

Gfi Informatique continues its expansion into software with the acquisition of Business Document

Gfi Informatique becomes a leading player in document design and distribution

Saint-Ouen (France), 15 September 2015 – Gfi Informatique announces the acquisition of the Business Document group.

BUSINESS DOCUMENT: A REFERENCE IN DOCUMENT DESIGN AND MULTI-CHANNEL DISTRIBUTION

Gfi Informatique has acquired 100% of the capital and voting rights of Business Document, publisher and integrator of solutions for the design and multi-channel distribution of documents. The solutions developed by Business Document target major groups seeking personalised communication with a very large number of customers. In addition to the product's recognised user-friendliness and unique qualities in terms of enhanced communication, customers are particularly responsive to the savings it generates.

Business Document generates annual revenue in the region of €10 million, mainly in France, but also internationally, where the potential is very high. Profitability is in line with Gfi Informatique's other software activities. The company has a workforce of some 50 employees, more than 25% of whom work in R&D. Business Document will be consolidated in the group's accounts starting 1 September 2015.

AN OPERATION IN LINE WITH GFI INFORMATIQUE'S STRATEGY FOR DEVELOPING ITS HIGH-POTENTIAL SOFTWARE OFFERING BOTH IN FRANCE AND OVERSEAS

This acquisition generates strong synergies with the Group's solutions and customers. It is part of the strategy for building a fully coherent software offering that is expected to increase twofold in value over the next three years to reach €200 million.

The Group plans to promote Business Document software applications among its leading French and international customers, and to secure integration revenue, develop outsourcing and create synergies with the Digital offering.

With customers that include the leading names in insurance, Business Document will benefit from the support of Gfi Informatique's vertical expertise in insurance following its acquisition of ITN in 2014. In fact, the two companies have already worked together in the past to meet customer demands. Banks – a key sector for the Group – also represent an important source of business: overall, the Banking, Finance and Insurance sector accounts for more than 70% of Business Document's revenue. Administrations and major services companies represent another very important area of development, one in which Gfi Informatique will provide its industry knowledge and expertise to boost growth.

Business Document's offering will represent a new cross-functional offering within Gfi Progiciels similar to that of Time Management.

"Our acquired status as a consolidation player on the French market, together with the financial resources available to us following the conversion of our OCEANE convertible bonds allows us, as illustrated by the acquisition of Business Document, to step up the development of a coherent, high value-added software offering through targeted acquisitions," **explained Vincent Rouaix, Chairman and Chief Executive Officer of Gfi Informatique.** "Combined with solid organic growth, this external growth strategy will enable us not only to expand in terms of volume, but also to improve our profitability profile. Lastly, it will help to broaden our international offering, which is where the Group seeks to strengthen its presence."

Next release: 4 November 2015, publication of the Group's Q3 revenue.

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 11,000 employees, the Group generated revenue of €804 million in 2014.

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

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