



ESPRINET: THE PARTNERSHIP WITH DELL TECHNOLOGIES ALSO EXPANDS TO PORTUGAL

The new contract is added to those existing in Italy and Spain

Vimercate (Monza Brianza), 15 December 2021 – Esprinet S.p.A. (Borsa Italiana: PRT), a leading company in Southern Europe in the distribution of Information Technology, Consumer Electronics and Advanced Solutions, announces the extension to Portugal of the partnership with Dell Technologies, a global leader in digital transformation and provider of end-to-end IT Infrastructure, software and clients, for the distribution to business customers of clients, servers and networking. The agreement follows those already in place and consolidated in Italy and Spain.

Thanks to this significant distribution mandate, the Group will be able to further boost its presence in Portugal, where Esprinet is already recording double-digit growth (+80% in the nine months of 2021 compared to the same period of the previous year), and strengthen its leadership in Southern Europe.

Alessandro Cattani, Chief Executive Officer of the Esprinet Group, stated: *"The Portuguese agreement cements our relationship with Dell Technologies, which now covers all the Countries in which we operate. We are pleased to consider ourselves a Dell Technologies partner, rewarding our consolidated know-how and experience in Italy and Spain and our ability to develop the small-medium business customer market, as well as our capital strength. This agreement also represents the first confirmation of our strategy defined in the 2022-2024 business plan: we are focussing on highly profitable solutions, customers and businesses to improve the Group's overall profit margins".*

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 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 technological distribution industry.

The press release is available at www.esprinet.com

For more information:

INVESTOR RELATIONS

ESPRINET S.p.A.

Tel. +39 02 404961

Giulia Perfetti

giulia.perfetti@esprinet.com

CORPORATE COMMUNICATION

ESPRINET S.p.A.

Tel. +39 02 404961

Paola Bramati

paola.bramati@esprinet.com

CORPORATE COMMUNICATION CONSULTANTS

BARABINO & PARTNERS

Tel: +39 02 72023535

Federico Vercellino

E-mail: f.vercellino@barabino.it

Mob: +39 331 5745171

Linda Battini

E-mail: l.battini@barabino.it

Mob: +39 347 4314536