

## *Be goes up to 100% in Be GmbH, its sub-holding on the German market.*

Be Shaping the Future S.p.A. (**Be** or the **Company - BEST.MI**), a company listed on the STAR segment of Borsa Italiana and one of the leading Italian providers of professional services to the financial industry, has completed its acquisition of the remaining 10% of the share capital of Be Shaping The Future GmbH.

The company, manages all holdings in the Germany, Austria and Switzerland area with consolidated revenues of approximately €30 million and consolidated EBITDA of €2 million as of September 30, 2020.

The agreement brings forward by about four years a step originally planned for the end of the 2024 financial year. The stake was so far held by Rüdiger Borsutzki, its original founder. Nominally, the acquisition involved a 7.5% stake in the company, as the company holds 25% of its own shares. Following this purchase, Be indirectly owns 100% of the capital of Be Shaping The Future GmbH.

The consideration for the company's shares amounts to Euro 500k, paid with our existing own liquidity.

#### STOCK DATA

Reuters code: BEST.MI  
Bloomberg code: BEST.MI

#### SHAREHOLDERS DATA

No. of ordinary shares (mln): 134.9  
Total no. of shares (mln): 134.9  
Market cap. (Eur mln): 176.9  
Floating (%): 40.6  
Floating (Eur mln): 71.8  
Main Shareholder: T.I.P.

#### GROUP DATA (as of 31.12.2019)

Total Revenues (Eur mln): 152.3  
EBITDA (Eur mln): 25.9  
EBIT (Eur mln): 12.2  
EBT (Eur mln): 11.1  
Net Profit (Eur mln): 6.1  
Net Financial Position (Eur mln): (11.4)

#### HEADQUARTER

Rome

#### MAIN OFFICES

Milan  
London  
Munich  
Frankfurt  
Madrid  
Wien  
Warsaw  
Bucharest  
Kyiv  
Zurich

The agreement also includes provision for *Rüdiger Borsutzki* to remain on the company's Board of Directors until March 31, 2025, focusing his commitment on commercial development of new products and services in the Market Data sectors.

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*The total control of the DACH perimeter is key for us - says **Stefano Achermann**, CEO of Be - and this transaction is very advantageous for both parties. Rüdiger Borzutski will work towards the achievement of important development goals in the Market Data sector, from which he could realise future rewards, while we complete an acquisition at very interesting values. In the coming weeks we will be redesigning the governance of the foreign network so as to maximize the exploitation of cross-border opportunities.”*

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 and Information Technology services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enable the Group to work with leading international financial and insurance institutions to create value and boost business growth. With more than 1,300 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Spain, Romania, Poland and Ukraine, in 2019 the Group recorded revenues in the amount of Euro 152.3 million.

Be S.p.A.

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