

## Gfi Informatique establishes a foothold in Eastern Europe with the acquisition of IMPAQ

### IMPAQ: SUCCESSFUL LOCAL POSITIONING AND AN EFFICIENT NEARSHORE PLATFORM

**Saint-Ouen (France), 24 March 2016** – Gfi Informatique announces the acquisition of the IMPAQ Group. With more than 200 employees working from three sites in Poland, German-speaking Switzerland and the UK, IMPAQ posted 2015 sales of more than €13 million via a portfolio comprising IT services and software publishing, much like Gfi Informatique.

In terms of IT services, IMPAQ realises almost half of its sales on the Polish market. The other half comes from integration and maintenance agreements in Offshore Service Centre mode for major European corporations. Combining an advanced level of expertise with a highly competitive delivery platform, IMPAQ has established itself as a strategic service provider for such prestigious customers as T-Mobile, PZU, Allianz, Nokia, P&G and Ikea.

Moreover, the Group achieves an increasing share of its revenues from publishing and integration of the KD Prevent product range, comprising solutions notably used by customers working in the financial sector for anti-money laundering (AML) and fraud detection (Credit Fraud, Web Fraud), either in On-Premise or SaaS mode. Here too, IMPAQ benefits from international clients such as Commerzbank, BGZ BNP Paribas, Cembra and ship-owner MSC.

#### This acquisition allows Gfi Informatique to underpin a threefold ambition:

- Opening up Eastern Europe as part of its international expansion strategy, undertaken since 2014, which will receive further impetus from its new shareholder.
- Providing its customers, especially major corporations in Banking, Insurance and Telecommunications, with a new alternative in terms of delivery. In this respect, IMPAQ offers a high level of technical expertise, attractive prices and production processes that are on a par with the market.
- Continuing to enhance its value by consolidating its portfolio of business solutions, where acquired products can subsequently be marketed on a large scale, this ramp-up is organised as part of its IP 20 programme.

**In the words of Vincent Rouaix, Chief Executive Officer of Gfi Informatique:** "We are convinced that the mutual contributions of our two groups should seal the success of IMPAQ's integration within Gfi Informatique, and make this operation a solid platform for our future development in this region".



**Next release:** Tuesday 3 May 2016: publication of 2016 Q1 sales.

**Disclaimer:**

*Except for historical facts, the elements in this press release are objectives. Given the difficulties inherent in forecasting results, these objectives do not represent guarantees. Actual results may differ considerably from explicit or implicit objectives.*

**About Gfi Informatique**

*Gfi Informatique is a major player in value-added IT services and software in Europe. It occupies a strategic position in its differentiated approach to global firms and niche entities. With its multi-specialist profile, the Group serves its customers with a unique combination of proximity, sector-based organisation and industrial-quality solutions. With a workforce of some 12,000 employees, the Group generated revenue of €894 million in 2015.*

*Gfi Informatique is listed on the Paris Euronext, NYSE Euronext (Compartment B) - ISIN code: FR0004038099.*

**For more details: [www.gfi.fr](http://www.gfi.fr)**

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