



PRESS RELEASE

VAR GROUP STRENGTHENS ITS POSITIONING IN THE FIELD OF *DIGITAL TRANSFORMATION* SOLUTIONS

BINDING AGREEMENT FOR THE ACQUISITION OF 57.5% OF THE COMPANY GLOBO INFORMATICA MAJOR ITALIAN PLAYER FOCUSED ON *ENTERPRISE CONTENT AND INFORMATION MANAGEMENT* SOLUTIONS

Empoli, 14 March 2017

Var Group S.p.A. company fully owned by Sesa S.p.A., a leading Italian Group in the field of value-added IT solutions for business segment, announces the signing of a binding agreement for the acquisition of the 57.5% stake of Globo Informatica S.r.l. The share capital acquisition will be executed within 31 March 2017.

Globo Informatica S.r.l. is an IT Consulting company specialized in *Digital Transformation* solutions enabled by *Enterprise Content and Information Management* platforms of Vendor's software OpenText, of which is a key partner for the Documentum Family and reference in the Italian market.

Thanks to this acquisition Var Group S.p.A. strengthens its position as reference player in the Italian market of *Digital Transformation*, integrating its range of IT consulting and innovative content solutions in order to support the enterprise *Digital Transformation*, which in the next years will attract significant investments in innovation by medium and large Italian companies.

Globo informatica S.r.l. with offices in Turin and Milan, operates throughout Italy focusing on Enterprise segment (Banking and Insurance) by supporting European-scale projects of *Digital Transformation*, through its *Competence Center* certified as OpenText and Microsoft partner.

Last Financial Statement of Globo Informatica S.r.l. at 31 December 2016 showed revenues for Euro 8.1 million (with an increase of over 20% compared to the previous year), an Ebitda equal to Euro 1.2 million (up by 20% compared to the previous year) and a net profit after taxes of Euro 0.7 million (with a 20% growth compared to the previous year), with an equity of Euro 1 million.

Sesa S.p.A., through its fully owned subsidiary Var Group S.p.A., will acquire 57.5% of Globo Informatica S.r.l. for a price of Euro 3,416 thousand, of which Euro 2,250 thousand paid simultaneously with the sale and an additional amount as *Earn-Out* up to Euro 1,166 thousand to be paid in the period 30 June 2018 - 30 June 2019, following the fulfilment of some profitability targets of Globo Informatica S.r.l.

Mr Giovanni Bertolino and Mr Gianfranco Vezzaro, sellers of 57.5% of the capital of Globo Informatica S.r.l., will continue to be actively involved in the evolution and development of the company, maintaining their roles of shareholders and executive directors.

The industrial partnership is aimed at increasing commercial and operative synergies between Var Group S.p.A. and Globo Informatica S.r.l. in the field of *Digital Solutions*, in line with Sesa Group's strategy of growing focusing on high value-added and Ebitda generation areas of the IT market.

"In an IT market showing a trend of deep technological evolution, we continue to invest in higher value-added and innovative segment such as Digital Transformation, supporting Italian companies in the path of growth and innovation. The Globo Informatica's offering, characterized by technical excellence, will be integrated in the Var Group IT Managed Services and Digital offering, contributing to increase the focus on the most innovative and potential segment of enterprise IT services market", stated Giovanni Moriani, Vice President of Sesa and Chairman of Var Group.

"We join Var Group organization with the aim at enhancing IT Consulting skills and services of Globo Informatica, with access to value-added IT services (Cloud and Managed Services) and Var Group market coverage. We believe that the complementarity of the offering will generate a growth measurable in the extension and size of the opportunity to access on the reference market of Digital Transformation. Enterprise Digital Transformation represents one of the most important drivers for their innovation process and technological progress, on which we intend to continue to invest in partnership with a strategic global player for the growth and business competitiveness as OpenText", stated Gianfranco Vezzaro, President of Globo Informatica.

"The integration of Globo Informatica is consistent with Sesa Group strategy to focusing on value-added and potential growth IT areas, such as Digital Transformation, to support the competitiveness of Italian companies. We continue to evaluate acquisitions focused on the Group core business, in high potential growth and Ebitda generation segments, with the aim to take additional business opportunities in innovative and value-added market segments for Group partners and customers", stated Alessandro Fabbri, CEO of Sesa.

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 47%.

For Financial Information	For Media Information
Sesa S.p.A. Conxi Palmero, Investor Relations Manager +39 0571 997326 investor@sesa.it	Idea Point S.r.l. Alessandro Pasquinucci +39 0571 99744 info@ideapoint.it