

Shaping the future

INVESTORS INFORMATION — July 28th 2021// Milan

Be Shaping The Future streamlines its organisation in the DACH region in line with new Group's growth strategies

Be Shaping The Future S.p.A. ("**Be**" or "**The Company**" - BEST.MI), a company listed on the STAR segment of the Italian Stock Exchange and one of the leading Italian players in professional services for the financial sector, has completed the transfer of its operating subsidiaries in Germany, Austria and Switzerland from the German sub-holding Be Shaping The Future GmbH in Munich to the Italian company Be Shaping The Future Management Consulting SpA, the real driving force behind the consulting hub.

The transaction involved 100% of the shares of:

- Be Shaping The Future Financial Industry Solutions AG (based in Landshut, Germany)
- Be Shaping The Future GmbH (based in Vienna)
- Be Shaping The Future AG (based in Pfaffikon, Switzerland)

as well as 90% of FIMAS Consulting based in Frankfurt. All companies are part of the Central Europe Region which includes Germany, Austria, Poland, Switzerland, Luxembourg and the Czech Republic.

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): 240.2
Floating (%): 45.7
Floating (Eur mln): 109.7
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)

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Rome

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Milan
London
Munich
Frankfurt
Madrid
Wien
Warsaw
Bucharest
Kyiv
Zurich

Be S.p.A.

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*The objective of the transfer is to align the corporate structure with the Group's "target" organizational model," says **Andrea Angrisani**, head of the foreign network, "which provides for a more direct line of control over the three main areas of operation: Management Consulting, ICT solutions and Digital Engagement. But the real objective of the operation is to make the operational chain more streamlined by enabling synergies and collaborations between the various competence centers with a significant impact expected on growth over the next 12-18 months."*

Be Group's total business volume in the Central Europe region is estimated to exceed €65 million in revenues in 2021 - calculating only the pro-rata share of revenues from new acquisitions during the year - with a workforce of more than 550 internal and external resources. Key customers include Bundesbank, Deutsche Boerse, Deutsche Bank, CommerzBank, UniCredit, Raiffeisen, ING, LBBW, DZ Bank, Bayern LB, Helaba, etc.

This press release is available on the Company's website www.be-tse.it and from the authorized 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.

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