



PRESS RELEASE

SESA GROUP CONTINUES TO GROW IN THE APPLICATION CONSULTING ON INTERNATIONAL ERP, THANKS TO THE ACQUISITION OF INFORMETICA CONSULTING

Empoli (FI), June 6, 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 acquired, through its wholly owned subsidiary Var Group S.p.A., the 100% stake of **InformEtica Consulting S.r.l. (“InformEtica”), company based in Verona, reference player in application consulting on Sap platform, with annual revenues for approximately Eu 6 million and a team of 40 human resources.** Thanks to the business combination, which follows the 15% stake acquisition carried out 12 months ago, Sesa Group continues its skills development path strengthening its presence in the Sap platform software solutions, to support main Made in Italy economic districts.

InformEtica, based in San Martino Buon Albergo (Verona), with a team of about 40 human resources, annual revenues for Eu 6 million and an Ebitda margin equal to 10%, during its fifteen years of operation has built a strong presence and market reliability in Triveneto area and manufacturing industry, with an advanced use of the Sap Business One solutions and relevant investments in cloud applications and Data Integration of the different technology platforms, to habilitate *on demand* and *Pay per Use* ERP.

InformEtica, acquired by Var Group S.p.A. through its subsidiary Var One S.r.l., Sap Business One European reference player, **contributes to develop an aggregation hub in the application services sector (international and proprietary platforms) with annual revenues for approximately Eu 60 million and 300 human resources in the SAP sector only and total annual revenues for over Eu 250 million and 1,500 human resources in overall ERP and Vertical Applications**, to support main Made in Italy economic districts such as Mechanics, Automotive, Fashion, Retail, Wine and Food, Pharma and Services.

The corporate partnership has been closed on evaluation criteria consistent with those usually adopted by Sesa Group, with the operative involvement and long-term equity commitment of the InformEtica Managing Partners Andrea Grigoli, Enrico Biolo and Andrea Marchi, and **following the business combination with Var One, the establishment of a reference player with a strong focus on manufacturing districts**, crucial areas for the Italian economy.

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 habilitate the digital evolution of companies and organizations.

“The InformEtica integration process allows us to strengthen our presence on the management solutions market of the Italian medium-sized enterprises, with significant growth outlook, leading the Made in Italy evolution in its digital transformation path” stated **Francesca Moriani, CEO of Var Group and Fabio Falaschi, ERP Managing Partner Var Group.**

“After several Years of profitable collaboration between our companies, we are going to close a business combination with a strong industrial footprint and perspective of solid joint future, with a significant focus on cloud based solutions” stated **Alberto Frambrosi Managing Partner of Var One and Adrea Grigoli, CEO of InformEtica.**

“We closed an additional industrial corporate aggregation, by integrating outstanding skills on Italian territory for the management of technological platforms with 40 new experienced and committed human resources, who will contribute to the digital transformation of medium-sized Italian companies, crucial Italian economic sector that Sesa Group has been supporting with a leading role since the beginnings. We continue to boost our growth through bolt-on industrial M&As and human capital investments, targeting long-term 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 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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