

Be brings forward the buyout of 100% of FIMAS Consulting GmbH. The aim is to focus the organization on a further growth phase in Germany in 2022.

Be Shaping The Future S.p.A. ("Be" or the Company - BEST.MI), a company listed on the Euronext STAR Milan segment of the Italian Stock Exchange and one of the leading Italian players in professional services for the financial sector, has completed the acquisition of the remaining 10% of the share capital of FIMAS Consulting GmbH, a Frankfurt-based company specialising in business and IT consulting services for financial institutions, mainly in the Stock Exchange and Capital Market sectors.

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*Central Europe and Germany in particular are central to the development of our plan to build a European leader in Management Consulting for the Financial Services industry – says **Stefano Achermann**, CEO of Be –. This transaction is an important step because it opens the way to the construction, in the coming months, of a larger hub ready for further organic and external growth.”*

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): 356.4
Floating (%): 51.5
Floating (Eur mln): 183.5
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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The remaining stake in FIMAS was until now held by the original founding partner of the company, from which Be acquired 60% in 2017 and a further 30% in the second quarter of 2021.

The agreement brings forward by around two years the last step relating to the 10% stake, originally planned for the end of the 2023 financial year, and underlines the Group's desire to give strong impetus to the rationalisation and consolidation of its presence in Germany, where Be has four subsidiaries with a total turnover of around €50M and a workforce of around 350 resources at the end of 2021.

The consideration paid for the share transfer amounts to €0.56M, compared to an average EBIT achieved by the company in the 2020 and 2021 financial years (forecast) of €1.4M. The price of the previous 30% acquired in May 2021 had been €1.157M (including dividends) against an average EBIT for the years 2017 to 2020 of €0.964M.

As a result of this acquisition, the Group plans to merge FIMAS Consulting with Be Shaping The Future GmbH, a company operating in Munich and already 100% owned by Be Group. The transaction, which is planned for the first quarter of 2022, will create a player with a workforce of around 240 resources, whose aim is to exceed €40M in turnover in 2022.

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.