



“Be” signed agreement with leading European Banking Group to provide ICT Consulting services for 73 ml./€ over three years

Rome, 1st April 2015

Be Think Solve Execute (Be for short), a company operating in the ICT Consulting sector, listed on the STAR Segment of Borsa Italiana, communicates it has signed a “Master Agreement” to provide professional services to one of the largest European Banking Groups. The contract will last 37 months, retroactively starting on 01.01.2015 through 31.01.2018. The contract is for the provision of professional services in the sector of ICT Consulting – management consulting and application development – in the different geographical sites where the Bank operates. The agreement grants Be a minimum of 73 million euro in three years but also envisages some incentive mechanisms for the Bank to further increase concentration of expenditure on Be, as professional fees will further decrease if volumes will be in excess of 100% and 150% of the guaranteed amount.

*“It is really a great result for us to sign this agreement – declares **Stefano Achermann**, CEO of Be – as it demonstrates trust from one of the largest and best renowned “brand” of the European financial market. The agreement enables us to rely on important volumes for the next years and to take part in some of the most interesting and exciting projects of our reference industry. It is a great opportunity for Be, that will further grow and consolidate the Pan-European dimension of our professional structure. One figure is key to understand how Be is growing internationally: in the past three years we hired more than 400 young talents and experienced professionals in 7 different countries. We are really determined to further boost our company’s growth and compete with the top players in our industry. This will be possible by confirming and empowering the trust of our customers”.*

Be Group achieved a Production Value of 98.6 million in 2014 (+ 19.3% Y/Y) and an EBITDA of 12.9 million euro, up 15.4% compared to previous year.

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 and the Ukraine, 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 54.24.86.24
IR.be@be-tse.it