



PRESS RELEASE

SESA GROUP INCREASES ITS DIGITAL SKILLS IN THE DIGITAL WORKSPACE INDUSTRY THANKS TO THE ACQUISITION OF SANGALLI TECNOLOGIE BY VAR GROUP

Empoli (FI), June 22, 2023

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, with consolidated revenues in the Full Year ending April 30, 2023 of about Eu 2.9 billion and 4,750 employees, has signed, through the wholly owned subsidiary Var Group S.p.A., a corporate and industrial partnership agreement for 55% stake acquisition of Sangalli Tecnologie S.r.l. (“Sangalli”), strengthening its skills in the Digital Workspace and Collaboration.

Sangalli, based in Brusaporto (Bergamo), with a team of about 30 human resources and co-workers, operating both in Italy and in the international market, is focused on offering Digital Workspace and Collaboration solutions and integration of multimedia systems, with annual revenues for Eu 7 million, an Ebitda margin of 12% and a net profit equal to about 10% of revenues.

The partnership with Sangalli will be carried out by Var Group S.p.A. through its subsidiary Durante S.p.A., acquired in May 2022 to develop a Business Unit focused on Digital Workspace and Collaboration solutions, with starting revenues of Eu 16 million and a target of approximately Eu 30 million in the Full Year ending April 30, 2024 - also thanks to the business combination with Sangalli - with 160 skilled human resources, focus on some of the main sectors of Italian economy (retail, entertainment, maritime multimedia, financial services) with additional growth outlook.

The corporate partnership has been closed on evaluation criteria consistent with those usually adopted by Sesa Group (5x EV/Ebitda), with the operative involvement and long-term equity commitment of the Sangalli Managing Partners and founders Dario Sangalli, Giancarlo Terzi and Domenico Terzi, sharing goals of further skills development in Digital Workspace and Collaboration and sustainable value generation.

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 main industries of Italian and European economy, in a crucial phase of digital evolution.

“We continue to expand our skills, in a crucial area of corporate organization such as Digital Workspace and Collaboration, one Year after the business combination with Durante S.p.A.. With Sangalli Tecnologie team joining our Group, we will increase our skills in management and digitalization of Audio-Video and Control systems for the Enterprise sector, with specialized human resources in digital signage solutions for the retail, entertainment and maritime multimedia segments” stated **Francesca Moriani, CEO of Var Group and Stefano Durante, Digital Workspace Managing Partner of Var Group.**

“We are glad to join Var Group and Sesa Group organization, accelerating our skills development for the benefit of our customers, that we have been supporting for Years in their path of digital transformation and organizational and collaboration model evolution” stated **Dario Sangalli, Giancarlo Terzi and Domenico Terzi, Managing Partner and founders of Sangalli Tecnologie.**

“We welcome Sangalli human resources to Sesa Group, aiming at improving their skills and enlarging our offering of Digital Workspace and Collaboration, as strategic development area for Enterprises, by the business combination of two relevant players in the market as Durante and Sangalli Tecnologie. We will continue to boost our growth through bolt-on industrial M&As supporting the Italian and European economy in a crucial phase of digital evolution, targeting long term sustainable growth for the benefit of 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 2,900 million (+21.3% Y/Y) and 4,750 employees in the Fiscal Year as of April 30, 2023 (+14% 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 (preliminary data, the definitive results will be approved by the Sesa BoD on July 18, 2023):

- Corporate, with about revenues of Euro 20 million and 150 human resources as of April 30, 2023;
- VAD (Value Added Distribution), with about revenues of Euro 2,240 million and 655 human resources as of April 30, 2023;
- SSI (Software and System Integration), with about revenues of Euro 700 million and 3,350 human resources as of April 30, 2023;
- Business Services, with about revenues of Euro 82 million and 570 human resources as of April 30, 2023.

Sesa Group pursues a sustainable development strategy for the benefit of all Stakeholders, with a track record in the period 2011-2023 of continuous growth in employment, revenues (CAGR revenues 2011-2022 +11.9%) 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.

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.

For Media Information	For ESG and Financial Information
Community Società Benefit a r.l. Giuliano Pasini, Federico Nascimben +39 02 89404231 - sesa@communitygroup.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
Idea Point S.r.l. Alessandro Pasquinucci +39 0571 997374 - info@ideapoint.it	+39 0571 900179 – stakeholder@sesa.it