



PRESS RELEASE

SESA GROUP STRENGTHENS SUSTAINABILITY SKILLS AND DIGITAL SOLUTIONS THANKS TO THE ACQUISITION OF ANALYSIS S.R.L.

Empoli (FI), March 18, 2024

Sesa ("SESA" – SES.MI), reference player in technological innovation and digital services for the business segment, with about Eu 3 billion consolidated revenues and over 5,000 employees, has acquired through Var Group S.p.A. (Sesa wholly owned subsidiary) an additional stake of Analysis S.r.l. ("Analysis") from 15% up to the 51% majority stake, strengthening its digitalisation and sustainability skills, to support the digital transformation of the Made in Italy economic districts.

Analysis, based in Castel Maggiore (BO), with revenues in Year 2023 of about Eu 2.2 million, an Ebitda Margin of 20% and 29 skilled resources, develops software solutions for the digitalisation of business processes, with focus on sustainability and compliance management.

The company, with a customer set of more than 400 enterprise customers across Italy, operating in the main Made in Italy sectors, provides modular add-on solutions, even in Cloud, allowing digitalization of quality, safety and environmental systems management and, more generally, the regulatory compliance, including sustainability.

The main software solutions are QualiWare, a QHSE leader; ActiveDoc, an enterprise Low-Code Application Platforms for document management; and EasyFootprint, an ISO-compliant solution for the carbon and water footprint calculation.

The partnership offers business development opportunities in a sector with progressive growing demand and is driven by, among other things, the increasing stakeholder focus on sustainability and ESG performance. Thanks to the business combination, Var Group further strengthens its sustainability software and digital solutions, targeting further boosting of skills and customer set.

The corporate acquisition 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, with long-term operative involvement, also through equity commitment mechanisms of the Managing Partner and founder Pier Alberto Guidotti, targeting sustainable growth of skills and specializations.

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 economy, to support the digital transformation of Enterprises and Organizations.

Sesa Group continues to boost its development path in human resources and digital skills, driven by bolt-on industrial M&A and organic growth capability.

"We continue to expand our skills in crucial areas of corporate organization such as Sustainability and Compliance Digital Solutions, thanks to the partnership with Analysis and 30 new skilled human resources. The business combination further strengthens our offering of business application and consulting solutions for the enterprise market, supporting the strong and growing digital technologies demand for the sustainability of the Made in Italy companies" stated **Francesca Moriani**, CEO of Var Group S.p.A.





“We are glad to join the Sesa Group organization, to accelerate our skills development, and to contribute with our know-how to extend the offer of innovative solutions for environmental sustainability and compliance, developed for the benefit of excellences of the main Italian and European districts” stated **Pier Alberto Guidotti, Founder of Analysis.**

“With Analysis joining our Group, we enlarge our skills in a crucial area for the digital evolution of companies such as sustainability technologies, in the light of the strong convergence of sustainability with digitalization. We will continue to boost our long-term and steady growth in revenues, human resources and digital skills, driven by bolt-on industrial M&A in strategic development areas 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.

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. Greta Ghelfi +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