### **Empoli (FI), May 4, 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, has signed through the wholly owned subsidiary Base Digitale Platform S.r.l., operating in the Business Services sector, three binding agreements for the acquisition of respectively 72% of Digital Voice Recording Italia S.r.l ("DVR"), 51% of Emmedi S.r.l. ("Emmedi") and 52% of Evergreen Mobility Rent S.r.l. ("Evergreen"), with execution within May 31, 2022 strengthening its skills in the development of digital platforms and process automation for the Financial Services segment.

Thanks to the acquisitions of DVR, Emmedi ed Evergreen, companies with annual revenues equal to Eu 8 million and 40 skilled human resources as well as the contribution of IFM Infomaster and Digital Storm, which joined the Group in April 2021, Base Digitale Platform reaches about Eu 25 million revenues with 150 skilled human resources, while Base Digitale Group (Business Services Group Sector), confirms the target of total revenues for Eu 100 million and about 700 human resources in the Full Year as of April 30, 2023, facing an accelerating and increasingly pervasive digital transformation demand of Financial Services segment.

DVR, based in Turin with a team of 11 human resources, is focused on robotic process automation development with a proprietary Contact Management platform, integrated with Artificial Intelligence solutions, targeting finance and insurance segments and generating annual revenues in 2022 of about Eu 1.5 million with an Ebitda margin of approximately 30%.

Emmedi, based in Udine with a team of 11 human resources, is operating in dematerialization and process automation for banking industry, with expected annual revenues in 2022 of about Eu 2.0 million and an Ebitda margin of approximately 30%.

Evergreen, based in Florence with a team of 12 human resources, founded in 2013, has developed a proprietary digital platform for process automation of companies operating in the fleet management and sustainable mobility segment, with expected annual revenues in 2022 of about Eu 4.0 million and an Ebitda margin of approximately 15%.

The three acquisitions have 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 key people, Michele Davino for Emmedi, Massimo Veutro for DVR, and Cristian Pandolfini for Evergreen, who will maintain shareholdings and top management role in their respective companies.

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.

*"Thanks to the acquisition of DVR, Emmedi and Evergreen we continue to expand Base Digitale Group perimeter, reaching a total of 600 skilled human resources, to support customers in their digital transformation and business evolution path. We welcome the new teams that will allow us to further enlarge our offering and enrich our skills",* stated Leonardo Bassilichi, CEO of Base Digitale Group and Marco Pezzini, CEO of Base Digitale Platform.



*“We are excited to join Base Digitale Group and Sesa Group organization, to develop industrial synergies, extending and enhancing skills of human capital, and supporting our customers increasingly involved in evolution process based on the progressive adoption of specialized and vertical digital platforms”, declared the managing partners Michele Davino of Emmedi, Massimo Veuro of DVR and Cristian Pandolfini of Evergreen.*

*“We are pleased to welcome DVR, Emmedi and Evergreen human resources to Sesa Group organization, aiming at enhancing their skills and accelerating our growth. Since its establishment two years ago as a new operating sector of Sesa Group, Base Digitale Group has reached a size of 600 skilled resources targeting revenues for Eu 100 million in the Full Year as of April 30, 2023. We will continue to boost our growth through bolt-on industrial M&As supporting the digital transformation demand of companies and organizations, by investing in human resources and digital skills and pursuing long term sustainable growth”, stated Alessandro Fabbroni, CEO of Sesa.*

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*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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