



## PRESS RELEASE

### **SESA GROUP INVESTMENT IN THE SOFTWARE SOLUTIONS SECTOR THROUGH THE ACQUISITION BY VAR GROUP OF NEXT STEP SOLUTION, ENLARGING ITS COMPETENCES AND SKILLS FOR THE DIGITALIZATION OF LOCAL PUBLIC SERVICES**

**Empoli (FI), February 21, 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 acquisition of Next Step Solution S.r.l. (“Next Step”), strengthening its set of skills in the software solutions sector for the digitalization of local public services and for the related path of the Digital Agenda.**

Next Step, based in Collecchio (PR) with a team of about 15 human resources, offers software and digital transformation solutions to local public companies to support the digitization of public services payments. The company developed an advanced proprietary web-based software solution for the financial management of Local Government Revenues (EntraNext), aligned with the Public Administration standard. The acquisition, carried out by Var Group S.p.A. through the subsidiary Apra S.p.A., generates annual revenues of approximately Eu 1.5 million and an Ebitda margin of approximately 30%.

Var Group strengthens its positioning as a reference player in the ERP & Vertical Solutions sector, with annual revenues of about Eu 180 million, 1,200 human resources and over 6,000 customers in Italy, in support of the digital transformation of the Italian economy.

The corporate partnership is based on evaluation criteria consistent with those generally adopted by Sesa Group, with the long-term equity commitment of the Next Step Operating Partners Denis Colla, Andrea Pasquetti and Federico Pederzani, 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, through bolt-on industrial M&As to support the digital evolution of companies and organizations.

*“Through this operation, Var Group evolves its skills as a partner for the digitalization of local public companies, strengthening the software solutions available thanks to the recent Group entry of Palitalsoft. Innovation and digitalization of processes must be dimensions present within the dynamics of public organizations, just as happens for private companies”* 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 public administration. Today, public bodies must be considered as a company and digitization has become strategic for their existence, embracing increasingly pervasive areas such as the management of tax payments”* stated Colla Denis, Pasquetti Andrea e Pederzani Federico, Operating Partners of Next Step.

*“We enlarge our path of skills aggregation, strengthening our specializations in the software sector with focus on local public companies, with strong and growing digital technologies demand. 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 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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