



Milan, 22 March 2018

Be signs a strategic 11.85 €/mln agreement for the period 2018-2024 with one of the leading European bancassurance groups

Be has signed a strategic collaboration agreement, for the period 2018-2024, with a leading European group in the Bancassurance sector (the “Company”). The agreement is aimed to sell the Company the perpetual license of the life platform already used by the Company and owned by Be. It also includes the platform technological evolution and the relevant support services for the next seven years. The contract has a total value of 11.85 €/mln for the full period, of which 5.75 €/mln are pertaining to the year 2018, for the license sale and the relevant evolutionary maintenance services. The parties also formalized the terms and conditions for the further adoption of the solution in other companies of the bancassurance Group elsewhere located. Be maintains the platform property rights.

“This is a very important agreement for our Group - says Pierangelo Mortara, Be Senior Partner – since it consolidates the relationship with one of the most important players of the European bancassurance business. We also give the Company the opportunity to own an asset on which to base future development. From Be perspective, we add value to a solution with the best “cost to serve” profile of the market and that we have been enriching in recent years with many new features. The agreement also includes the opportunity to implement a strong technological leap over the next 24 months and a baseline of over 6 million evolutions in the period 2018-2024”.

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

About Be

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, Spain, Romania, Poland and Ukraine, in 2017 the Group recorded a value of production of Euro 129.7 million..

STOCK DATA

Reuters Code:	BET.MI
Bloomberg code:	BET IM

SHAREHOLDERS DATA

No of Ord. Shares (ml):	134.9
Total No of Shares (ml):	134.9
Mkt Cap. (Eur ml):	121.4
Mkt Floa. (%):	45.7
Mkt Float (Eur ml):	55.5
Main Shareholder:	T.I.P.

GROUP DATA (as at 31.12.2017)

Totale revenues (Eur ml):	129.7
EBITDA (Eur ml):	17.2
EBIT (Eur ml):	9.0
EBT (Eur ml):	7.7
Net profit (Eur ml):	5.2
Net Financial Position (Eur ml):	(5.5)

OFFICES

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

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