

Press release in accordance with Consob Regulation n. 11971/99

## ESPRINET ACQUIRES BLUDIS AND STRENGTHENS ITS COVERAGE OF THE *SOLUTIONS* SEGMENT

*The acquisition is in line with the strategic plan and is part of the focus  
on the distribution of value-added solutions*

**Vimercate (Monza Brianza), 2 November 2022** - ESPRINET (PRT:IM), the leading Group in Southern Europe in advisory services, sale and rental of technological products and cybersecurity solutions announced to have signed today a binding agreement for the acquisition of 100% of the share capital of Bludis S.r.l. that will be finalized tomorrow.

Bludis S.r.l. is the company established under the Italian law where in July 2022 the company SPIN S.r.l. transferred the branch that operates in the software solutions distribution in the area of Communication, Cybersecurity, IT Management, and that works mainly with innovative and emerging Vendor.

In 2021 fiscal year the branch totaled revenues of Euro 12.9 million with an EBITDA of Euro 2.2 million.

The total value of the acquisition of the share capital of Bludis S.r.l. is Euro 8.7 million, of which Euro 7.0 million will be paid in cash and based on a provisional balance sheet with a cash neutral NFP. The final price will be fixed by price adjustment mechanisms resulting from the calculation of the actual net equity at the date of the transaction and by the performance of the receivables collection. The remaining balance will be paid within 180 days from the date of the acquisition.

The transaction is to be framed in a broader business strategy in line with the strategic plan 2022-2024 and contributes to focus on increasing profitability also through the growth of value-added distribution in the Solutions segment.

Working in high-value market niches, Bludis S.r.l. will act as incubator of new emerging software Vendor and will influence their growth exploiting the vertical know-how of its 39 staff members as well as using all assets that Esprinet will provide.

Bludis S.r.l. will be operated as a separated legal entity within the Esprinet Group.

In order to guarantee the best operating continuity, the headquarter will be maintained in Rome and the governance will confirm Mr. Giuseppe Di Girolamo - currently Chief Executive Officer - with the same role in the board and with commercial responsibility.

*"The acquisition of Bludis is perfectly in line with the strategic guidelines of our Group, presented in November 2021, further strengthening the Advance Solutions segment, that is managed under the brand V-Valley. This transaction has a particular meaning to us, not only because it boosts our presence in the value-added software solutions segment, but also because it allows us to have in Bludis a center of excellence that can offer to the emerging software manufacturers a dedicated sales network and the right level of attention and focus needed to enable their growth"* said **Alessandro Cattani, Chief Executive Officer of Esprinet Group.**

**Giuseppe Di Girolamo, Chief Executive Officer of Bludis S.r.l.**, commented: *"We are thrilled to become part of such an important Group that with its assets will give Bludis greater strength and commercial propulsion"*.

Esprinet was supported by Chiomenti as legal advisor and by the tax and legal consultancy firm Pirola Pennuto Zei & Associati.

The counterparts were supported by Tonucci & Partners Studio Legale for the legal aspects and by Siniscalco&Partners for the financial and tax aspects.

**Esprinet** is an enabler of the tech ecosystem that promotes tech democracy, with a profound calling to social and environmental sustainability. Thanks to a complete offer of advisory, cybersecurity, services and products to buy or rent through an extensive network of professional reseller, Esprinet is the leading Group in Southern Europe (Italy, Spain and Portugal), the fourth in Europe and in the top 10 at global level. With more than 1,700 employees and 4.7 billion euro in turnover in 2021, Esprinet (PRT:IM – ISIN IT0003850929) is listed on the Italian Stock Exchange.

The press release is available at [www.esprinet.com](http://www.esprinet.com) and [www.emarketstorage.com](http://www.emarketstorage.com).

For more information:

**INVESTOR RELATIONS**

**ESPRINET S.p.A.**

Tel. +39 02 404961

Giulia Perfetti

[giulia.perfetti@esprinet.com](mailto:giulia.perfetti@esprinet.com)

**CORPORATE COMMUNICATION**

**ESPRINET S.p.A.**

Tel. +39 02 404961

Paola Bramati

[paola.bramati@esprinet.com](mailto:paola.bramati@esprinet.com)

**CORPORATE COMMUNICATION CONSULTANTS**

**BARABINO & PARTNERS**

Tel: +39 02 72023535

Federico Vercellino

E-mail: [f.vercellino@barabino.it](mailto:f.vercellino@barabino.it)

Mob: +39 331 5745171

Linda Battini

E-mail: [l.battini@barabino.it](mailto:l.battini@barabino.it)

Mob: +39 347 4314536