



PRESS RELEASE

SESA GROUP CONTINUES TO GROW IN THE BUSINESS APPLICATION CONSULTING ON SAP PLATFORM, THANKS TO THE ACQUISITION OF THE 100% STAKE OF REAL-TIME S.R.L.

Empoli (FI), May 14, 2024

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, has acquired, through Var Group S.p.A., the 100% stake of Real-Time S.r.l. (“Real-Time”), strengthening its skills in the business application consulting on SAP platform, to support the digital transformation of the Made in Italy economic districts.

Real-Time, company based in Bergamo, with expected revenues in the FY 2023 of Eu 1.7 million and an Ebitda margin of about 12.5%, operates with a team of 15 skilled human resources in data management and analysis software solutions, especially on the SAP Business One platform. Real-Time established about 35 years ago, has consolidated expertise in implementing business management systems and developing Business Intelligence projects with an analytical approach aimed at identifying and offering modular and integrated solutions, processes and operations.

The acquisition of Real-Time was carried out by Var One S.r.l., wholly owned subsidiary of Var Group and reference player in Italy for SAP market, contributing to develop an aggregation hub in the SAP sector, with annual revenues for approximately Eu 65 million and over 300 co-workers. The corporate acquisition has been closed on evaluation criteria in line with those usually adopted by the Sesa Group (EV/Ebitda equal to about 5 times); the partnership with Var Group includes the operative involvement and long-term equity commitment of the founders and key people of Real-Time Franco Asperti and Roberto Marini, by targeting digital skills development, human capital enhancement and sustainable value generation, with the planned business combination and integration of the company with Var One, reference player with a strong focus on main Italian manufacturing districts.

Sesa Group continues to boost its development path in human resources and digital skills, driven by bolt-on industrial M&As in strategic sectors for its growth, with a focus on generating long-term sustainable value for its stakeholders.

“We strengthen our presence on the management software solutions to support the North-West Italian mid-enterprises and corporates, in a crucial phase of digital evolution of companies and we welcome Real-Time team that enriches us with new skills and specializations in the software industry for the benefit of our Small and Medium Enterprise customers”, stated **Francesca Moriani, CEO of Var Group and Fabio Falaschi ERP Var Group Managing Partner.**

“We are glad to join the Var Group and Sesa Group organisation, to accelerate our skills development, and to contribute with our know-how to extend the offering of application consulting on SAP platform, strengthening our ability to support Italian companies in a crucial phase of digital evolution. Real-Time is a team of skilled human resources who have always worked to provide with the best digital technologies for enterprises and their stakeholders. Joining Var Group represents the beginning of a new chapter in our long history of passion, expertise and commitment”, stated **Franco Asperti and Roberto Marini, Founders of Real-Time.**

“We extend our path of skills aggregation, strengthening our specializations in the software and application consulting sector for the business segment, whit an enterprises digitalization demand that continues to accelerate. 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. Sesa is also included among the companies that are part of Euronext Tech Leaders, Euronext's initiative dedicated to high-growth Tech companies.

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: Corp. Governance, M&A and Integration Director Francesco Billi: Chief Financial Officer +39 0571 900179 – stakeholder@sesa.it