



Press Release
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LIVIA Group announces the acquisition of Fujitsu Technology Solutions S.p.A. from Fujitsu

Munich, 12.09.2019 – **LIVIA Corporate Development SE** acquires 100% of the shares in Fujitsu Technology Solutions S.p.A. (“FTS Italy”), one of the leading ICT companies in Italy with more than EUR 165m reported annual sales.

The transaction concludes a period of uncertainty regarding the company’s future following Fujitsu’s announcement earlier this year that it is changing its operating model in Italy. As part of the transaction, the company will be rebranded and become the exclusive distributor for Fujitsu products and product-related services for the Italian market, as well as the partner responsible for Italy with respect to warranty and product-related services under the name FINIX Technology Solutions S.p.A..

The acquisition is already LIVIA’s fourth successful transaction in Italy within one year and its second investment in the Italian IT sector after acquiring Westpole S.p.A. from Hitachi in December 2018.

“We are pleased to have completed a deal that is mutually beneficial to both parties and added another ICT company to our Italian portfolio”, says **Prof. Dr. Dr. Peter Löw, founder and owner of LIVIA Group**. “In addition to the synergy potential with Westpole, the cooperation with Fujitsu will create a platform to support the company’s long-term strategic development and future growth. Overall, this transaction illustrates our investment rationale of working with corporates to provide solutions for non-core assets.”

To ensure the successful implementation of FINIX’s long-term strategy, LIVIA has secured the support of **Pierfilippo Roggero**, former Fujitsu senior vice president in charge of Western European operations as well as CEO of FTS Italy for the period 2000 to 2011. “I am pleased to be part of the challenge to transform FINIX into a key player of digital transformation, leveraging Fujitsu’s products portfolio as well as additional innovative technologies and related services. As part of the transformation, we will strengthen the collaboration with our indirect channel partners and focus on providing our technologies and services to SMEs as well as large corporates. ”

Dave Hazard, Head of Fujitsu PAN-EMEIA Channel, comments: “Fujitsu’s channel proposition already represents 80 percent of Fujitsu’s product-related business in the EMEIA region and has proved successful in supporting partners and developing high-value solutions, as recognized by ranking first in the Canalys Vendor Benchmark. Customers in Italy can expect a seamless transition and will continue to receive attentive, high-quality support as well as continued access to the portfolio of Fujitsu products and solutions they know and trust”.

LIVIA Group is an independent industrial holding as well as the private investment enterprise of Prof. Dr. Dr. Peter Löw with funds under management of more than EUR 782m. LIVIA invests in a diverse spectrum of assets, ranging from corporate, agricultural and opportunistic investments to real estate, emerging markets, and fine arts/ antiques. More than 250 executed transactions made LIVIA's management a preferred and trusted partner of international corporations and financial institutions.

LIVIA Corporate Development is specialized in acquiring European corporate spin-offs / carve-outs as well as mid-sized companies with revenues between EUR 20m and EUR 1.5bn. The focus is on business transformations and acquisitions of underperforming companies with operational improvement potential as well as add-on acquisitions for existing platform investments to realize synergies.
www.livia-group.com

Fujitsu is the leading Japanese information and communication technology (ICT) company, offering a full range of technology products, solutions, and services. Approximately 132,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE: 6702) reported consolidated revenues of 4.0 trillion yen (US \$36 billion) for the fiscal year ended March 31, 2019. For more information, please see www.fujitsu.com.

In Europe, Fujitsu works with a growing ecosystem of partners, customers and local communities to create a 'Human Centric Intelligent Society' that is inclusive, sustainable and trusted. Our 28,000-strong workforce develops leading-edge digital solutions that address global business and societal challenges while also generating value for customers, helping accelerate their transformational journeys by harnessing the power of co-creation through our unique Human Centric Experience Design (HXD) methodology. For more information, please visit <http://www.fujitsu.com/fts/about/>