

## **GPI LANDS IN FRANCE. TRANSFUSIONAL INDUSTRY, ACQUIRED GUYOT WALSER INFORMATIQUE.**

Trento, 18th November 2019

GPI announces the French blood transfusion market entry by acquiring the majority of the share capital (60% but with the aim to reach 100%) of Guyot Walser Informatique (GWI), a software house with headquarters in Reims (EUR ~1m turnover with EUR 0.4m EBITDA), that provides software for blood management to 360 of 1900 French hospitals.

GPI provides blood databanks and donor centre transfusion services with comprehensive management of the entire transfusion cycle. The group has a leading position in Italy (it covers about 50% of the Italian territory) and sells its products in 60 countries through its subsidiary Hemasoft (with headquarters in Spain and USA).

The importance of this acquisition certainly comes from the fact to be a real bridgehead: through this deal GPI is now present in another important market of the Continent (it is already set up in Spain, Austria, Germany, Poland and Russia)

The acquisition has therefore a strategic importance: entering 360 hospital structures in all of France, means about 1/5 of the total number of hospitals in the country, it clearly shows to be able to introduce all the other GPI solutions, which makes it an important player in the healthcare in such sectors as automation or telemedicine.

In Italy, GPI competences in transfusion sector are already distinguishing themselves for their high specialization, technology and organizational set-up. Developing and managing a blood industry system means to be able to extricate yourself in the Italian transfusion sector legislation, which comprehends 196 different requirements, that define specifically the regulations to manage all industry, from donation to real blood transfusion. Care and precision are indispensable in such a delicate and important area in people lives. The Italian project team, that follows the development and the evolution of transfusion system includes experts with significant seniority.

There are about 60 technology and process (functional domain) experts and more than 120 partners dedicated to Clients management worldwide. Guyot Walser is going to work beyond the Alps with the same technological and planning capability, that GPI guarantees both Italy and in the World.

In transfusion area in Italy GPI has 147 dedicated structures for a total of 310. In these units about 800.00 donors are managed, representing almost 50% of Italian donors, over 1,7 million.

With regard to the turnover in Italy our revenues reached 5,2 million euro in 2018. The amount of our revenue abroad is 3,7 million, thanks to customers spread in 60 Countries. On the whole, this area reaches about 8,9 million euro.

Guyot Walser Informatique acquisition is part of the expansion plan of GPI: from the end of 2016 to nowadays 16 acquisitions have been carried out, with investments for more than 70 million euro in M&A operations –31 million of which is for foreign company acquisitions.

## GPI GROUP

GPI has been listed on the Borsa Italiana on the MTA market since December 2018, is leader in information systems and health and social care. Thanks to an avantgarde technology in sociomedical informatic area and the new hi-tech services for health care, is able to understand needs in processing and innovative drives of its clients in public and private sector. The Group fast and high development was driven by significant investments in M&A and R&D, carried out in partnership with the main university and research institutes, with the purpose to spread scientific, technologic, functional and process knowledge applied to e-health, e-welfare and well-being sectors. GPI proposal combines scientific expertise in IT area and advisory and planning capacity, which allow to work in different business area. Information systems, health care, logistic and automation services, ICT professional and monetique services. In the last few years, GPI has grown through the acquisition of contiguous and complementary business and the development in Italy and abroad.

GPI ended 2018 with consolidated revenue of more than 203 mln/Euro and about 4.300 employers in Italy and abroad. 2019 outlook brings consolidated advanced revenue to 230 mln/Euro. Staff increases more than 5.000 units. ISIN common shares: IT0005221517 - ISIN "Warrant GPI SpA": IT0005221475

Press release consulted on [www.gpi.it](http://www.gpi.it) and [www.1info.it](http://www.1info.it)

## CONTACTS

### Investor Relations

**GPI** | Fabrizio Redavid, Lorenzo Giollo | [investor.relations@gpi.it](mailto:investor.relations@gpi.it) | T: +390461381515 | Via Ragazzi del '99, 13 - 38123 Trento  
**IR Top** | Maria Antonietta Pireddu | [m.pireddu@irtop.com](mailto:m.pireddu@irtop.com) | T: +390245473884 | Via C. Cantù, 1 - 20123 Milano

### Media Relations

**GPI** | Daniela Filbier, Enrico Orfano | [media.relations@gpi.it](mailto:media.relations@gpi.it) | T: +390461381515 | Via Ragazzi del '99, 13 - 38123 Trento  
**IR Top** | Domenico Gentile, Antonio Buozzi | [ufficiostampa@irtop.com](mailto:ufficiostampa@irtop.com) | T: +390245473884 | Via C. Cantù, 1 - 20123 Milano

### Specialist

**Banca Akros** | Bruno Mestice | [bruno.mestice@bancaakros.it](mailto:bruno.mestice@bancaakros.it) | T. +3902434441 | Viale Eginardo, 29 – 20149 Milano