

# Be



Milan, 4th October 2017

## Be launches the Advisory Unit for the Public Sector. Assigned € 1.1 mln for ERDF projects

**Be develops its activities with the Central and Local Government, after an important assignment in cooperation with other leading consulting company.**

Be will support Friuli Venezia Giulia Region and the Autonomous Provinces of Trento and Bolzano in monitoring projects financed by ERDF (European Regional Development Fund) and ESF (European Social Fund). The signed Framework Agreement will directly involve Be for activities in the amount of € 1.1 mln.

Be will advise local authorities for the coordination and control of projects mainly focused on the following areas: Research, Technology Development & Innovation, SME competitiveness, Economic Development with low emissions, Employment Policies, Social Inclusion, Education and Training.

*“Albeit a medium-size project – says Stefano Achermann CEO of Be – we are delighted to announce to the market that it is our intention to serve those segments of the Public Sector where we can generate value to our Country. We started a few months ago to systematically act this way and this first result bodes well for the future”.*

### **About Be**

The **Be Group** is listed in the STAR segment of Borsa Italiana and is one of the leading players in the Consulting business for the Financial Services Industry. 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 to create value and boost business growth. With more than 1,000 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Spain, Romania, Poland and Ukraine, in 2016 the Group recorded revenues in the amount of Eur 136.7 million.

### **STOCK DATA**

Reuters Code: BET.MI  
Bloomberg Code: BET IM

### **SHAREHOLDERS DATA**

No. of Ord. Shares (m): 134.9  
Total No. of shares (m): 134.9  
Mkt Cap. (Eur m): 122.6  
Mkt Float (in %): 50.8  
Mkt Float (Eur m): 62.3  
Main shareholders: T.I.P.

### **GROUP DATA (as at 31.12.2016)**

Total revenues (Eur m): 136.7  
EBITDA (Eur m): 16.2  
EBIT (Eur m): 9.2  
EBT (Eur m): 7.5  
Net profit (Eur m): 4.2  
Net Financial Position (Eur m): -1.6

### **OFFICES**

**Headquarter:** Rome  
**Main offices:** Milan, London, Munich, Frankfurt, Vienna, Madrid, Warsaw, Zurich, Bucharest, Kyiv

### **Be S.p.A.**

**Investor Relations**  
Patrizio Sforza  
Tel. +39 06 54.24.86.24  
ir.be@be-tse.it

### **IR TOP**

**Investor Relations & Financial Communications**  
Floriana Vitale – Domenico Gentile  
Tel. +39 02.47.38.84/3  
ir@irtop.com