



PRESS RELEASE

SESA GROUP INVESTS IN SOFTWARE AND VERTICAL APPLICATIONS SECTOR THANKS TO THE ACQUISITION BY VAR GROUP OF ASSIST INFORMATICA, FOCUSED ON OFFERING SOFTWARE SOLUTIONS FOR AGRI-FOOD SECTOR

Empoli (FI), February 7, 2023

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, **has acquired, through its subsidiary Var Group S.p.A., the majority stake of Assist Informatica S.r.l. (“Assist Informatica”), strengthening its set of skills in the software solutions sector for the agri-food segment.**

Assist Informatica, based in Bastia Umbra (PG) with a team of over 20 human resources, is focused on proprietary software solutions development for agri-food supply chain, with a SMEs customer set operating on the Italian territory. The company internally developed a proprietary web-based software solution for the digitization of the agri-food chain.

Assist Informatica, with annual revenues of approximately Eu 2.5 million and an Ebitda margin of about 15%, joins ERP and vertical applications organization of Var Group S.p.A. through Apra S.p.A. subsidiary, with total annual revenues of Eu 200 million and areas of specialization in the main Made in Italy economy districts.

The corporate partnership is based on evaluation criteria consistent with those generally adopted by Sesa Group with Earn Out mechanisms oriented to future value generation and the equity commitment of Assist Informatica Managing Partners targeting the medium-term sustainable growth.

Sesa Group continues to boost its development path in human resources and digital skills in areas of strategic development such as software solutions, through bolt-on industrial M&As supporting the digital evolution of companies and organizations.

“We welcome Assist Informatica team that enriches us with new skills and specializations specifically in the agri-food sector, strengthening our role of global partner of digital company management system, integrating security, cloud, analytics and ERP in a single environment” stated Francesca Moriani, CEO of Var Group and Managing Partner of Apra.

“We are glad to join Var Group and Sesa Group organization, accelerating our skills and digital solutions development to support the demand of technology of the Made in Italy companies” stated Fausto Barcaccia, President and Founder of Assist Informatica.

“We enlarge our path of skills aggregation, welcoming Assist Informatica human resources to Sesa Group and thus strengthening our specializations in the software sector for the SMEs segment, with focus on a crucial area for the Italian economy such as agri-food. 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.

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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