

## *Be signs preliminary agreement to acquire majority shareholding of a financial services Management Consulting company in Switzerland*

Be Shaping The Future S.p.A. ("Be") continues to grow and **reinforce its "Financial Industry Professional Service Portfolio" in Europe**. Be has reached a preliminary agreement to acquire 55% of the share capital of a Management Consulting company based in Switzerland specialized in Financial Industry – with approximately 9 mln/€ in revenue.

The deal aims to **significantly strengthen the presence of Be in the country and in the entire DACH region**, where Be already owns seven high specialized companies – 4 in Germany, 2 in Austria and 1 in Switzerland – with a total business volume of approximately 60 ml/€ and a total workforce of 350 professionals.

The integration of the services provided by the new entity – in one of the most important and iconic locations for this industry – within Be's broader offering in the region have been identified as the main rationale for the acquisition. Added to this is the opportunity to leverage cross-selling to leading Financial Institutions – renowned globally – already among Be's clients in other countries.

#### 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): 217.4  
Floating (%): 45.7  
Floating (Eur mln): 99.3  
Main Shareholder: T.I.P.

#### GROUP DATA (as of 31.12.2020)

Total Revenues (Eur mln): 178.8  
EBITDA (Euro mln): 28.4  
EBIT (Euro mln): 14.6  
EBT (Euro mln): 13.3  
Net Profit (Eur mln): 7.9  
Net Financial Position (Eur mln): (3.29)

#### HEADQUARTER

Rome

#### MAIN OFFICES

Milan  
London  
Munich  
Frankfurt  
Madrid  
Wien  
Warsaw  
Bucharest  
Kyiv  
Zurich

**The agreement envisages that Be will acquire an initial 55% of the share capital of the Company in Q3 of 2021.** Subject to *due diligence*, the expected purchase price will be 4.7 mln/€ against a company EBITDA of 1.14 mln/€ and a positive NFP of 0.9 mln/€. The price for the initial 55% will be partially paid at Closing and then finally adjusted at the end of Fiscal Year 2021 based on the average EBITDA performance achieved by the Company in 2020 and 2021. The transaction will be financed by drawing on the company's own resources.

The current managing directors shall remain as minority shareholders and are committed to continue to drive the growth of the firm working for the company. Be will then complete the acquisition of the remaining shares through a structure of Put/Call options to be exercised over the next years. More information on the transaction will be provided at closing.

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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, listed on the STAR segment of Borsa Italiana, is one of the leading Italian players in the Consulting sector. The Company provides Business Consulting, Information Technology and Digital Engagement services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enable the Group to work with leading financial, insurance and industrial clients to create value and boost business growth. With over 1,400 employees and operations in Italy, United Kingdom, Germany, Austria, Switzerland, Spain, Romania, Poland and Ukraine, in 2020 the Group revenues stood at Euro 178.8 million.

**Be S.p.A.**

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