

ESPRINET: AGREEMENT WITH NETSKOPE TO DISTRIBUTE CLOUD-NATIVE CYBERSECURITY SOLUTIONS

Vimercate (Monza Brianza), 18 February 2021 - ESPRINET, the leader in southern Europe in the distribution of IT, Consumer Electronics and Advanced Solutions, strengthens the Advanced Solutions segment by further expanding the portfolio of Cloud solutions.

The Group has signed an agreement to distribute the entire range of products developed by Netskope Inc., a US tech company that is a leader in cloud-native solutions for data protection and defending against threats when accessing cloud services and applications and websites, from any place with any device.

With its cloud-native security offering, Netskope offers real-time data protection and safeguards the access to cloud services, websites and private apps from any location or device. Netskope understands the API-based language of the cloud and offers security focused on data, delivered by one of the largest and fastest security networks in the world. It also provides companies with the right balance of protection and speed necessary to make their business agile and secure their digital transformation journey. Netskope's Cloud Access Security Brokers (CASB) product was recently named by Gartner as an industry leader in the "Magic Quadrant for Cloud Access Security Brokers" report.

Netskope boasts a business clientele active in numerous sectors, including Financial Services and Insurance, Government, Healthcare and Life Sciences, High Technology, Legal, Manufacturing, Retail and Hospitality, Service Companies and Utilities.

Netskope has its headquarters in Santa Clara, California, a software development facility in India, where it developed its proprietary platform, and offices in San Francisco, Redmond, New York, St. Louis, London, Melbourne and Singapore.

Alessandro Cattani, Chief Executive Officer of ESPRINET: "We concluded 2020 with the presentation of our proprietary Cloud Marketplace and with the acquisition of GTI, the Spanish leader in the distribution of software and cloud solutions. With today's agreement, we are further expanding the range of best-in-class solutions offered. We are confident that strong synergies can be generated for both companies. We will make our extensive distribution network, our sales force and our technical know-how available to Netskope, fully supporting it in lead profiling, in scouting new partners and in training new resellers. We continue to offer a portfolio of state-of-the-art cloud solutions, offering all of our customers the ability to fully adapt and customise, according to individual needs."

Esprinet (PRT:IM – ISIN IT0003850929), with around 1,300 employees and 4 billion euro in turnover in 2019, is the leading company in Southern Europe (Italy, Spain and Portugal) in the distribution of Information Technology and Consumer Electronics to IT resellers, VAR, System Integrators, specialised stores, retailers and e-commerce portals, as well as the fourth largest distributor in Europe and in the top 10 at global level. The Group's vision is to simplify life for people and organisations, by expanding and facilitating the distribution and use of technology. Enabling your tech experience is the payoff that synthesises the evolution of the company into a genuine technology services hub that enables the use of technology.

The Group supplies roughly 130,000 products (PCs, printers, accessories, software, cloud, datacentres & cybersecurity, smartphones, audio-video, TV, gaming, household appliances, electric mobility) of more than 650 manufacturers to 31,000 business and consumer resellers through multiple sales models, both self-service (best-in-class e-commerce platform and Cash & Carry stores) and assisted (tele-sales and system engineers in the field).

In addition to providing traditional wholesaling services (bulk breaking and credit), Esprinet fulfils the role of simplifier of the use of technology. The Group offers, for example, a turnkey e-commerce platform to hundreds of resellers, in-shop management for thousands of retail sales points, specialised payment and financing solutions for the resellers community, by also offering the generation of demand by end users and big data analysis to the main technology manufacturers and resellers which outsource marketing activities increasingly more frequently.

Cloud services, collaboration software, video-conference systems, advanced IT infrastructures and specialised consumer electronics solutions such as connected household appliances or gaming platforms are the new areas of growth with added value which fuel further future growth in revenues for the sector, while logistics and financial services, as well as the "pay-per-use" sales model, offer increased opportunities for margin growth.

The widespread use of technology and the need for quicker and simpler methods to make increasingly more complex and diversified technologies available for people and companies, pave the way for further improvements in the scenarios of the technological distribution industry.

The press release is available on www.esprinet.com

For more information:

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