

Be new openings in Luxembourg and Czech Republic following a multi-year assignment worth 8 ml/€ with an important German Financial Institution

Be Shaping The Future (Be) has been awarded a new multi-year assignment by a major German Financial Institution with a "systemic" role in the financial services market in Germany and Europe.

Under the agreement, Be will provide organizational and IT consulting services for a total minimum value of €8 million over three years. The scope of the project is to **provide hands-on management of some operational systems of the Client with higher criticality, and to support it in a rapid transition to state-of-the-art IT processes and technologies.**

The agreement requires services to be provided in Luxembourg and in the Czech Republic. This allows Be Group an opportunity to **expand its activities** - through the creation of two new subsidiaries - **into two high-potential markets**, leveraging on the contract won as a starting point.

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): 250.4
Floating (%): 45.7
Floating (Eur mln): 114.4
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

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Wien
Warsaw
Bucharest
Kyiv
Zurich

Luxembourg, is today the largest asset management center in the Eurozone as well as an important location in the insurance and reinsurance sector, where most of the large international financial groups are present, including many of the Be Group's clients. The Czech Republic is one of the most interesting markets in Central-Eastern Europe, also covered by institutions - that are already clients of Be Group - with a high potential for the development of nearshoring services for markets such as Austria and Germany.

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 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.

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

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