



# Be



Milan, 7<sup>th</sup> March 2017

## Be appoints Pierangelo Mortara to accelerate growth in the ICT segment and build an European leadership in the “Markets & Investment Banking” solutions



**Pierangelo Mortara joins Be Group, listed in the Star segment of Borsa Italiana and one of the main Italian providers of professional services for the Finance Industry, counting on an European network of companies involving more than 1,000 professionals in 8 countries.**

Mr. Mortara, appointed as Partner, will lead the IT and Operations segment of the Group. He will also coordinate the development of the “Markets & Investment Banking” segment at European level.

Pierangelo Mortara leaves Unicredit Group where, during the last three years, run the role of Executive Vice President and Deputy Managing Director of UBIS.

In Unicredit Mr. Mortara was able to contribute to the creation the "Group Operating Machine" at European level; during this period he has also increased his international profile. In Germany he was previously head of the IT companies of the German Bank, and later he took over the responsibility of the UBIS Division supporting "Markets & Investment Banking" business at Unicredit. Also in UBIS, in the recent years he had the operational responsibility of driving ICT & OPS segments for the Unicredit Group.

- **Stefano Achermann**, CEO at Be, said “Pierangelo is a person with great experience and capability, his contribution will help us to turn Be into a strongly European service platform. Our main objective is to be part of the largest projects of the first 10 European Financial Institutions and be chosen for the quality of our professional services. It is going to be challenging to work together”.
- **Pierangelo Mortara** said “Be is one of the best Italian business reality with a stable “footprint” in Europe. Figures prove the professional value and the entrepreneurial spirit of an outstanding team of professionals, which I am honored to join, with the desire to capitalize on my qualified experience and support the increasingly ambitious strategic plan”.

#### STOCK DATA

|                 |        |
|-----------------|--------|
| Reuters Code:   | BET.MI |
| Bloomberg Code: | BET IM |

#### SHAREHOLDERS DATA

|                          |        |
|--------------------------|--------|
| No. of Ord. Shares (m):  | 135    |
| Total No. of shares (m): | 135    |
| Mkt Cap. (Eur m):        | 145.7  |
| Mkt Float (in %):        | 50.8   |
| Mkt Float (Eur m):       | 74.0   |
| Main shareholders:       | T.I.P. |

#### GROUP DATA (as at 30.06.2016)

|                                 |      |
|---------------------------------|------|
| Total revenues (Eur m):         | 66.2 |
| EBITDA (Eur m):                 | 8.0  |
| EBIT (Eur m):                   | 5.2  |
| EBT (Eur m):                    | 4.3  |
| Net profit (Eur m):             | 2.6  |
| Net Financial Position (Eur m): | -17  |

#### OFFICES

**Headquarter:** Rome  
**Main offices:** Milan, London, Munich, Frankfurt, Vienna, Madrid, Warsaw, Zurich, Bucharest, Kyiv

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*The **Be Group** is listed in the STAR segment of Borsa Italiana and is one of the leading Italian players in the Consulting sector. The company provides Business Consulting, Information Technology and Process & Document Management services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enable the Group to work with leading financial and insurance institutions and Italian industry to create value and boost business growth. With more than 1,100 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Romania, Poland and Ukraine, in 2015 the Group recorded a value of production of Euro 115.4 million.*

This press release is available on the Company's website [www.be-tse.it](http://www.be-tse.it).

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Fine Comunicato n.0469-11

Numero di Pagine: 4