
Be presents its 2015-2017 business plan
Production volumes expected to increase 48% by 2017
EBITDA CAGR 2013-2017 of 16%, > 20 million/€ in 2017
Focus on international expansion and development of ICT Consulting

- **Value of production: CAGR 2013-17 +10%, >120 million/€ in 2017**
- **Non-domestic “target share of portfolio”: 35% in 2017 (+23% vs. 2013)**
- **EBITDA >20 million/€ in 2017, CAGR 2013-17 +16%**
- **EBT >10 million/€ in 2017**
- **NFP expected as at 31.12.2017 < 13 million/€**

Milan, 30 September 2014

Be Think, Solve, Execute (Be S.p.a), listed on the STAR Segment of Borsa Italiana, which operates in the field of IT Consulting, will today illustrate the targets of its 2015-2017 Business Plan at a meeting with the financial community.

Lines of development and Targets for 2015-2017

- Non-domestic share of portfolio: 35% in 2017 (12% in 2013);
- Total production volumes forecast for 31.12.2017: >120 million/€;
- Significant increase of volumes in “Consulting” and “ICT Solutions” area;
- Drive towards specialisation in services for Financial Institutions and Digital business;
- Focus on countries with largest operations: United Kingdom, Germany, Poland;
- Investments to strengthen and increase brand coverage;
- Estimated increase of workforce at end of period in excess of 300 FTE;
- Completion of the process to restructure the “Operations” area;
- Target operating profit margin (EBITDA): > 20 million/€ in 2017;
- Earnings Before Taxes (EBT) > 10 million/€ in 2017;
- Net Financial Position as at 31.12.2017 < 13 million/€;
- Commitment to propose the launch of a dividends policy to the Shareholders’ Meeting.

Stefano Achermann, CEO of the Be Group, commented:

“We have sought to provide a clear picture of where we intend to be at the end of the next three-year period. “Be” has extremely high potential and we expect it to demonstrate its full capacity to create value. Even though we will have to manage the restructuring of the ICT Operations area, we are expecting a significant increase in production volumes and profit margins in line with the best market practices. What we wish to deliver to the market in three years time is a leading group with solid foundations.”

The presentation of the Business Plan will take place today at the Park Hyatt in Milan.

This press release is available on the Company’s website www.be-tse.it.

The Be Group is listed in the STAR segment of Borsa Italiana and is one of the leading Italian players in the IT Consulting sector. The company provides Business Consulting, Information Technology and Process & Document Management services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enable the Group to work with leading financial and insurance institutions and Italian industry to create value and boost business growth. With around 1,000 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Romania, Poland, Ukraine and Romania, in 2013, the group recorded a value of production of Euro 84 million.

Contacts

IR TOP

Investor Relations & Financial Communication

Floriana Vitale – Domenico Gentile

Tel. +39 02 45.47.38.84/3

ir@irtop.com

Be S.p.A.

Investor Relations

Manuela Mascarini

Tel. +39 06 54.24.86.01

IR.be@be-tse.it