

## **SIBS STRENGTHENS INTERNATIONAL PRESENCE WITH ACQUISITION IN POLAND**

**Lisbon, 20th June 2018 – SIBS formalized the purchase of PayTel, a Polish company specialized in card acceptance services, reinforcing its presence in an important market for its international growth strategy. The operation will enable SIBS to accelerate its activity in Poland, through a company with great potential for growth.**

With this acquisition, SIBS pursues its strategy of expanding its payment services by positioning itself with an even wider offer in Europe, flanking other European-wide operators. SIBS has been present in Poland since 2008, providing ATM network management services, terminal approval, transaction processing, switching, prevention and fraud detection, now expanding to acquiring services.

This transaction will take place between 2018 and 2020, with the first phase accounting for 55% of the company's capital and representing an investment of PLN 34 million (about 8 million euros) by SIBS.

PayTel has shown growth levels around 35% per year, substantially above the increase of the global market, which is 4 times greater than Portugal. These data are particularly relevant as Poland, following the trends of several European countries, is increasingly betting on a cashless society, with electronic payments growing, driven by legislative initiatives.

*"The Polish market is very relevant to SIBS and marked its expansion and expansion of the offer in European markets. Growth prospects for the payment market in Poland are quite consistent and the purchase of PayTel is precisely a bet on this. We speak of a company with relevant commercial footprint at a national level, which, together with SIBS know-how and portfolio represents an opportunity for strategic development and reinforces SIBS position as a relevant payments player in the European market",* says Madalena Cascais Tomé, CEO of SIBS.

Founded in 2003, PayTel, based in Warsaw, is an acquiring company that currently employs about 100 employees. It provides integrated payment acceptance, including processing services, TPA provision, network management, and customer service centres. In the first quarter of 2018 it already had 23,000 payment terminals, and in 2017 alone it managed 30 million payment transactions.



### **About PayTel:**

PayTel S.A. was born as a payment service provider in 2003 and was previously owned by COMP S.A., a technology company listed on the Warsaw stock exchange and the Polish leader in the market for point-of-sale merchant solutions through the Novitus and Elzab brands. It offers payment solutions aimed at small and medium-sized merchants, being present all over Poland through its distinctive network of hundreds of agents. Through its competitive range of payment solutions, it is present in the market with more than 23 thousand Automatic Payment Terminals. By integrating SIBS, a leading operator of modern, reliable and efficient payment services, enters now a new phase of growth and sophistication of its technology solutions, thus maximizing the full potential of Polish policies to promote electronic payments.

### **About SIBS:**

With more than three decades of existence, SIBS offers over 300 million users the most modern, reliable and secure financial services, particularly in the area of payments. Reference in Business Process Outsourcing and in the production and personalization of cards, it is one of the largest payment processors in Europe and Africa, transacting annually three billion financial transactions with a value of more than 4.5 billion euros. Among the brands most recognized by consumers are MULTIBANCO, MB WAY and MB NET. With these services, you can pay for purchases in the physical stores or online, with a card or smartphone, make transfers, pay the bill for water or electricity, check the balance, charge your smartphone or the transport pass and, of course, raise money. With a history of success based on innovation and efficiency, SIBS remains focused on its growth and the provision of services that facilitate the daily life of individuals and companies.