



Be Business Plan. Targets 2017-2019: plus €/mln 200 the Production Value in 2019 and more than €/mln 28 the expected EBITDA. 50% + the revenues generated abroad.

Milan, 15th September 2016

Be Group (**Be** or the **Company** in short) presents to the financial community the guidelines and targets for the Business Plan 2017-2019, at the new Be headquarter in Piazza Affari, Milan.

“This plan represents for us the start of the second phase of our journey - Stefano Achermann, CEO of Be Group, says - the focus must now be on the growth. We set goals that will require great effort, and we do believe we can reach them. Among the objectives that we think of great value it is to achieve in 2019 more than half of our production abroad. This is the sign that we strongly believe in the process of internationalization of the Group, started in 2010 and we do think we can create a European player able to compete in any context. Our goal is to help building the future of the Financial Services’ Industry, supporting our customers at every stage of this critical transformation”.

Main economical and financial targets of the Business Plan as of 2019

- Expected **Production value**: more than Euro 200 million, plus 74% compared to 31 December 2015 (Euro 115.4 million), more than 50% plus from abroad.
- **EBITDA**: more than Euro 28 million, plus 90% compared to 31 December 2015 (Euro 15 million). 75% of such an expected value is originated from Business Consulting segment.
- **Net Financial Debt**: substantially balanced and close to zero, with an improvement compared to 31 December 2015 (Euro 7.1 million); it includes expected investments for M&A in the amount of Euro 20 million, other investments for Euro 8 million and dividends for Euro 6 million.



Main strategic guide lines per business segments

- **“Banking”** segment: planned significant investments in the further development of competences and know-how, with an increasing focus on international markets, through the integration of existing geographical network (Italy, Germany and UK).
- **“Insurance”** segment: significant evolutions of the proprietary Life IT platforms, in terms of new functionalities and technological standards; introduction on the Italian market of multi-channel solutions developed abroad, and development of Consulting practice”.
- **“Entertainment”**: focus on high visibility market niches, leveraging on the marketing competences developed during the last three years.
- **Other markets**: maintaining the positioning on the current segments on Energy and Public Sector markets, strengthening the distinctive competences in specific market segments.

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

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*The **Be Group** is listed in the STAR segment of Borsa Italiana and is one of the leading Italian players in the 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 more than 1,100 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Romania, Poland and Ukraine, in 2015 the Group recorded a value of production of Euro 115.4 million.*