



## PRESS RELEASE

### SESA GROUP INCREASE ITS DIGITAL SKILLS IN THE DATA SCIENCE AND BUSINESS ANALYTICS

#### VAR GROUP MAJORITY STAKE ACQUISITION OF VISUALITICS S.R.L., CONSULTANCY COMPANY FOCUSED ON DATA MANAGEMENT AND ANALYTICS TO SUPPORT CORPORATE STRATEGY BUSINESS DECISIONS, WITH 40 SKILLED HUMAN RESOURCES, ANNUAL REVENUES OF EU 4.0 MILLION AND AN EBITDA MARGIN OF ABOUT 20%

#### Empoli (FI), May 4, 2023

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, with expected consolidated revenues in the Full Year ending April 30, 2023 of about Eu 2.85 billion and about 5,000 employees, has signed a partnership, through its subsidiary **Var Group S.p.A., for 59.5% stake acquisition of Visualitics S.r.l. (“Visualitics”), strengthening its skills in Data Science, data management and analytics.**

**Visualitics, based in Turin, offers data management and analytics tools developing crucial areas to enable the digital transformation of Enterprises and Organizations into *Data Driven Company*.**

The company, reference player in data management and analytics, as well as Premium Reseller of the international vendor Tableau (Salesforce Company), operates with a team of about 40 human resources, **annual revenues for approximately Eu 4 million and an Ebitda margin of 20%.**

Visualitics, with a view to strengthening the transition process of organizations that looking to become Data Driven, thanks to the Business Intelligence platforms Tableau, allows to optimize the data collection, cleaning and data analysis processes. Visualitics has gained skills and specializations in the corporate data management and analysis with Data Visualization and Data Management solutions.

The partnership with Visualitics develops **Var Group Data Science Business Unit skills, achieving about 125 skilled human resources and annual revenues for approximately Eu 20 million**, supporting companies of Italian business and industrial districts along the entire *Data Journey*, from the *Data Platform* to the most advanced applications based on Artificial Intelligence.

The corporate partnership is based on evaluation criteria consistent with those usually adopted by Sesa Group, with the operative involvement and long-term equity commitment of the Visualitics Managing Partner and founder Alberto Bertellino, targeting the medium-term sustainable growth.

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

*“We welcome Visualitics team that strengthens our skills in Data Science and Analytics, strategic lever for the digital evolution of Enterprises and Organizations. In order to face the challenges of companies and the Made in Italy districts, innovative technologies and specific knowledge of business processes are needed. The skills of Visualitics will be enhanced within our organization as part of a development plan focused on industrial continuity and human capital growth”* stated Francesca Moriani, CEO of Var Group and Marco Ferrando, Managing Partner of Var Group Data Science Business Unit.





*“We are glad to join Sesa Group organization, to accelerate our skills development and to contribute with our know-how to the development of Data Science organization, improving the digital skills of our human capital, through innovative solutions for the excellences of Made in Italy and international companies in Data Science and Analytics” stated Alberto Bertellino, Managing Partner of Visualitics since its establishment.*

*“In the current phase of evolution of companies that requires a growing boost of digitization and sustainability, we enlarge our path of skills aggregation in areas of strategic development, strengthening our specializations in Data Science and Analytics. We continue to boost Group growth through bolt-on industrial M&As and human capital investments, 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 that 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 in the FY 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 a 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% to the remuneration of Human Resources, with about 4,200 employees(+21% Y/Y), with improved hiring programs (607 hires 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 FY 2022 Sesa has 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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For Media Information	For ESG and Financial Information
Community Società Benefit a r.l. Giuliano Pasini, Federico Nascimben +39 02 89404231 - sesa@communitygroup.it  Idea Point S.r.l. Alessandro Pasquinucci +39 0571 997374 - info@ideapoint.it	Sesa Team Stakeholder Relations Jacopo Laschetti: Stakeholder, IR and Sustainability Manager Elisa Gironi: Cor. Governance, M&A and Integration Director Francesco Billi: Chief Financial Officer  +39 0571 900179 – stakeholder@sesa.it

