



PRESS RELEASE

**SESA CLOSED THE FISCAL YEAR AS OF APRIL 30, 2024
WITH CONSOLIDATED REVENUES EQUAL TO EU 3.211 BILLION,
UP BY 10.4% Y/Y (COMPARED TO +2.7% OF THE REFERENCE MARKET),
WITH A STRONG MARKET SHARE INCREASE IN ALL BUSINESS SECTORS**

**CONSOLIDATED REVENUES UP BY 11.4% IN THE FOURTH QUARTER
OF THE FISCAL YEAR 2024 COMPARED TO Q4 2023**

**STRONG GROWTH OF GROUP HUMAN RESOURCES
(ABOUT 5,700 AS OF APRIL 30, 2024, +21% Y/Y).
NEW WELFARE PLAN 2024-2025 WITH FURTHER STRENGTHENING OF PROGRAMS
TO SUPPORT THE WELL-BEING AND WORK-LIFE BALANCE
OF GROUP HUMAN RESOURCES**

Empoli (FI), June 20, 2024

Sesa (“SESA” – SES.MI), reference player in technological innovation and digital services for the business segment, **closed the Fiscal Year as of April 30, 2024 with consolidated revenues and other income of Eu 3,211 million** (preliminary data, definitive results will be approved by the Sesa BoD on 18 July), **up by 10.4% Y/Y from Eu 2,908 million as of April 30, 2023.**

Sesa confirms its **ability to grow by overperforming significantly the Italian Information Technology market** (+2.7% in 2023, source Sirmi, May 2024) and **increasing the market share in all business sectors, also thanks to the strong increase in revenues in the Fourth Quarter 2024** with Revenues and Other Income equal to about Eu 815 million in the period February-April 2024 (+11.4% compared to Q4 2023).

The growth achieved in FY 2024 was driven by the **positive trend of all Group Sectors**¹:

- VAD Sector, revenues in FY 2024 equal to Eu 2,388 million, +6.8% Y/Y (+9.5% in Q4 2024);
- SSI sector, revenues in FY 2024 equal to Eu 823 million, +17.2% Y/Y (+6.6% in Q4 2024);
- Business Services sector, revenues in FY 2024 equal to Eu 114 million, +35.2% Y/Y (+23.5% in Q4 2024);
- Corporate sector, revenues in FY 2024 equal to Eu 46 million compared to about Eu 20 million in FY 2023.

Sesa Group strengthens its role of reference player in the market, leading technological innovation and digital transformation of the Italian economy and supporting the digitalization demand from Enterprises and Organizations.

As of April 30, 2024 Sesa Group reaches a total of about 5,700 human resources, strongly improving (+21%) compared to April 30, 2023 and over 98% employed with open-ended labour agreements, with an increase of 3,000 co-workers compared to FY 2020, thanks to the M&As programs to aggregate vertical technical skills (over 60 bolt-on industrial M&As in the last 5 years with a contribution of about 2,500 resources) and internal hiring, with 1,000 new resources recruited in the Fiscal Year as of April 30, 2024, mostly under-30 and with training programs focused on the main digital trends.

Sesa Group today also announced its new Welfare Plan for the Year 2024-2025, further enriched compared to the previous one, with renewed focus on inclusion, education, sustainability and well-being of the Group’s people, with new investments and initiatives dedicated among others to people under 30, representing a growing and significant share of the Group Human Resources (around 25% as of April 30, 2024):

¹ Preliminary data (definitive results will be approved by the Sesa BoD on July 18, 2024) and gross of intercompany eliminations



- **Inclusion, Parenting, Diversity:** support to natality with economic contributions for birth, contributions for baby-sitting, pedagogy services, nursery, contributions for summer camps, scholarships for the purchase of schoolbooks and IT products for employees' children; social assistance to family members with disabilities, health packages for the reimbursement of healthcare expenses;
- **Employees well-being and training:** flexible benefits to integrates employees spending for food, sports, culture, well-being and parenting services; contributions for the purchase of IT products; contribution for housing mobility; scholarships for employees attending University degrees or masters and for the purchase of training and learning books; training programs and international Erasmus;
- **Environmental sustainability:** support for employees' sustainable mobility for the use of public and electric transport and E-Car and Bike Sharing programs aiming at the reducing natural resources consumption;
- **Work-life balance:** solidarity and people caring programs for the health and well-being of the Group employees; corporate micro-credit to access subsidized loans; free psychological and nutritional counselling, well-being programs through digital platforms and contributions for sports activities.

The Group Welfare Plan 2024-2025 will be available through a **digital platform entirely dedicated to Welfare services and supported by Sesa Foundation**, a no-profit organization focused on philanthropic, training and social initiatives.

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%) and employment (CAGR Human Resources 2012-2024 +17.0%). The long-term value generation strategy is based on human resources skill development, environmental sustainability and social responsibility, with continuous improvement of ESG performance.

“The programs to promote work-life balance and the well-being of our people have been core values of Sesa since its foundation in 1973. We continue to focus on people, environment and social communities as core pillars of our corporate vision, always oriented towards sustainable growth and value generation for all stakeholders” stated **Paolo Castellacci and Giovanni Moriani, respectively Chairman and Founder, and Vice-Chairman of Sesa.**

“As digital transformation and sustainability remain crucial drivers for all Enterprises and Organizations we continue to grow overperforming significantly our reference market and achieving the target of Eu 3.2 billion of annual revenues, by increasing at the same time our market share. Our growth path is driven by a strong corporate culture oriented to sustainable growth of revenues and skills of Group Human Resources, about 5,700 (+21% Y/Y) as of April 30, 2024, of which 25% under-30. The new Welfare Plan, further enriched compared to the previous one, reflects our great focus on human resources, that once again we thank for their contribution to the Group path of continuous growth” 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 3,211 million (+10.4% Y/Y) and 5,691 employees in the Fiscal Year 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, transformation and innovation towards sustainability of Enterprises and Organizations, through four main business Sectors (preliminary data gross of intercompany eliminations, definitive results will be approved by the Sesa BoD on 18 July):

- VAD (Value Added Distribution) with revenues of Eu 2,388 million (+6.8% vs Eu 2,236 million as of April 30, 2023) and 751 Human Resources as of April 30, 2024 (+15% vs 655 Human Resources as of April 30, 2023);
- SSI (Software and System Integration) with revenues of Eu 823 million (+17.2% vs Eu 703 million as of April 30, 2023) and 3,852 Human Resources as of April 30, 2024 (+15% vs 3,350 Human Resources as of April 30, 2023);
- Business Services with revenues of Eu 114 million (+35.2% vs Eu 84 million as of April 30, 2023) and 721 Human Resources as of April 30, 2024 (+26% vs 570 Human Resources as of April 30, 2023);
- Corporate with revenues of Eu 46 million (vs Eu 20 million as of April 30, 2023) and 367 Human Resources as of April 30, 2024.

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As of April 30, 2023, the Group generated a net economic value of about Eu 309 million (+24% Y/Y), distributed for over 60% to the remuneration of Human Resources, with about 4,717 employees (+13.3% 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, 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.

Sesa reached the Gold level issued by Ecovadis and achieved the BBB level of sustainability rating issued by MSCI and 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 part of Euronext Tech Leaders, Euronext's initiative dedicated to high-growth Tech companies.

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