



Think, Solve, Execute

June 19th, 2018 // Milan

## ***“Be” chosen by a primary European Banking Group to lead the implementation of the PSD2 regulatory compliance programme; revenues up to 2 mln/€***

Be has been selected to lead the implementation of the PSD2 – Payments Service Directive 2 - regulatory compliance programme for the Commercial Banks of a primary Banking Group in Europe. The Be team will support the client’s working groups in designing and co-ordinating the compliance programme over the next 24 months, with revenues up to a total of 2 mln/€.

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*We are very keen to share this success - says Stefano Achermann, CEO of Be - thanks to the experience and knowledge that our teams have matured in digital transformation for Transaction Banking and the digital payments sector. Assignments like this are highly sought after by the main market players and having reached this goal after a tough competition gives us great pride and satisfaction. We do believe that we are capable of playing an important role on the international stage in the forthcoming years.”*

#### 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): 128.3  
Mkt Float. (%): 45.7  
Mkt Float. (Eur ml): 58.6  
Main Shareholder: T.I.P.

#### GROUP DATA (as of 31.12.2017)

Total revenues (Eur ml): 12.,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)

#### HEADQUARTER

Rome

#### MAIN OFFICES

Milan  
London  
Munich  
Frankfurt  
Madrid  
Vienna  
Warsaw  
Bucharest  
Kyiv

Be S.p.a

Investor Relations | Patrizio Sforza | +39 06 54 24 86 24 | IR.be@be-tse.it

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The adoption of the PSD2 directive laid the foundations for opening the payments market through the so-called "Open Banking" market. Thanks to this opening, FinTechs and non-financial operators will be able to execute transactions to settle commercial exchanges, by acting as mediator with the final consumers and tracing their propensity to purchase and habits.

PSD2 also represents the opportunity for the banks to start a strategic transformation process of their business logics, positioning themselves as aggregators of services not solely financial (*bank as a platform*), thus anticipating possible attempts of disintermediation made by non-banking competitors.

Be has developed a center of excellence in managing the transformation of the transactional business. A multidisciplinary team with specialists in the field of regulatory, business, product marketing, customer interaction, architectures and innovative solutions but above all with a strong ability to drive end-to-end change in highly complex environments.

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*This press release is available on the Company's website [www.be-tse.it](http://www.be-tse.it) and on the centralized storage mechanism "eMarket STORAGE" at [www.emarketstorage.com](http://www.emarketstorage.com).*

### **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.

**Be S.p.a**

Investor Relations | Patrizio Sforza | +39 06 54 24 86 24 | [IR.be@be-tse.it](mailto:IR.be@be-tse.it)

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