

## Osatis announces exclusive negotiations to acquire a stake in Brazilian company Interadapt

Vélizy, France, 20 September 2011

Osatis, one of the main French IT services companies, is recognised as a leader in infrastructure services: architecture consulting, engineering tools and Cloud transformation, production and work environment outsourcing, critical systems and networks maintenance. In the application services market, the Group also addresses the specialised segment of infrastructure-related solutions: portals, collaboration, roaming, BI, etc.

The Group employs a workforce of almost 3,500 and is established in France, Austria, the Benelux countries and Spain.  
www.osiatis.fr

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**Vélizy, Sao Paulo, 20 September 2011 - On Monday 12 September, Osatis reached a draft agreement with Interadapt's shareholders to acquire a stake in this Brazilian company which specialises in infrastructure engineering. This equity investment opportunity is part of the Group's strategy for growth through acquisitions, which aims to strengthen its high value-added activities while taking advantage of the potential for growth in emerging countries.**

Interadapt specialises in IT consulting & outsourcing services in the thriving IT service market in Brazil which is expected to grow by 10% over the 2011-2015 period according to the consulting and research firm Pierre Audouin Consulting (PAC). In 2010, Interadapt achieved sales of BRL 17 million (€ 7.3 million), with an operating profitability in excess of 10% of sales, and expects sales growth of approximately 20% for 2011. It has a customer portfolio of large Brazilian and international groups from sectors such as Telecommunications (Net, Sky, Telefonica), Banking and Insurance (Banco Banrisul, Liberty Seguros, Mapfre), Pharmaceuticals and chemicals (Sanofi-Aventis), Energy (Comgas, Neoenergia) and the Industrial sector (Bunge, Gerdaul) etc.

The draft agreement provides for a multiple-stage acquisition by Osatis. This will span the first to fourth quarter of 2011, followed by the first quarter of 2012, with an investment of between BRL 8 and 9.7 million (between € 3.5 and € 4.2 million) which, depending on 2011 results, will allow the Group to hold between 27.5% and 35% of the share capital. The operation will be facilitated through an increase in Interadapt's share capital and the buyback of shares. In addition, Osatis will have options based on the results for 2013 and 2014, which will authorise the Group to acquire a majority holding from the first option.

Osatis would thus be in a position to offer support to its larger clients for their development projects in Latin America, and bring its expertise and its partnerships to Interadapt, which will therefore benefit from new development vehicles in its significant national market.

Jean-Maurice Fritsch and Bruno Grossi, Joint-Chairmen of Osatis, stated, "*We are delighted with this opportunity which marks a new stage of development for Osatis and which allows our Group to take its first step into emerging countries. We will be able to utilise a high-level local team to succeed in this establishment and offer a continuity of service to our clients in a country with great potential for development*".

Renato José Ferreira, CEO of Interadapt, added, "*The introduction of a new shareholder such as Osatis is a real opportunity for development for our company. We will benefit from partnerships which each of our groups have built and complete our portfolio of offers to harness the numerous opportunities of the Brazilian market*".

## About Interadapt

For nine years in the Brazilian market, Interadapt works with IT consulting & outsourcing services. The company offers solutions for ITSM, PPM (Project & Portfolio Management), ALM (Application Life-Cycle Management), ITSS (IT Security Solutions – IAM, DLP), BPM / SOA and BI. The company offers outsourcing solutions for service desk, software factory, managed services and monitoring.

With around 170 employees, the company is among the best companies to work in IT & Telecom companies in 2011, according "Great Place to Work", and stands on the market by technical expertise, high level of service, service excellence and expertise in IT projects.

To learn more about Interadapt, visit [www.interadapt.com.br](http://www.interadapt.com.br).

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