

Be: Taking it to the next level. Business Plan 2022 targets. Revenues at €250M, inclusive of €60M of potential M&A growth, and EBITDA at €45M, inclusive of €10M of potential M&A contribution.

Be Group ('Be' or the Company) presents to the financial community the guidelines and targets for its 2020-2022 Business Plan, at 'Be' headquarters in Piazza Affari, Milan.

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*“The 2020-22 plan takes us to the next level – says **Stefano Achermann, CEO of Be Group** – on the back of strong Financial Industry’s demand for consulting services, with digitalization in the forefront. Our eyes are set on the Euro 200-250 million mark, depending on various M&A scenarios - mainly international - made possible by strong cash flow projections and generally by our under-leveraged financial starting point. Revenue synergies take centre stage in the Plan. Our operational network has now reached a critical mass allowing inter-geographies cross-selling of capabilities and experiences. Ownership of Digital Engagement platforms, alongside other existing proprietary solutions, will strengthen the recurrent revenues component of the P&L ”.*

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): 143,7
Mkt Float. (%): 61,9
Mkt Float. (Eur ml): 58,2
Main Shareholder: T.I.P.

GROUP DATA (as of 31.12.2017)

Total revenues(Eur ml): 150,2
EBITDA (Euro ml): 23,6
EBIT (Euro ml): 11,3
EBT (Euro ml): 10,1
Net profit (Euro ml): 5,5
NFP (Euro ml): 0,9

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Main 2022 economic and financial targets of the Business Plan

- **Revenues:** Euro **250 million**, inclusive of Euro 60 million of potential M&A growth (14% 2018-22 CAGR). The Italy / Spain perimeter contributes 55% while the other European regions account for 45%.
- **EBITDA:** Euro **45 million**, inclusive of Euro 10 million of potential M&A growth, (18% 2018-22 CAGR), with Business Consulting contributing 70% and ICT 30%.
- **Net Financial Position:** - Euro 21.2 million, including investments for M&A of around Euro 32 million.

Main drivers of the Business Plan, by segment

- **Banks and New Players:**
 - Increase the share of wallet among Leading European Financial Institutions and GAFA players (Google, Amazon, Facebook, Apple).
 - Participate in larger transformational digital projects and in the design of new services/ products/ platforms across all main business domains.
- **Insurance.** Continuing investment into proprietary IT platform.
- **Digital Engagement.** Develop outstanding capabilities, service platforms and solutions, also through the selection and use of world-class assets.

‘Be’ mission is to be a top player for industry vision, specialist knowledge, effective client support and end-to end capabilities.

This press release is available on the Company's website www.be-tse.it and on the centralized storage mechanism "eMarket STORAGE" at www.emarketstorage.com.

About Be

Be Think Solve Execute S.p.A. ("**Be**") is listed on the STAR segment of the Borsa Italiana and is a leading Italian player in the consulting sector, providing business consulting and information technology services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enables "Be" to advise leading global financial and insurance institutions on how to create and deliver value and boost business growth. "Be" has over 1,100 employees across Europe with offices in Italy, United Kingdom, Germany, Austria, Switzerland, Spain, Romania, Poland and Ukraine. In 2018 "Be" recorded revenues in the amount of € 150.2 million.