

## ESPRINET PAYS AN EXTRAORDINARY BONUS OF EURO 600 TO ALL GROUP EMPLOYEES IN CONNECTION WITH THE RECORD RESULTS OBTAINED IN 2020

## ALMOST 110 NEW HIRES PLANNED FOR THE FIRST HALF OF 2021 TO SUPPORT THEIR GROWTH PLANS

*This initiative is a sign of Esprinet's gratitude to its Team for its contribution to the 14% increase in revenues*

Vimercate, 15 April 2021 - ESPRINET, leader in the distribution of IT, Consumer Electronics and Advanced Solutions in Southern Europe, decided to reward the significant adaptability and cohesion demonstrated by its employees in 2020, with an extraordinary bonus for a gross value of Euro 600. In fact, in the year of its twentieth anniversary, the Group posted turnover of Euro 4.5 billion, exceeding all expectations, thanks to the commitment and dedication of a Team of more than 1,600 professionals, located throughout Italy, the Iberian Peninsula and Morocco.

**Alessandro Cattani, Chief Executive Officer of ESPRINET:** *"During a difficult year like the one just ended, Esprinet never ever stopped, and, indeed, we expect to further strengthen our Team with over 110 new hires in the first half of 2021. During the past year managers and employees changed their habits and created a new daily routine, to continue to always support our customers. We are very proud of what our Team has been able to accomplish to enable our business to record these excellent results, so we want to thank them with a tangible gesture".*

### **Esprinet's headcount continues to grow**

In 2020, the Esprinet Group hired 259 new staff. The selection and recruiting of new candidates also continued during the "lock-down" period, and new staff were able to start working directly in smart-working mode, thanks to the home delivery of all the necessary technological equipment.

A total of **110 new staff are expected to be hired in the first half of 2021, between Italy and the Iberian Peninsula**. Italy can expect to see 54 new employees, of which 29 on an incremental basis, to strengthen the work Teams in the sales and marketing, logistics and personnel areas. The new staff will be distributed between the Vimercate, Cambiago/Cavenago, and Cornaredo offices.

The Iberian Peninsula can expect to see 56 new staff, of which 41 on an incremental basis, distributed between the branch offices in Madrid, Zaragoza, Porto, Lisbon, Barcelona and Bilbao. These new hires will expand the work Teams primarily in the sales and marketing areas.

Furthermore, Esprinet has always been committed to the growth and training of its professionals. For this reason, from February 2021, it provided employees with the opportunity to apply for open positions not just at national level but internationally, hence promoting internal mobility between the different Group offices, and facilitating professional and inter-functional growth.

As proof of how the Group views training as a priority, in 2020, a total of **22,177 hours of e-learning** were provided, with content in support of business priorities. The Group then realised a project aimed at creating a completely revamped digital Learning Experience Environment, which involved an in-

depth review of the traditional catalogue of courses, to enrich it with innovative and always up-to-date contents.

### Employee welfare actions

In 2020, the distributor launched the Esprinet4YOU project, aimed at promoting employee well-being in all Group companies.

In particular, during 2020, a **welfare credit** was provided to all employees of Italian companies, plus an additional amount was allocated to personnel with a disabled spouse/child. The catalogue, which can be consulted on a specific on-line platform, includes services related to health, education and parenting support, personal and home care, wellness and leisure agreements, subscriptions, shopping vouchers and a broad category of refunds.

In December 2020, all employees of Esprinet Iberica were awarded a voucher that could be spent at a large commercial chain in Spain and Portugal.

In 2021, Esprinet is implementing a more extensive range of social benefits tied to the Esprinet4YOU project, which aim to support employees and their families, providing them with a number of services directly at the company, for example laundry and pharmacy services.

#### **Esprinet**

(PRT:IM – ISIN IT0003850929), with around 1,600 employees and 4.5 billion euro in turnover in 2020, 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.

[For more information:](#)

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