



PRESS RELEASE

SESA GROUP ACQUISITION OF TRIAS MIKROELEKTRONIK GMBH, COMPANY BASED IN GERMANY OPERATING IN ELECTRONIC DESIGN AUTOMATION SOFTWARE SOLUTIONS SECTOR

Empoli (FI), October 10, 2023

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, with about Eu 3 billion consolidated revenues and 5,000 employees, has acquired through Var Group S.p.A. (Sesa wholly owned subsidiary) the 100% stake of TRIAS Mikroelektronik GmbH (“TRIAS”), strengthening its set of skills and software solutions for engineering sector in the DACH Area.

TRIAS, based in Krefeld (Germany) and Iasi (Romania) and operations in Austria and Switzerland, is focused on Electronic Design Automation (EDA) software solutions, verification and validation of programmable logic devices and integrated circuits, as well as wiring harness systems (cable harness) and *on-board networks*, with an engineering intensive enterprise customer set, operating in electronics, aerospace, automotive, automation, robotics and defense systems sectors.

TRIAS, with expected revenues in Year 2023 of about Eu 3 million and an Ebitda Margin of over 10%, is a partner of Siemens Electronic Design Automation (“EDA”) and Siemens Digital Industries Software, with a team of about 15 skilled resources, based in Germany and Romania.

The corporate partnership has been closed on evaluation criteria in line with those usually adopted by Sesa Group, in application of an EV/Ebitda evaluation criteria equal to about 5x.

Thanks to the business combination, Sesa Group expands its skills and digital solutions in engineering sector beyond national borders, in a leading market such as the German one, characterized by manufacturing companies oriented towards Digital Transformation, strengthening its competitive positioning in the DACH Area with over 2,000 customers.

Var Group, through the aggregation of TRIAS, further consolidates its presence in the Digital Engineering, established in October 2017 with the acquisition of Tech Value S.p.A., focused on offering digital and Product Lifecycle Management (“PLM”) solutions for manufacturing companies, and developed thanks to the following acquisitions of PBU CAD-Systeme GmbH in February 2019 and Cadlog Group Srl in May 2021 (including the subsidiary Cadlog GmbH and the company Cimtec GmbH).

Var4Industries, Strategic Business Unit of Var Group focused on Digital Engineering, will generate revenues of approximately Eu 60 million as of April 30, 2024, of which 40% abroad, mainly in the DACH Area, with about 200 skilled human resources.

The corporate partnership integrates the wider Sesa Group strategy of investment in the industrial development of its vertical digital skills in strategic sectors for the European economy, to support the digital transformation of Enterprises and Organizations.

Sesa Group continues to boost its development path in human resources and digital skills in strategic development areas, driven by bolt-on industrial M&A and great organic growth capability, with the following CAGR in the last four-Year period (FY April 30, 2020 – FY April 30, 2023) at consolidated level: Revenues +17.0%, Ebitda +29.6%, EAT Adjusted 33.6%.





“Thanks to the acquisition of TRIAS, we strengthen our presence alongside the European manufacturing districts, supporting the digital transformation of engineering intensive manufacturing companies. We strengthen our European digital engineering centre supporting the industrial design, thanks to the most innovative technologies. With the aggregation of TRIAS, in the Fiscal Year ending on April 30, 2024, we will develop a perimeter of 200 human resources and Eu 60 million revenues in the main European countries, with the aim of further growth and consolidation, enabling technological innovation and digital transformation of manufacturing Industry” stated **Francesca Moriani, CEO of Var Group S.p.A. and Filippo D’Agata, CEO of Var4Industries.**

“We are pleased to welcome TRIAS human resources to Sesa Group, with the aim at enhancing their skills and further enriching our offering in a leading manufacturing area as Germany, expanding our customer base and human capital. We will continue to boost our development path in human resources and digital skills in strategic development areas, driven by bolt-on industrial M&A and great organic growth capability, strengthening the Group internationalization and 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 that represents the reference player in Italy in technological innovation and digital services for the business segment, with consolidated revenues of Euro 2,908 million (+21.7% Y/Y) and 4,717 employees in the Fiscal Year as of April 30, 2023 (+13.3% 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 about revenues of Euro 20 million and 150 human resources as of April 30, 2023;
- VAD (Value Added Distribution), with about revenues of Euro 2,236 million and 655 human resources as of April 30, 2023;
- SSI (Software and System Integration), with about revenues of Euro 703 million and 3,345 human resources as of April 30, 2023;
- Business Services, with about revenues of Euro 84 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 2012-2023 of continuous growth in employment, revenues (CAGR revenues 2012-2023 +12.0%) and profitability (CAGR Ebitda 2012-2023 +16.2%). 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, 2023, the Group distributed a net economic value of about Eu 309 million (+26% Y/Y), of which for over 60% to the remuneration of Human Resources, with 4,717 employees(+13% Y/Y), improved hiring programs (760 hires in FY23, +25% Y/Y), education (over 69,000 training hours, +14% Y/Y) and welfare programs to support parenting, diversity, well-being and work-life balance of Human Resources. 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 BBB level of MSCI, and the 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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