

Contacts Media

Amsterdam +31 20 721 4133
Dublin +33 1 70 48 24 45
Milan +39 02 72 42 67 56
Paris +33 1 70 48 24 45

Brussels +32 26 201 501
Lisbon +351 91 777 68 97
Oslo +47 41 69 59 10

Contact Investor Relations

+33 1 70 48 24 17

Execus S.p.A. lists on Euronext Growth Milan

- **19th listing of 2023 on Euronext Growth Milan**
- **Execus S.p.A. brings the total number of companies listed on Euronext Growth Milan to 198**
- **40th listing on Euronext in 2023**



Milan – 04 August 2023 – Borsa Italiana, part of the Euronext Group, today congratulates Execus S.p.A. on its listing on Euronext Growth Milan.

Execus S.p.A. is an innovative SME that accompanies and supports companies and freelancers in planning strategies for lead generation and lead management through the use of social networks (particularly LinkedIn), whether through consulting services, corporate sales training and LinkedIn presence, or through campaigns aimed at integrating sales systems.

Execus S.p.A. represents the nineteenth listing on Borsa Italiana's market dedicated to small and medium-sized companies and it brings the total number of firms currently listed on Euronext Growth Milan to 198.

Execus S.p.A. is the fortieth listing of the year on Euronext.

In the placement phase Execus S.p.A. raised €0.9 million. The free float at the time of admission was 11.03% and the market capitalisation at IPO was €8.4 million.

Andrea Stecconi, Managing Director of Execus S.p.A., said: *"Execus, a leading player in the social selling industry, has achieved important goals since 2019 to date, grasped external stimuli and overcome countless challenges thanks to the tenacity and insights of its founding partners. Today's listing on Euronext Growth Milan stands as the most prestigious of the milestones achieved so far and as the strongest incentive for the company to continue growing not only organically but also through the tools offered by the public markets. I want to thank our team, our employees and the professionals who made this transaction possible as well as all the investors who, together with us, believed in us and whom we ask to support us in the coming years to continue to grow and achieve new challenging goals."*



Caption: Andrea Stecconi, Managing Director of Execus S.p.A., rang the bell during the market open ceremony this morning to celebrate the Initial Public Offering of the company.

CONTACTS MEDIA – italypressoffice@euronext.com

Andrea Monzani (Milan/Rome) +39 02 72 42 67 56
Ester Russom (Milan/Rome)

Execus S.p.A.

Execus S.p.A. is an innovative SME and the parent company of the Execus group, which comprises the issuer and a wholly-owned trading subsidiary based in Switzerland. The group supports the business development of companies and freelancers through tailored packages of scalable tools and services for B2B lead generation and management through social networks. The founding partners' decades of experience in social selling techniques, combined with a distinctive methodology and a scalable proprietary technology stack, have driven the disruptive growth of Execus from its incorporation in 2019 through to the present day. This growth is evident through the group's revenue growth, with a CAGR of exceeding 160% between 2019 and 2022, and excellent margins, achieving a consolidated EBITDA of €1.172 million and an approximate 47% consolidated EBITDA margin in 2022. Execus' management has outlined a series of development strategies to maintain the group's exceptional growth, which include investing in new technologies such as artificial intelligence, expanding its offering with complementary products, promoting direct selling, and acquiring domestic or foreign companies with complementary portfolios and/or an established sales network. These strategies aim to position Execus as the leading platform in Europe for scalable lead generation and management solutions for corporate sales networks and freelancers.

About Euronext

Euronext is the leading pan-European market infrastructure, connecting European economies to global capital markets, to accelerate innovation and sustainable growth. It operates regulated exchanges in Belgium, France, Ireland, Italy, The Netherlands, Norway and Portugal. With more than 1,900 listed issuers and around €6.5 trillion in market capitalisation as of end June 2023, it has an unmatched blue-chip franchise and a strong diverse domestic and international client base. Euronext operates regulated and transparent equity and derivatives markets, one of Europe's leading electronic fixed income trading markets and is the largest centre for debt and funds listings in the world. Its total product offering includes Equities, FX, Exchange Traded Funds, Warrants & Certificates, Bonds, Derivatives, Commodities and Indices. The Group provides a multi-asset clearing house through Euronext Clearing, and custody and settlement services through Euronext Securities central securities depositories in Denmark, Italy, Norway and Portugal. Euronext also leverages its expertise in running markets by providing technology and managed services to third parties. In addition to its main regulated market, it also operates a number of junior markets, simplifying access to listing for SMEs. For the latest news, go to euronext.com or follow us on Twitter (twitter.com/euronext) and LinkedIn (linkedin.com/euronext).

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