

Be acquires 60% of Quantum Leap S.r.L., the Italian consulting boutique in Technology Transfer and Open Innovation

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 main players in professional services for the financial sector, has finalized the acquisition of 60% of the share capital of Quantum Leap S.r.l. (QL), a leading Italian consulting boutique in Technology Transfer and Open Innovation, operating for over ten years as a technology advisor for Scientific Research and Industrial sectors.

Quantum Leap, based in Rome, with a team of 15 professionals and specialist associates in Technology Transfer, **developed a strong expertise in Intellectual Property Strategy**, as a tool value creation linked to the technological transformation under way. QL's focus is on (i) **unlocking embedded value in clients' technology asset** and (ii) in **identifying, on behalf of clients, third parties' IP-protected cutting-edge solutions**. The current management team that will continue to lead the company at least until 2028.

QL, established as a demerger of business unit, including customers portfolio and human resources, presented at the time of acquisition a NFP equal to zero.

The consideration was equal to 0.40 Ml/€, corresponding to a total value of the company of to 0.67 Ml/€.

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): 430.5
Floating (%): 51.5
Floating (Eur mln): 221.6
Main Shareholder: T.I.P.

GROUP DATA (as of 31.12.2021)

Total Revenues (Eur mln): 235.3
EBITDA (Eur mln): 37.1
EBIT (Eur mln): 20.6
EBT (Eur mln): 18.8
Net Profit (Eur mln): 11.6
Net Financial Position (Eur mln): -10.0

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The agreement also provides for a "price adjustment" and "earn-out" mechanism on the purchase of 40%, which will consider the actual performance of the company in 2022 and subsequent years. Put & Call options are in place up to 2028 for the complete buyout. The acquisition took place against cash on April 1st 2022.

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*We are delighted to welcome the Quantum Leap team – says **Stefano Achermann**, CEO of Be –. What impressed us about Emilia and her team was their experience in Technology Transfer, their solid methodology for certifying IP Rights, and their ability to support the technology transformation strategies of large industrial players.”*

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*We are delighted to become part of the great Be family – says **Emilia Garito**, founding partner and CEO of Quantum Leap –. The opportunity we have been offered coincides with our growth objectives in a national economic scenario in which now, after many years of uncertainty, the theme of Technology Transfer has become strategic for the economic and technological development of our country.”*

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 Euronext 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 253.3 million.

Be S.p.A.

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