



## PRESS RELEASE

### LEADERSHIP IMPROVEMENT IN VAD SECTOR, THANKS TO THE ACQUISITION BY COMPUTER GROSS OF ALTINIA DISTRIBUZIONE, REFERENCE PLAYER IN MANAGED PRINTING SOLUTIONS WITH ANNUAL REVENUES FOR EURO 50 MILLION

### SIXTEENTH INDUSTRIAL M&A SINCE THE BEGINNING OF 2022, WITH GROUP TOTAL CONTRIBUTION EQUAL TO ABOUT EU 150 MILLION REVENUES AND 500 SKILLED HUMAN RESOURCES

#### Empoli (FI), December 12, 2022

Sesa Group (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, has signed, through the wholly owned subsidiary Computer Gross S.p.A. an industrial partnership agreement for the majority stake acquisition of Altinia Distribuzione S.p.A. (“Altinia”), strengthening its skills in value-added printing solutions. The deal execution, subject to the market concentration authorization by the Antitrust National Authority AGCM, is expected within April 30, 2023.

Altinia, based in Casale sul Sile (TV) and established in 1997, is a vertical specialized value-added distributor of professional managed printing IT solutions aiming at optimizing printing flows and natural resources consumption, in partnership with leading International Vendors strongly committed to sustainability as Brother, Canon, Kyocera, Lexmark, Ricoh e Xerox. The company operates with a team of about 30 human resources, with expected revenues in Year 2022 of about Eu 50 million, a 5% Ebitda Margin, a Net Profit after Taxes for about Eu 1.5 million and a Net Financial Position substantially at break-even.

Computer Gross, thanks to the partnership with Altinia, becomes the reference player in managed printing segment, in partnership with leading technology players committed to sustainable digital solutions, with the conditions to further enlarge revenues and customer set as well as to strengthen its market position.

The corporate partnership is based on evaluation criteria consistent with those generally adopted by Sesa Group, with management and operations continuity and the medium and long-term involvement in the share capital of the current key people Gianni Benetazzo and Stefano and Stelio Radojkovic.

The corporate partnership integrates the wider Group strategy of investing in industrial development of vertical digital skills, to support the digital transformation of Enterprises and Organizations. Sesa Group thus continues to boost its development path through *bolt-on* industrial M&As, with a strategy of sustainable value generation for the stakeholders.

The partnership represents the sixteenth M&A operation from the beginning of the 2022 Year, with an additional combined business pro-forma equal to approximately Eu 150 million revenues, 500 Human Resources and an accretive 15% Ebitda margin compared to Sesa Group average.

*“The partnership with Altinia enables to expand our offer of advanced managed printing solutions for the benefit of our partners and with a focus on the business market, making the entire portfolio of technology solutions available in order to seize the opportunities for market evolution in a crucial moment of transition towards new digital trends”,* stated Duccio Castellacci, CEO of Computer Gross.

*"We are glad to join Computer Gross organization and contribute with our know-how to consolidate the offer for the benefit of our partners, strengthening the digital skills of our human capital. Particularly, we will be more effective and focused on developing IT products and solutions for the printing segment on the Small and*





Medium Enterprise market", stated Gianni Benetazzo and Stefano and Stelio Radojkovic, managing partners of Altinia.

*"We enlarge our path of developing skills and innovative technology solutions thanks to our great ability to aggregate and include human resources and digital skills. We complete our sixteenth acquisition from the beginning of the Year 2022, with an additional perimeter of approximately Eu 150 million revenues and 500 skilled human resources, to sustain our continuous Group growth through bolt-on industrial M&As, in strategic development areas, 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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For Media Information	For ESG and Financial Information
Community Società Benefit a r.l. Giuliano Pasini, Federico Nascimben +39 02 89404231 - sesa@communitygroup.it	Sesa S.p.A. Team Stakeholder Relations
Idea Point S.r.l. Alessandro Pasquinucci +39 0571 997374 - info@ideapoint.it	Conxi Palmero, Investor Relations Manager +39 0571 997326 - investor@sesa.it
	Jacopo Laschetti, Stakeholder and Sustainability Officer +39 0571 900179 – stakeholder@sesa.it

