

ESPRINET: EQUITY INVESTMENT IN 4SIDE S.r.l. RISES TO 100%

Vimercate (Monza Brianza), 16 November 2021 – ESPRINET (PRT:IM), leader in Southern Europe in the distribution of IT, Consumer Electronics and Advanced Solutions, announces the acquisition of the remaining 49% of the share capital of 4Side on 15 November 2021.

4Side is the independent distributor of the “gaming entertainment” sector of the ESPRINET Group. Born from the historical management of the Italian branch of Activision Blizzard, with which it maintains an exclusive distribution agreement of the entire range, aims at becoming the reference player of the sector through the development of a complete portfolio of videogames and merchandising.

The transaction will allow to benefit from further commercial and operating synergies in the management of the “gaming” product portfolio and to empower the development of the business in a sector which is considered strategic by Esprinet.

The consideration of the transaction amounts to Euro 1.6 million paid on the acquisition deed, that represents the overcoming of the option right granted by the selling partners at the transfer of the initial 51% of the company share capital.

The acquisition does not modify the composition of the management team of the company, which confirms Paolo Chisari as Chief Executive Officer of 4Side.

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, specialized 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 organizations, by expanding and facilitating the distribution and use of technology. *Enabling your tech experience* is the payoff that synthesizes 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, data centers & cybersecurity, smartphones, audio-video, TV, gaming, household appliances and 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 systems 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, and specialized 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 specialized 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.

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