



## PRESS RELEASE

### VAR GROUP ENLARGES THE SET OF SKILLS IN SAP BUSINESS ONE AND SOFTWARE SOLUTIONS SEGMENT THROUGH THE INDUSTRIAL PARTNERSHIP WITH ALFA GROUP S.P.A.

**ALFASAP, BASED IN ROME, WITH ANNUAL REVENUES OF ABOUT EU 2 MILLION REVENUES AND 20 SKILLED HUMAN RESOURCES, JOINS SESA GROUP STRENGTHENING THE OFFERING OF SOFTWARE SOLUTIONS FOR MADE IN ITALY COMPANIES**

#### **Empoli (FI), September 26, 2022**

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, enlarges the set of skills in management software solutions sector for the small business and SMEs segment, through the wholly owned subsidiary Var Group.

Var Group following a long-term partnership agreement starts the collaboration with Alfagroup, through the equity interest in Alfasap company, based in Rome, with about 20 skilled human resources and target revenues of approximately Eu 2 million in Year 2022, with a SMEs customer set operating in Central Italy.

Alfasap partners and Dario Lauricella, CEO and Founder of Alfa Group SpA, will be involved in the management with top roles in the long-term. The corporate partnership is based on evaluation criteria consistent with those generally adopted by Sesa Group, with management and operations continuity and the inclusion of Alfasap into the consolidation perimeter of Sesa starting from October 2022.

Var Group, following this operation, strengthened its presence on the Sap Business One market in Central Italy and Sesa Group thus continues to boost its development path in human resources and digital skills in areas of strategic development such as software, through bolt-on industrial M&As to support the digital evolution of companies and organizations.

*“We strengthen our ability to support Italian companies in a crucial phase of digital evolution of companies and we welcome Alfasap team that enriches us with new skills and specializations in the software industry for the benefit of our Small and Medium Enterprise customers”,* stated Francesca Moriani, CEO of Var Group, and Fabio Falaschi, Chairman of Var One

*“We are very glad to announce the partnership with Var Group and to be able to contribute with our know-how to the empowerment of Var One organization, developing industrial synergies and our human capital, providing digital skills for the excellent companies of Made in Italy”,* stated Dario Lauricella, Chairman and CEO of Alfa Group

*“We enlarge our path of skills aggregation, strengthening our specializations in the software sector for the business segment. We continue to boost our Group growth through bolt-on industrial M&As, in areas of strategic development, targeting long-term sustainable value generation for our stakeholders”,* 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 and represents the reference player in Italy in technological innovation and digital services for the business segment, with consolidated revenues of Euro 2,390 million (+17.3% Y/Y), Ebitda Eu 167.7 million (+33.1% Y/Y) and 4,200 employees as of April 30, 2022 (+21% Y/Y).*





Sesa Group has the mission of offering technological solutions, digital services and business applications to support the digital transformation and innovation towards sustainability of Enterprises and Organizations, through four main business Sectors:

- Corporate, with revenues of about Euro 16 million and 140 human resources as of April 30, 2022;
- VAD (Value Added Distribution), with revenues of about Euro 1,857 million and 630 human resources as of April 30, 2022;
- SSI (Software and System Integration), with revenues of about Euro 572 million and 2,850 human resources as of April 30, 2022;
- Business Services, with revenues of about Euro 59 million and 550 human resources as of April 30, 2022.

Sesa Group pursues the sustainable development strategy for the benefit of all Stakeholders, with a track record in the period 2011-2022 of continuous growth in employment, revenues (CAGR revenues 2011-2022 +11.2%) and profitability (CAGR Ebitda 2011-2022 +15.5%).

Sesa Group strategy of long-term value generation for all stakeholder is based on human resources skill development, environmental sustainability and social responsibility, with continuous improvement of ESG performance.

As of April 30, 2022, the Group generated a net economic value of about Eu 315 million (+26% Y/Y), distributed for over 60% for the remuneration of Human Resources, with about 4,200 employees, in further growth compared to the previous year (+21% Y/Y), with improved hiring programs (607 in FY22, +51% Y/Y), skills development investments (approximately 61,000 training hours, +132% Y/Y) and welfare programs to support parenting, diversity, well-being and work-life balance of Human Resources.

In Year 2021 Sesa introduced in its corporate bylaw the sustainable growth as Board of Directors priority and starting from FY2022 Sesa published the Integrated Annual Report, providing a complete, measurable, and transparent representation of the Group value generation, at financial and ESG performance level.

In terms of sustainability governance, the Group's main companies achieved the ISO 14001 certification and the UN Global Compact membership. In 2022 Sesa reached the Silver Ecovadis sustainability rating.

Sesa S.p.A. is listed on the Euronext STAR Milan (ISIN Code: IT0004729759) and is part of FTSE Italia Mid Cap index.

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