



Konecta

Madrid, 29 September 2015

PAI PARTNERS TO INVEST IN GRUPO KONECTA TO HELP ACCELERATE ITS GROWTH STRATEGY

PAI Partners ("PAI"), a leading European private equity firm, today announced that it has entered into a definitive agreement to purchase a 40% stake in Grupo Konecta ("Konecta" or the "Company"), and will be partnering with Banco Santander, retaining a 40% stake in the Company and Jose Maria Pacheco, current Chairman and founder of the business, who will keep a 20% stake. The transaction is expected to close before year end. The terms of the deal are not disclosed.

Konecta is the leading BPO and contact center service provider in Spain with significant presence in the growing Latin American markets, namely in Brazil, Peru, Colombia, Chile, Mexico and Argentina. The Company is expected to record revenues of c. €500 million in 2015 and has approximately 25,000 employees. It has a very strong track record of growth of 28% CAGR since 2000, and even through the recent difficult recessionary period that its home Spanish market has gone through, the Company managed to more than double its revenues and EBITDA in the past 5 years.

PAI joins Banco Santander and management with the ambition to help accelerate the growth of Konecta organically and in particular through a buy and build strategy, not only in Spain but also internationally, taking advantage of the current market fragmentation and the sound industrial rationale that drives consolidation.

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Notes to Editors

About PAI

PAI is a leading European private equity firm with offices in Paris, London, Luxembourg, Madrid, Milan, Munich and Stockholm. PAI manages €7.7 billion of private equity assets. Since 1994, PAI has completed 57 LBO transactions in 11 countries, representing close to €39 billion in transaction value. PAI is characterised by its industrial approach to ownership combined with its sector-based organisation, Business Services being one of the sectors where it has long track record of successful investments. PAI provides portfolio companies with the financial and strategic support required to pursue their development and enhance strategic value creation.

For further information about PAI: www.paipartners.com

About Konecta

Konecta is an international leader providing comprehensive contact centre and business process outsourcing (BPO) solutions since 1999, offering tailored, integral and personalized solutions and effective management of front and back office operations.

With more than 15 years of experience in the industry, Konecta is now located in 10 countries (Spain, Portugal, United Kingdom, Morocco, Argentina, Chile, Colombia, Mexico, Peru and Brazil) offering added value solutions to major players in the telecommunications, utilities, banking, insurance and public administration sectors, amongst others. The company has worldwide more than 25,000 dedicated professionals delivering high-value services to more than 400 clients.

Enquiries

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