



PRESS RELEASE

METISOFT S.P.A., REFERENCE PLAYER IN ITALY IN THE APPLICATION CONSULTING ON SAP PLATFORM SECTOR, WITH ANNUAL REVENUES OF ABOUT EU 15 MILLION AND 200 PEOPLE, JOINS SESA GROUP

THE BUSINESS COMBINATION WITH VAR GROUP ESTABLISHES A LEADING PLAYER IN THE APPLICATION CONSULTING ON SAP PLATFORM MARKET, WITH REVENUES OF APPROXIMATELY 75 MILLION AND MORE THAN 500 PEOPLE

Empoli (FI), December 18, 2024

Sesa (“SESA” – SES.MI), reference player in Digital Technology, System Integration and Business Application for the business segment, with about Eu 3.2 billion consolidated revenues and 5,700 employees as of April 30, 2024, has signed a binding agreement, through its subsidiary Var Group S.p.A. (“Var Group”), to acquire up to 100% of the share capital of Metisoft S.p.A. (“Metisoft”), strengthening its skills in the application consulting on SAP platform, to support the digital transformation of international economic and manufacturing districts.

Metisoft, established in 1987, is based in Fabriano (AN) with offices in Marche, Campania and Lombardy. The company, with annual revenues of approximately Eu 15 million, an Ebitda margin of about 8% and a team of 200 people, has always embraced System Integration to support companies on their digital evolution path. Metisoft, focused on global Business Process Management on SAP platform, is also a long-term partner of Microsoft in Modern Workplace, data management and Cloud & Cyber Security services. The company is also skilled in Salesforce CRM solutions implementation, PLM and MES systems for Manufacturing and is a key player in the Italian Business Compliance market. Metisoft, with a relevant base of people, partners and customers, both Enterprise and Midmarket, focuses on Manufacturing, Chemical & Pharmaceutical, Luxury & Fashion, Food & Beverage and Banking. Metisoft's skills will be broadly consolidated in Var Group strategic areas such as Digital Industry, Cloud, Security, Modern Workplace and Data Science.

Metisoft will be integrated in the SAP Business Unit of Var Group, reaching a total of about Eu 75 million in revenues and more than 500 people as a result of this new partnership.

The acquisition has been closed on evaluation criteria in line with those usually adopted by Sesa Group, with an Enterprise Value in application of a 5x Ebitda multiplier of the target company.

The Sesa Group continues to boost its growth path, both in terms of resources and digital skills, through bolt-on industrial M&A with targets of long-term sustainable value generation for all stakeholders.

*“Thanks to Metisoft, we enrich our offering of consulting, design, implementation and support in the SAP area, targeting Enterprise and Midmarket enterprises in several industries. Furthermore, Metisoft's offering will find wider integration in strategic areas for us such as Digital Industry, Cloud, Security, Modern Workplace and Data Science. We are very pleased to announce this business combination, confident that joining our skills will create real value for the domestic enterprises and a growth opportunity for the people of our organization”, stated **Francesca Moriani, CEO of Var Group and Fabio Falaschi, Head of Enterprise Platform of Var Group.***



“We are pleased to have found a partner such as Var Group and the Sesa Group to continue our strategic growth path. We identified common values and goals as the basis for creating real synergies between our organizations and our people, developing the overall potential of our companies. Thanks to the help of this important Group, we are able to support our customers more effectively and extensively, offering business process consulting, innovative and integrated solutions, maintaining our innate ability to create tailor-made solutions”, stated **Roberto Guidotti, Claudio Margaritini, and Vincenzo Galeassi, Founders, and Giulio Norici, Managing Partner of Metisoft.**

“We continue our investment path in resources and skills through bolt-on industrial M&A targeting the further development of our operational scope towards the digitalization of enterprises and organizations. We will continue to invest supporting our Group's industrial transformation path increasingly focused on Consulting, Digital Platforms and System Integration, with targets of sustainable and long-term value generation for 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, 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, transformation and innovation towards sustainability 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	For ESG and Financial Information
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