



## ESPRINET IN 26TH PLACE IN THE REPORT DRAWN UP BY MEDIOBANCA ON THE MAIN ITALIAN COMPANIES

*The company enters the top 30 of large Italian industrial groups, gaining 14 positions compared to 2020*

**Vimercate (Monza Brianza), November 8, 2021** - Esprinet S.p.A. (Borsa Italiana: PRT), a leader in Southern Europe in the distribution of IT, Consumer Electronics and Advanced Solutions, was ranked 26th in the new report "The main Italian companies 2021" by Mediobanca.

The study analyzed the health of 3,437 companies through a detailed analysis of their financial statements, divided according to the industry they operate in.

Esprinet climbed fourteen positions compared to the 2020 edition where it ranked 40th. It recorded improved performance on all indicators considered, with an increase in sales of +14% in 2020 compared to 2019.

In 2020, the Esprinet Group in fact closed the year with a turnover of €4.5 billion, with a significant growth compared to 2019, which closed at €3.9 billion. The company also recorded an increase in terms of resources, going from 1,320 units to 1,600.

These positive results have contributed to the Group's rise in the prestigious Mediobanca rankings.

*"We are proud to have achieved this important result - said **Alessandro Cattani**, CEO of ESPRINET - and it is an additional piece added to the excellent performance of the company recorded in 2020. It has an even more significant value for us if read together with the global context. We have been able to stand by our customers and, in general, enterprises and end users, thanks to the constant commitment of our entire Group. We have guaranteed them full access to technologies, avoiding interruptions in the value chain, ensuring levels of resilience and quality of service offered and designing the optimal configuration necessary to best deal with the long-term effects of this new way of operating."*

**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, VARs, 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 products, datacentres & cybersecurity, smartphones, audio-video, TV, gaming, household appliances, electric mobility) from 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 service (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, and 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 who 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 that 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 technology distribution industry.

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