

Indra groups into minsait its digital transformation portfolio to strengthen its leadership and accelerate its growth in this market

- **Under Minsait brand, Indra launches today a business unit that addresses the challenges posed by digital transformation to companies and institutions**
- **Indra's digital business posted in 2015 sales of 313.3 million euros, of which 185.6 correspond to the Spanish market, making Indra one of the leading companies in digital transformation in Spain**
- **Indra drives Minsait's leadership with a different methodology, an extensive portfolio of business solutions, a proprietary and different sales, delivery and support model, and a flexible organization based on multidisciplinary teams**
- **Minsait will complete the current offering of Indra's remaining high-value verticals, supporting their orientation toward the key businesses of its clients, thus becoming a driving force for their growth**

Madrid, February 11, 2016. Digital transformation has a name: Minsait. Indra launched today a new business unit that addresses the challenges posed by digital transformation to companies and institutions.

Indra has grouped its technology and consultancy solutions in the digital business into Minsait. This business posted in 2015 sales of 313.3 million euros, of which 185.6 correspond to the Spanish market, making Indra one of the leading companies in digital transformation in Spain. And it launches Minsait with a new and different commercial approach.

Fernando Abril-Martorell, Indra's Executive Chairman & CEO, said: "We want to strengthen our leadership and accelerate our growth in this market, contributing to our clients' success. This is why we are driving Minsait by adding to our current leading position and experience a different methodology, an extensive portfolio of business solutions, a proprietary and different sales, delivery and support model, and a flexible organization based on multidisciplinary teams".

Cristina Ruiz, Indra's VP for IT and head of Minsait, has pointed out that "Minsait will be a driving force for accelerating growth in all of Indra's businesses, as it will help us generate new opportunities and complete our current offering of high-value vertical products, contributing to their development and evolution in line with the key businesses of our clients".

An extensive portfolio of business solutions

To address the needs of its clients from the outset, Minsait already has in place an extensive catalog of business solutions that tackle in a comprehensive way the challenges and opportunities of companies and institutions in a fast-changing context. They are grouped into four categories:

- **Foresee.** The ability to offer solutions to its clients so they can anticipate and take the initiative to win market niches and business opportunities not discovered by others. Some

areas of application and solutions are connected home, digital identity and contextual banking.

- Engage. Driving the ability to interact that enriches client experience in aspects such as the transformation of traditional channels, the development of interactive channels and micro-segmented value propositions.
- Empower. Providing the tools that enable companies to better manage their assets to maximize the effectiveness of their production processes, in areas such as transformation solutions in the cloud, sustainable buildings and smart asset management.
- Protect. Solutions designed to minimize the potential risks of digital processes in aspects such as 360 cybersecurity and smart borders.

Multidisciplinary teams made up of specialists with very specific profiles

The strength of Minsait is also defined by the talent of its organization, which has professionals with very specific profiles who make up multidisciplinary teams which it makes available to the clients to facilitate dialog and solutions at each stage in a project.

Some examples of these profiles are strategy consultants, management consultants, technology consultants, systems architects, hackers, data scientists and experts in user experience.

A differential methodology

To address the demand for immediate and tangible responses that digital transformation entails in companies and institutions, Minsait has a differential methodology based on:

- Specialization. Leveraging the in-depth knowledge of Minsait's teams in different sectors to offer proprietary solutions in each one, avoiding standardization.
- Multidisciplinary end-to-end approach. Teams made up of professionals with very diverse profiles in different disciplines, who provide comprehensive support to the client, covering the stages of a company's transformation process. From strategic conceptualization and pilot testing to specialized operation, including the transformation and deployment project itself.
- Flexible collaboration model. The ability to adapt to the needs of each client thanks to Minsait's own assets served in the cloud, achieving record times and cost reduction.
- Swift execution. Incorporation of substantial improvements from the outset and on an ongoing basis so the client can benefit quickly from the new solutions, thanks to the availability of proprietary products.

A proprietary and different delivery model

The business solutions making up Minsait's commercial offering also have a proprietary and different delivery model, always focused on generating the greatest possible value for its clients, based on strategic consultancy, end-to-end transformation, management of metrics and impact functions, and definition and short-term implementation of products.

The cohesiveness of all these formats is always at the client's service, who based on its situation can integrate them in the same project or use them independently. The goal is to offer the best possible solution to the challenges facing its business.

Minsait, a reality that completes and accelerates Indra's growth

Minsait has been set up within the framework of Indra's transformation process as set out in its Strategic Plan for 2015-2018, which aims to increase its competitiveness, achieve profitable and sustainable growth in the long term, and generate greater value for its main stakeholders.

One of the pillars that have been set in Indra's transformation is the commitment to new high added-value businesses that enable high rates of growth and profitability to be achieved for the company and are applicable to the different industries in which Indra already has a leadership position worldwide in the development of proprietary solutions, such as Defense and Security, Transport and Traffic, Energy and Industry, Telecommunications and Media, Financial Services or Public Administrations and Healthcare.

Minsait has been set up in this context of transformation with the aim of addressing these new growth paths for Indra. A new business unit that will help companies and institutions deal with the challenges posed by digital transformation, at a time of intense change in the economy and society, when the physical world has given way to the digital world.