



PRESS RELEASE

SESA STRENGTHENS ITS ENTERPRISE PLATFORM APPLICATION CONSULTING THROUGH THE ACQUISITION OF VISICON GMBH, A COMPANY SPECIALIZED IN SAP SOLUTION AND EDI

THE ACQUISITION WILL BE CARRIED OUT BY VAR GROUP WHICH CONSOLIDATES THE SSI SECTOR OF THE SESA GROUP AND EXTENDS ITS INTERNATIONALIZATION PATH IN THE DACH AREA

Empoli (FI), June 25, 2025

Sesa (“SESA” – SES.MI) – leading player in Digital Technology, System Integration and Business Application, with over Eu 3.2 billion in consolidated revenues and 6,000 employees, listed on the Euronext STAR segment of Italian Stock Exchange, has signed a binding agreement to acquire 80% of the capital of **Visicon GmbH** (“**Visicon**”), a German company active in SAP and EDI (Electronic Data Interchange) consulting for the business segment.

The acquisition will be carried out through **Var Group**, leading player in the digital integration and software sector for the enterprise segment, part of Sesa Group, which will integrate Visicon into its Enterprise Platform Competence Center, strengthening its leadership in SAP application consulting and continuing its international expansion in the DACH area (which includes Germany, Austria and Switzerland).

Founded in 1998, Visicon is headquartered in Limeshain, with offices in Wiesbaden and Munich (Germany) and Leonding (Austria). The company supports medium-sized enterprises in the implementation and management of SAP processes and EDI solutions by offering consultancy, support and continuous training. Visicon is expected to close the FY 2025 with revenues of approximately Eu 5.3 million and an Ebitda margin of around 15% supported by 50 specialized professionals.

The acquisition will be carried out based on valuation criteria consistent with those generally adopted by the Sesa Group and involves the operational engagement of the Managing Partners and founders of Visicon, Bernd Brücher and Simon Greco, sharing targets of sustainable growth and the development of international expertise and specialization.

This acquisition represents the first international step of Var Group in the SAP sector and is part of a strategic plan to expand its solutions portfolio. The business combination with Visicon enables a focused approach to the mid-market companies needs, particularly in the manufacturing sector, through an offering capable of enabling full end-to-end digitalization of business processes in the DACH area.

The solutions developed by Visicon in the areas of EDI, digital document flow and electronic invoicing, which have already been adopted by many customers in Germany, following the integration, will be made available to companies operating in other markets covered by the Var Group.

The Sesa Group continues to drive the growth of its digital capabilities, including internationally, through bolt-on industrial M&A aimed at generating sustainable long-term value for all stakeholders.





“This acquisition further strengthens our international presence, reinforcing our capability to support the digital evolution of enterprises and synergies among our Enterprise Platform consulting competence centers. We enthusiastically welcome the Visicon team, which brings us know-how and solutions that perfectly integrate with our existing ones and contribute to strengthening our position as a strategic partner for enterprises. This business combination brings significant benefits: solutions based on Artificial Intelligence, SAP and EDI expand our portfolio, while integration with PLM systems creates additional relevant added value for our customers.” stated **Francesca Moriani, CEO of Var Group, and Stephan Häfele, Regional Manager of Var Group DACH**

“We are excited to join the Sesa Group and the Var Group organization; the business combination will allow us to accelerate the growth of our vertical expertise to better serve our clients, strengthening our competencies and expanding our offering in the market”, stated **Bernd Brücher and Simon Greco, Managing Partners and Founders of Visicon.**

“The integration of Visicon in the Sesa Group represents a strategic step in our international growth in the DACH market an additional opportunity to offer innovative consulting solutions to enterprise customers, supporting their digital transformation journey. We continue to strengthen in consulting capabilities, a core part of our business evolution strategy and the creation of long-term sustainable value creation for all stakeholders ”, stated **Alessandro Fabbri, 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 and Spain that represents the reference player in Italy in technological innovation, consultancy and Vertical Applications for the business segment, with consolidated revenues of Eu 3,210.4 million (+10.4% Y/Y) and 5,691 employees as of April 30, 2024 (+21.0% Y/Y).

Sesa Group has the mission of offering technological solutions, consulting and business applications to support the digital evolution, of Enterprises and Organizations, through the following business Sectors:

- SSI (Software and System Integration) with revenues of Eu 823 million and 3,852 Human Resources as of April 30, 2024;
- BS (Business Services) with revenues of Eu 114 million and 721 Human Resources as of April 30, 2024;
- VAS (Value Added Solutions) with revenues of Eu 2,143 million and 696 Human Resources as of April 30, 2024;
- DG (Digital Green) with revenues of Eu 245 million and 55 Human Resources as of April 30, 2024;
- Corporate with revenues of Eu 46 million and 367 Human Resources as of April 30, 2024.

Sesa Group pursues a sustainable development strategy for the benefit of its Stakeholders, with a track record in the period 2012-2024 of continuous growth in revenues (CAGR revenues 2012-2024 +12.1%), profitability (CAGR Ebitda 2012-2024 +15.8%) and employment (CAGR Human Resources 2012-2024 +17.0%). The long-term value generation strategy is based on skills development, environmental sustainability and social responsibility, with continuous improvement of ESG performance.

As of April 30, 2024, the Group generated a net economic value of about Eu 390 million (+26% Y/Y), distributed for over 65% to the remuneration of Human Resources, with 5,691 employees (+21.0% Y/Y), with improved hiring programs, education and Welfare programs to support diversity, work-life balance and well-being 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, which represents both financial and ESG performance in a single complete and transparent document, in application of international reporting standards. In terms of sustainability governance, the Group's main companies achieved the ISO 14001 certification and the UN Global Compact membership.

Sesa has confirmed the Ecovadis rating at Gold level, the sustainability rating issued by MSCI at BBB level and the ESG rating issued by CDP at B level. Sesa is listed on the Euronext STAR Milan market (ISIN Code: IT0004729759) and is part of FTSE Italia Mid Cap index. Sesa is also part of Euronext Tech Leaders, Euronext's initiative dedicated to high-growth Tech companies.

For Media Information

Community Società Benefit a r.l. Giuliano
Pasini, Federico Nascimben
+39 02 89404231 - sesa@communitygroup.it

Sesa S.p.A. Corporate Communications
Elisabetta Natali
+39 0571 997374 - e.natali@sesa.it

For ESG and Financial Information

Sesa Team Stakeholder Relations
Caterina Gori: IR, Corporate Finance M&A
Jacopo Laschetti: Stakeholder and Sustainability
Francesco Billi: Chief Financial Officer

+39 0571 900179 – stakeholder@sesa.it

