



## PRESS RELEASE

### VAR GROUP S.P.A. GROWS IN CLOUD SERVICES ON MICROSOFT DYNAMICS PLATFORM

**Var Group S.p.A. acquires the majority of the capital of NTT S.r.l. (renamed Var Prime S.r.l.), Dynamics Fashion Group S.r.l. and Porini Technologies S.r.l. constituting a pole in Cloud services on Microsoft Dynamics platform with expected annual revenues of approximately Euro 5 million, an Ebitda of Euro 750 thousand and a net profit of Euro 350 thousand**

**Sesa Group carries on the strategy of investment and focusing on high value-added areas, potential source of development and generation of Ebitda in Cloud Computing sector**

**Empoli, 9 November 2016** Var Group S.p.A. company wholly owned by Sesa S.p.A., a leading Italian operator in the field of added-value IT solutions for the business segment, announces the signing of binding agreements for the establishment of an activities pole in the field of Cloud services on Microsoft Dynamics platform for SME and Enterprise segments.

Following such agreements Var Group S.p.A.:

- it acquired 51% of the capital of NTT S.r.l. (renamed Var Prime S.r.l.). Var Prime S.r.l. in the year ended 31 December 2016 expected revenues equal to approximately Euro 2.5 million, an Ebitda of approximately Euro 300 thousand, a net profit of approximately Euro 100 thousand, with a Net Financial Position ("NFP") active for Euro 50 thousand;
- it began the process to incorporate within December 2016 the company Dynamics Fashion Group S.r.l., already 51% owned by Var Prime S.r.l. Dynamics Fashion Group S.r.l. for the year ended 31 December 2016 pursues a target of approximately Euro 1.5 million in revenues, Euro 200 thousand in Ebitda, a NFP active for Euro 100 thousand;
- it signed a binding agreement to acquire within the end of November 2016, through Var Prime S.r.l., the whole capital of Porini Technologies S.r.l. Porini Technologies S.r.l. is active in the field of Cloud services on Microsoft Dynamics ERP platform, with a turnover of Euro 1 million and an expected Ebitda of Euro 250 thousand.

Following such agreements, Var Group S.p.A. with a total investment (the price paid for the control of Var Prime S.r.l., Dynamics Fashion Group S.r.l., Porini Technologies S.r.l.) between Euro 1.1 million and Euro 1.5 million constitutes a pole of Cloud services on Microsoft Dynamics platform for SME and Enterprise segments, with an annual target of approximately Euro 5 million in revenues, approximately Euro 750 thousand in Ebitda, about Euro 350 thousand in net profit and a Net financial position close to break even.

Var Group S.p.A. will integrate the offering of the subsidiary Var Prime S.r.l. with Cloud services and applications based on Microsoft Azure technology, with reference to the Microsoft Dynamics and Microsoft Azure Infrastructure Solutions platforms. The founder and manager of NTT S.r.l. and Porini Technologies S.r.l., Dr. Lorenzo Sala will remain involved in the management of the new pole specialized in the offering of Microsoft Dynamics ERP, as CEO of Var Prime S.r.l.

Porini Technologies S.r.l. based in Gorgonzola (Milan) is an Italian company specialized in the provision of Cloud Computing services and development of applications based on Microsoft Azure technology, with particular reference to Microsoft Dynamics and Microsoft Azure Infrastructure Solutions platforms, for SME and Enterprise segments.

Var Group S.p.A. with this operation consolidates a new *pillar* in its offering of Cloud solutions. Sesa Group after completing its own datacenter based in Empoli, continues to invest in a high development and profitability potential segment, like Cloud Computing services.

*"We continue investing in IT areas with high value-added and complexity (Cloud Computing, Managed & Security Services) with the aim to support Italian companies in the path of growth and technological innovation. Through the consolidation of the new pole of Cloud Computing services on Microsoft platform we enrich our offer in a crucial phase of technology transition for our reference market, strengthening our position in most innovative areas and greatest potential sectors of the IT services market",* stated Giovanni Moriani, Vice-Chairman of Sesa and Chairman of Var Group.

*"The integration of our Cloud offer in the portfolio of the Var Group services will constitute an accelerator of visibility and growth of Var Prime, developing new business opportunities and synergies in order to meet the growing demand of Cloud Computing from customers",* stated Lorenzo Sala, Chairman and founder of Porini Technologies S.r.l., CEO of Var Prime S.r.l.

*"The integration of NTT, Dynamics Fashion Group and Porini Technologies, active in Cloud Computing sector, is consistent with the Sesa Group's strategy to focusing on value-added IT areas, in support of competitiveness and innovation of the main Italian productive districts. We continue to consider acquisitions in the core business of the Group, in areas with high potential of growth and Ebitda generation, with the aim to take additional business opportunities and satisfy our customers' increasing need of technological innovation",* stated Alessandro Fabbroni, CEO of Sesa.

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This press release is also available on the Company's website [www.sesa.it](http://www.sesa.it), as well as on the authorized storage mechanism consultable at the website [www.emarketstorage.com](http://www.emarketstorage.com).

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*Sesa S.p.A., based in Empoli (Florence) and activities throughout the Italian territory, is the head of a Group leader in Italy in the distribution of high value-added products and IT solutions to the business and professional segment, with Consolidated revenues equal to Euro 1.230 billion and 1,215 employees (source: last Consolidated Financial Statements at 30 April 2016). The Group has the mission of bring the most advanced technological solutions of international Vendors of ICT in the districts of the Italian economy, leading companies and entrepreneurs in the path of technological innovation, with particular reference to the SME and Enterprise segments. By partnering with the global leading brand in the industry, the skills of its human resources and investment in innovation, the Group offers ICT products and solutions (design, education, pre and post sales, Cloud Computing, Managed and Security Services) to support the competitiveness of enterprises customers.*

*Sesa is listed on the STAR (MTA) of the Italian Stock Exchange with a free float of about 45%.*

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