

Letter to the stakeholders

The financial year just ended is characterised by the acceleration of our growth path, driven by the demand for digitisation of companies and organisations

Dear shareholders, dear stakeholders

The financial year ended 30 April 2022 closed with a significant growth in economic-financial and ESG indicators, confirming the Sesa Group's sustainable economic model. With this in mind, the first integrated financial statements in Sesa's history are presented on 30 April 2022, with the intent to offer in a single document a complete, measurable, and transparent view of the value generated by the Group, linking financial performance with sustainability performance.

In a year still affected by the post-pandemic phase, the Sesa Group achieved strong growth in consolidated revenue (Euro 2,389.8 million +17.3% Y/Y) and profitability (Ebitda Euro 167.7 million +33.1% Y/Y, Adjusted EAT Euro 81.8 million +41.5% Y/Y), with growth rates well above the historical track record.

The Group's economic results are favoured by the business development in the main areas of technological and digital innovation and by the acceleration of the growth path by external lines with 15 aggregation operations concluded in 2021 and 10 realised in the period from January to May 2022 alone, acquiring key competences in the digital evolution of companies and organisations. Due also to the corporate acquisition transactions as at 30 April 2022, the Group reached the threshold of about 4,200 resources (+21% Y/Y), with a growing foreign component (about 350 resources), thus consolidating its role as a reference player in the sector of technological innovation and digital transformation services for the business segment. The financial performance as at 30 April 2022 was very solid: the Net Financial Position was positive (net liquidity) for Euro 245.3 million, an improvement compared to Euro 197.4 million as at 30 April 2021, due to an Operating Cash Flow of Euro 150 million, after investments for Euro 120 million and dividends and buy backs for about Euro 20 million in the period under review.

The financial year ended 30 April 2022 is also characterised by a strong improvement in ESG performance, confirming the Group's growing commitment to generating value for all stakeholders. As at 30 April 2022, the Group distributed an economic value of about Euro 250 million (+20% Y/Y), reinforcing sustainability initiatives and programmes in particular to benefit human capital and the environment. The investment programmes launched in the last two financial years have led to a strong reduction in per-capita emissions by 32% Y/Y, thanks, among other things, to the increase in energy produced by photovoltaic systems (1.04 million kWh +314% Y/Y) and the increase in the share of green electricity

Revenues 2022

Eu 2.390Mn +17%
Vs 2021

Operating Profitability (Ebitda)

Eu 167,7Mn +33%
Vs 2021

Group adjusted net profit

Eu 81,8Mn +42%
Vs 2021

Investment programmes in the year

Eu 120Mn +30%
Vs 2021

Net economic value distributed

Eu 250Mn +20%
Vs 2021

Human Resources

HR 4.163 +21%
Vs 2021

Self-generated energy

kWh 1,04Mn +314%
Vs 2021

purchased from third parties (more than 90% of the total) as well as the decrease in per-capita waste production of 62% Y/Y. We also highlight the extension of the ISO 14001 certification to the main Group companies, the improvement of the Ecovadis rating at Silver level and the confirmation of the main sustainability awards (Integrated Governance Index and Sustainability Leader 2022).

As at 30 April 2022, the number of Group human resources reached the threshold of 4,200 (Group employees and trainees), an increase of over 700 resources (+21% Y/Y), thus confirming the long-term growth and development trend that has characterised Sesa since its establishment. Hiring programmes were further implemented during the year (607 hires, +51% Y/Y), investments in skills development (approximately 61,000 hours of training, +132% Y/Y) and the expansion of the corporate welfare programme, which is increasingly diversified with initiatives to support parenthood, diversity, wellbeing, and work-life balance of workers. In addition, we continued to support the communities in which we operate thanks to the initiatives of Fondazione Sesa,

including the organisation of the Central Italy Vaccine HUB with over 400,000 vaccine doses since the start of the Covid-19 pandemic.

We intend to continue management by strengthening our role as a key player in the field of technological innovation and digital services to support the digitisation demand of businesses and organisations, promoting sustainable business models.

In light of the positive economic and financial performance, we propose to the Shareholders' Meeting the distribution of a dividend of Euro 90 cents per share, up from Euro 85 cents in the previous year, thus reinvesting the majority of profits to fuel future growth, in a sector that continues to offer prospects for further development and aggregation of digital skills.

We would like to conclude by thanking all our human resources and stakeholders for the great and virtuous collaboration geared towards the generation of sustainable value and the evolution of our business model towards continuous growth performance and a balanced distribution of value for our stakeholders.



A handwritten signature in black ink, appearing to read 'Paolo Castellacci'.

Paolo Castellacci
Chairman of the BoD

A handwritten signature in black ink, appearing to read 'Alessandro Fabbroni'.

Alessandro Fabbroni
Chief Executive Officer

We believe in a business model oriented towards progressive and sustainable growth, reflecting our sense of responsibility towards shareholders, employees, customers, and the communities in which we operate