



**“Be” acquires 55% of R&L AG,  
provider of specialised professional services  
for international “Payments Hubs”**

Rome, February 3 2016

Be Group reinforces its service portfolio to the banking industry with a new acquisition in Germany. The company has acquired 55% share capital of R&L AG, a niche company located in the area of Munich specialised in Consulting and IT Solutions in the Payments sector and in particular on SWIFT. At 31.12.2015, R&L AG reported an estimated turnover of 2.700.000 EUR, an EBITDA of 300.000 EUR and a free cash of 800.000 EUR.

*This deal – says Stefano Achermann, Be Group CEO – allows us to strengthen, and potentially multiply, our offering in the consulting services for the major “cross border” payment platforms. In particular, R&L is a leader in SWIFT solutions, the main international standard for payment messaging. R&L already provides services to prestigious clients such as Deutsche Bundesbank and many other leading European Financial Institutions. As such, this deal is part of our 2015-2017 development strategy, which aims at creating a Pan-European IT Consulting Group supporting the financial services industry.*

The acquisition of R&L has been finalised through targit GmbH, the existing subsidiary of the Be Group in Germany. The purchase price for 55% share capital was set at 1.470.000 EUR. The agreement foresees an option to acquire the residual 45% in May 2020. The deal is not subject to any suspension rule.

*This press release is available on the Company website, [www.be-tse.com](http://www.be-tse.com)*

The Be Group is listed in the STAR segment of Borsa Italiana and is one of the leading Italian players in the IT Consulting sector. The company provides Business Consulting, Information Technology and Process & Document Management services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enable the Group to work with leading financial and insurance institutions and Italian industry to create value and boost business growth. With around 1,000 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Romania, Poland and the Ukraine, in 2014, the Group recorded a value of production of Euro 98.5 million.

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