

MANDAT

04.10.2019

STRATEGIC EXPANSION INTO LATIN AMERICAN SAP MARKET: GLEISS LUTZ ADVISES ITELLIGENCE-GROUP ON ACQUISITION OF MAJORITY STAKE IN FH IN BRAZIL

Gleiss Lutz advises itelligence-group, Bielefeld (itelligence), the globally leading SAP consulting company within NTT DATA Group, on the acquisition of a majority stake in FH S.A., São Paulo (FH).

In line with the usual market rules and regulations, the closing of the transaction is conditional upon the receipt of regulatory approvals, including the approval by the Brazilian antitrust authorities (CADE), and satisfaction of other customary conditions. CADE's approval is expected to be granted within the next few weeks. The two parties have agreed to keep the purchase price confidential.

With the acquisition of one of Brazil's leading SAP development and consulting firms, itelligence is expanding its presence in one of the currently strongest-growing economic regions in the world. Due to increasingly stringent obligations regarding transparency and compliance, there is a high demand in Latin America's largest economy particularly for ERP software and financial management solutions. itelligence and FH also see substantial growth potential in the areas of marketing, CRM, e-commerce, and for IoT (Internet of Things) solutions.

By acquiring FH, itelligence is gaining 700 SAP colleagues in 6 locations in Brazil. The group currently employs 9,200 employees in 26 countries. In 2018, its total revenue amounted to €926.6 million.

The following Gleiss Lutz team advises itelligence: Martin Hitzer (lead, partner), Dr. Alexander Schwarz (partner), Friedrich Baumgärtel and Katharina Bein (all Corporate/M&A, Düsseldorf).

Demarest Advogados, led by partner Paulo Coelho da Rocha (Corporate/M&A), advises regarding Brazilian Law.

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