



PRESS RELEASE

SESA GROUP STRENGTHENS SKILLS AND DIGITAL SOLUTIONS FOR ENERGY EFFICIENCY AND SUSTAINABILITY THANKS TO THE ACQUISITION OF AMAECO

CONTINUOUS IMPROVEMENT OF ESG PERFORMANCE WITH ECOVADIS RATING UPGRADE TO “GOLD” LEVEL, IN ADDITION TO LAST CDP RATING IMPROVEMENT TO “B” LEVEL

Empoli (FI), January 10, 2022

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, **has signed, through its subsidiary Var Group S.p.A., an industrial partnership agreement for the majority stake acquisition of Amaeco S.r.l. (“Amaeco”), strengthening its digitalization and sustainability skills to support the digital evolution the Made in Italy companies.**

Amaeco, based in Fiorano Modenese (MO) with a team of about 15 human resources, operates in energy and eco-sustainability performance monitoring systems through proprietary software solutions with focus on the enterprise market and expected revenues in Year 2023 of about Eu 1.5 million, with an Ebitda margin of approximately 20% and significant growth outlook.

The offering of energy saving consultancy and solutions, thanks to human resources skills, will support the digital paths of companies and organizations to their overall eco-sustainability improvement, further strengthening the positioning of Sesa Group in the Digital Green sector and sustaining the Made in Italy companies in energy saving and sustainability programs.

The corporate partnership is based on evaluation criteria consistent with those generally adopted by Sesa Group (5x Ebitda) with Earn Out mechanisms driven by the long-term generation value, with the long-term equity commitment of the Amaeco Managing Partner and founder Giorgio Amadessi, targeting the medium-term sustainable growth.

Thanks to the progressive adoption of the technological solutions developed in Digital Green sector, Sesa Group continues its improvement path of ESG programs and sustainability performance, with the continuous reduction of its environmental impact.

After the upgrade of the CDP sustainability rating, one of the most internationally restrictive, to “B” level, Sesa achieves an additional improvement to “Gold” level of the EcoVadis rating, the international reference platform in eco-sustainability performance measurement, confirming Sesa Group ability to support the Sustainable Development Goals as relevant pillar of Group strategy of value generation for stakeholder.

The partnership with Amaeco enriches the offer of technology and digital services to support sustainability and Digital Green business unit, which in the Financial Year as of April 30, 2022 achieved Group consolidated Revenues of approximately Eu 175 million, with additional growth expected in the current year ending as of April 30, 2023, driven by the progressive convergence of digitalization and sustainability.

“The majority stake acquisition of Amaeco, after about 12 months of industrial partnership, allows us to further strengthen the offering of energy saving consultancy and solutions for the enterprise market, supporting the strong and growing digital technologies demand for the energy efficiency and sustainability of the Made in Italy companies” stated Francesca Moriani, CEO of Var Group, and Fabio Massimo Marchetti, Managing Partner of Var Industries.





“We are glad to join Var Group and Sesa Group organization, accelerating our skills and digital solutions development to support the demand of technology and consultancy for energy efficiency and sustainability of the Made in Italy companies, particularly but not only from the Manufacturing and Retail segments” stated Giorgio Amadessi, Founder of Amaeco.

“With Amaeco joining our Group, we enlarge our skills in a crucial area for the digital evolution of companies and organizations such as energy efficiency technologies, considering the current macroeconomic scenario uncertainty can be overcome thanks to continuous digital investments, in the light of the strong convergence of sustainability with digitalization. The improvement of our main sustainability ratings confirms Group ESG progress as relevant pillar of our strategy of sustainable value generation for all stakeholders”, 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 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 Gold level issued by Ecovadis and achieved the increase to B level of sustainability rating issued by CDP. 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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