



The Healthcare Partner

PRESS RELEASE

BLOOD MANAGEMENT, SCORING A STRATEGIC ACQUISITION IN FRANCE, NEW IMPETUS FOR GPI GROUP'S INTERNATIONAL GROWTH

**AGREEMENT SIGNED TO ACQUIRE 100% OF THE MEDINFO GROUP, OWNER OF ONE OF THE
MOST COMPLETE AND COMPETITIVE SOFTWARE SOLUTIONS FOR TRANSFUSION SERVICES**

- The transaction confirms the M&A plan for ASA Software's offer in sectors with high margins and provides new impetus to the GPI Group's internationalisation process.
- In 2019 the MEDINFO Group reported revenues of EUR 3.9 million and EBITDA of EUR 1.3 million.
- The transaction value is EUR 9 million with a purchase price adjustment up to EUR 3 million.

Trento, 28 May 2020

GPI (GPI:IM), a company listed on the MTA market, a leading company in IT Solutions and Healthcare and Social Services, listed on the MTA market of Borsa Italiana, signed on 25 May 2020 an agreement for the acquisition of 100% of the **MEDINFO GROUP** consisting of 3 companies: Medinfo International Hémoservice (hereinafter MEDINFO), a company based in Nice, France, Medical International Hemoservice Limitada Ltda, a based in Santiago, Chile, and Chartage Software Sarl, based in Tunis.

MEDINFO, founded in 1980, has been a pioneer in the field of blood management systems and has become today, together with the other group of companies, a key supplier both in France and internationally, and customers from Saudi Arabia, the United Kingdom, Qatar, Thailand, Spain and Belgium. The software solution developed meets all the requirements of the transfusion process, from donation to transfusion, including the processing industry and improves traceability and safety.

MEDINFO systems have been certified by major transfusion centres, including the English NHS-Blood and Transplant (NHSBT) and Etablissement Français du Sang (EFS). The system's flexibility and reliability has favoured its diffusion and has aided it in acquiring customers such as the King Fahad Medical City (Saudi Arabia), the National Health Service of the United Kingdom, the National Blood Centre in Thailand, the Transfusion Centre of the French Armies (France), the Regional Blood Transfusion Centre (Valencia - Spain), the Hamad Medical Corporation (National System of Qatar), as well as the National Blood Centre (Tunisia).

«With this transaction, Gpi Group confirms the path to become a leading partner at the global level in the field of Blood Management Software Systems - said **Fausto Manzana**, President and CEO of Gpi Group. - We started the growth in this sector some time ago with the acquisitions of *Insiel Mercato*, leader in Italy with 50% of blood transfusion centers managed, of the Spanish *Hemasoft*, an international player with customers present in over 60 countries, and with the recent acquisition of *Guyot Walser Informatique* present in 360 French hospitals. In addition to the important international contracts, MEDINFO brings one of the most complete and competitive software solutions on the market. This particular technology allows flexibility in adapting to the processes used in the various countries and facilitates the development of a remarkable synergy with Gpi software, paving the way for important cross- and up-selling potentials for the Group's installed base that includes over 500 customers spread over 60 countries».

In 2019, the MEDINFO Group reported total revenues of EUR 3.9 million and an EBITDA of approximately EUR 1.3 million.

The transaction value is EUR 9 million with a price adjustment mechanism up to EUR 3 million.

The transaction regulation provides for paying the amount of EUR 9 million at the closing, which must take place by 30 September 2020.

The acquisition will be financed by means of part of the mini bond issued on 20 December 2019.

GPI GROUP

Gpi is the partner of reference for software, technologies and services dedicated to health care, social care and public administration. Founded over 30 years ago in Trento, Italy, Gpi has grown thanks to significant investments in M&A (in Italy and abroad) and R&D, carried out in partnership with the main Italian universities and research organizations with the aim of transferring scientific, technological, functional and process know-how applied to the e-health, e-welfare, well-being sectors. Thanks also to the solutions and the specialised expertise passed on from companies who became part of the Gpi ecosystem, the Group has managed to translate emerging needs from health care into cutting-edge technological solutions and new service models capable of optimizing prevention processes, diagnosis and treatment, improving people's quality of life.

The products combine specialist expertise in IT and consultancy and design skills, which allow Gpi to operate in different business areas: Software, Care, Automation, ICT and Pay.

In 2019 the Company delivered consolidated revenues of 241 million Euros, over 5,300 employees and more than 2,200 customers spread over 60 countries.

In 2016 Gpi was listed on Borsa Italiana AIM market and graduated to MTA market in 2018.

ISIN common shares: IT0005221517 - ISIN "Warrant GPI SpA": IT0005221475

Press release at www.gpi.it and www.1info.it

CONTACTS

Investor Relations

GPI | Fabrizio Redavid, Lorenzo Giollo | investor.relations@gpi.it | T: +390461381515 | Via Ragazzi del '99, 13 - 38123 Trento
IR Top | Maria Antonietta Pireddu | m.pireddu@irtop.com | T: +390245473884 | Via Bigli, 19 - 20121 Milano

Media Relations

GPI | Daniela Filbier, Enrico Orfano | media.relations@gpi.it | T: +390461381515 | Via Ragazzi del '99, 13 - 38123 Trento
IR Top | Domenico Gentile, Antonio Buozzi | ufficiostampa@irtop.com | T: +390245473884 | Via Bigli, 19 - 20121 Milano

Specialist

Banca Akros | Bruno Mestice | bruno.mestice@bancaakros.it | T. +3902434441 | Viale Eginardo, 29 – 20149 Milano