

GFT Group acquires Brazilian-based BPM and digital transformation specialist Habber Tec Brazil

- **Habber Tec Brazil is part of the Habber Tec International Group and Brazil's largest IBM partner for business process management, with strong competences in analytics and mobile solutions**
- **GFT Group extends its market position in Latin America by significantly increasing the size of its Brazilian revenue**
- **The acquisition adds 105 qualified professionals in Brazil to the 4,050 employees of GFT's global operating team**

Stuttgart, 12 April 2016 – The GFT Group signed an agreement today to acquire 100 per cent of shares in W.G. Systems Ltda. which represents [Habber Tec International Group](#) on the Brazilian market. The company runs all Brazil related activities under the trademark Habber Tec Brazil. The business process management (BPM), analytics, mobile and digital transformation specialist was established in 2000. The company focuses on the implementation and on-going support of BPM, big data, analytics and mobile solutions with a substantial footprint in the financial services industry. Moreover, it has developed a wide range of individual IBM BPM solutions. Habber Tec Brazil's business is based on robust and long-standing relationships with renowned financial service providers as well as other industries. As a result of the move, GFT will continue its dynamic growth path and benefit first-hand from the new alliance by significantly increasing the size of its Brazilian revenue. The parties have agreed not to disclose the acquisition price.

Despite the recession in Brazil, Habber Tec Brazil has continued to grow continuously during the last five years and possesses a strong and stable financial structure. In 2015, the company reached revenues of BRL 22.4 million (approx. EUR 5.4 million) of which the financial services industry accounted for approximately 60 percent. Revenues for 2016 are expected to grow by around 29 percent. GFT therefore expects the acquisition to add around BRL 29 million (approx. EUR 7 million) to revenues in the financial year 2016. Due to purchase price allocations and integration costs, Habber Tec Brazil will presumably not make any appreciable contribution to GFT Group profits in 2016.

At the moment, Habber Tec Brazil operates with a workforce of around 105 people based in the city of Sao Paulo with branches in Curitiba and a sales office in Porto Alegre. The acquisition raises the headcount of the GFT Group to approximately 4,155 (full-time equivalents) – thereof 559 in Brazil – and extends GFT's presence in Latin America with its development and sales centres in Brazil, Costa Rica, Mexico and Peru.

"Habber Tec Brazil adds further expertise in BPM integration and mobile solutions especially in the fields of credit and digital banking applications. With this acquisition, the GFT Group will strengthen its Brazilian client base by adding renowned banks and further insurance companies," says Ulrich Dietz, CEO of GFT Technologies SE. Both entities have long-standing and complementary relationships with blue-chip clients.

"This acquisition will enable GFT to cross-sell its services to Habber Tec Brazil clients and vice versa. There is an increasing demand for IBM BPM product implementation – we will take that chance to boost our business. The team fits perfectly to the GFT culture which is based on strong collaboration and an innovative spirit. We warmly welcome our new professionals and clients – we are excited about the upcoming projects and further cooperation," states Marika Lulay, COO of GFT Technologies SE.

"Our core competence in BPM, analytics and mobile solutions addresses one of the major challenges banks are faced with in the context of digital transformation. Together with the profound financial services know-how of GFT we have great opportunities to become one of the leading IT services

providers for banks and insurance companies in the Latin American market,” says Leonardo Vieiraves Azevedo, Executive Director of Habber Tec Brazil.

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About GFT Group:

GFT Group is a business change and technology consultancy trusted by the world’s leading financial services institutions to solve their most critical challenges. Specifically defining answers to the current constant of regulatory change – whilst innovating to meet the demands of the digital revolution.

GFT Group brings together advisory, creative and technology capabilities with innovation culture and specialist knowledge of the finance sector, to transform the clients’ businesses.

Utilising the CODE_n innovation platform, GFT is able to provide international start-ups, technology pioneers and established companies access to a global network, which enables them to tap into the disruptive trends in financial services markets and harness them for their out of the box thinking.

Headquartered in Germany, the GFT Technologies SE achieved consolidated revenue of around EUR 374 million in 2015. GFT is represented in twelve countries with a global team spanning more than 4,000 employees. The GFT share is listed on the Frankfurt Stock Exchange in the TecDAX (ISIN: DE0005800601).