

# "Be", achieving the leadership in the Cyber Security: the acquisition of Tesla Consulting

Be Think Solve Execute S.p.A. (**Be**), listed on the STAR segment of the Italian Stock Exchange, accelerates the creation of a Cyber Security leadership by entering the share capital of Tesla Consulting (the **Company**) and subsequently completing its take over process.



*We have been launching Cyber Security projects for some months - says Stefano Achermann, CEO of Be – in a market where the demand for these services is more and more important. Talent, access to information, technical skills, situation management, relational systems and professional ethic really make the difference in this market. The acquisition of Tesla Consulting, lead by Stefano Fratepietro - one of the most recognized professionals in the sector - will bring us up to 60% of the Company share capital from the month of July this year. The transaction contributes to complete Be portfolio in the areas of specialized Consulting, Cyber Security Operations Center and Digital Forensics".*

TESLA Consulting s.r.l. is an Italian company specialized in services and solutions for cyber security and Digital Forensics. The transaction consists of the purchase of a first tranche of the Company's share capital, equal to 5% and a second tranche, in the amount of 55% of the share capital, by July 2019; the first tranche grants Be the complete operating governance over the

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): 121.2  
Mkt Float. (%): 43.5  
Mkt Float. (Eur ml): 52.7  
Main Shareholder: T.I.P.

GROUP DATA (as of 31.12.2017)

Total 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)

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Company through the appointment of the majority of the members in the Company's Board of Directors.

TESLA was founded in Bologna in 2013 by Stefano Fratepietro, recognized at international level as a father and founder of the DEFT Linux project, one of the most extensively used computer survey systems. Stefano, who will be in charge of the further development of the company, is also acting as professor for some of the major Italian Universities and Computer Security Technical Consultant for many national and international organizations. Thanks to his leadership, in the last 3 years the Company has grown by 270% and is expected to close 2018 with Eur 1.8 million revenues and 30% EBITDA margin.

The parties also agreed on a "Put & Call" structure for the purchase of the residual share capital in two subsequent tranches by June 30, 2028.

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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.