



News Release

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Avanade announces plans to acquire Azeo, a leading Microsoft and IoT solution provider in France

Acquisition would combine both companies' deep expertise across business solutions on the Microsoft platform and pave the way for Avanade's expansion into the Bordeaux region, a hub for French tech innovation.

SEATTLE/PARIS, FRANCE 10 September, 2020: Avanade, the leading digital innovator on the Microsoft ecosystem, has entered into exclusive negotiations to acquire Azeo, a highly regarded provider of Microsoft and [IoT \(the Internet of Things\)](#) services in France.

Azeo's 250 employees, with deep Microsoft expertise across [modern workplace](#), [data and artificial intelligence \(AI\)](#), [cloud](#) and [IoT solutions](#), will join Avanade to offer clients in France a wide portfolio of tailored, end-to-end, Microsoft-based business transformation solutions.

Through this acquisition, Avanade will substantially strengthen its strategic position in the Microsoft ecosystem across France. Azeo's significant presence in Bordeaux will enable Avanade to expand its footprint in the heart of France's technology and innovation sector situated in the Nouvelle-Aquitaine region.

"Azeo is a highly respected premium Microsoft partner with deep expertise in our technology solutions," said Emmanuelle Berthier, Avanade country manager for France. "Azeo's Microsoft experts will complement our own expertise in these areas and its presence in Bordeaux will pave the way for us to build a strong presence in an important region of the French technology community. Together, we will be able to support clients throughout all of France."

"Joining Avanade will allow us to expand our capabilities even further," said Azeo chairman Emmanuel Gauthier. "We know our clients will benefit from Avanade's global reach, strategic perspective and delivery excellence."

"We are delighted with this acquisition," said Franck Joudiou, managing director of Azeo. "Avanade is a partner with whom we share the same corporate values and who attributes as much importance as we do to the quality of our relationships with clients and employees."



Financial terms of the transaction are not being disclosed. The acquisition is subject to closing conditions and regulatory approvals.

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About Avanade

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences on the Microsoft ecosystem. Our professionals bring bold, fresh thinking combined with technology, business and industry expertise to help make a human impact on our clients, their customers and their employees. We are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Avanade has 39,000 professionals in 25 countries, bringing clients our best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at www.avanade.com.

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Forward-Looking Statements

Except for the historical information and discussions contained herein, statements in this news release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "may," "will," "should," "likely," "anticipates," "expects," "intends," "plans," "projects," "believes," "estimates," "positioned," "outlook" and similar expressions are used to identify these forward-looking statements. These statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied. Many of the following risks, uncertainties and other factors identified below are, and will be, amplified by the coronavirus (COVID-19) pandemic. These risks include, without limitation, risks that: Avanade and Azeo will not be able to close the transaction in the time period anticipated, or at all, which is dependent on the parties' ability to satisfy certain closing conditions; the transaction might not achieve the anticipated benefits for Avanade; Avanade's results of operations have been significantly adversely affected and could in the future be materially adversely impacted by the COVID-19 pandemic; Avanade's results of operations could be adversely affected by volatile, negative or uncertain economic and political conditions and the effects of these conditions on the company's clients' businesses and levels of business activity; Avanade's business depends on generating and maintaining ongoing, profitable client demand for the company's services and solutions including through the adaptation and expansion of its services and solutions in response to ongoing changes in technology and offerings, and a significant reduction in such demand or an inability to respond to the evolving technological environment could materially affect the company's results of operations; if Avanade is unable to keep its supply of skills and resources in balance with client demand around the world and attract and retain professionals with strong leadership skills, the company's business, the utilization rate of the company's professionals and the company's results of operations may be materially adversely affected; Avanade could face legal, reputational and financial risks if the company fails to protect client and/or company data from security breaches or cyberattacks; the markets in which Avanade operates are highly competitive, and Avanade might not be able to compete effectively; changes in Avanade's level of taxes, as well as audits, investigations and tax proceedings, or changes in tax laws or in their interpretation or enforcement, could have a material adverse effect on the company's effective tax rate, results of operations, cash flows and financial condition; Avanade's profitability could materially suffer if the company is unable to obtain favorable pricing for its services and solutions, if the company is unable to remain competitive, if its cost-management strategies are unsuccessful or if it experiences delivery inefficiencies; Avanade's results of operations could be materially adversely affected by fluctuations in foreign currency exchange rates; as a result of Avanade's geographically diverse operations and its growth strategy to continue to expand in its key markets around the world, the company is more susceptible to certain risks; Avanade's business could be materially adversely affected if the company incurs legal liability; Accenture's ability to attract and retain business and employees may depend on its reputation in the marketplace; if Accenture does not successfully manage and develop its relationships with key alliance partners or fails to anticipate and establish new alliances in new technologies, the company's results of operations could be adversely affected; Accenture might not be successful at acquiring, investing in or integrating businesses, entering into joint ventures



or divesting businesses; and if Avanade is unable to protect or enforce its intellectual property rights or if Avanade's services or solutions infringe upon the intellectual property rights of others or the company loses its ability to utilize the intellectual property of others, its business could be adversely affected. Statements in this news release speak only as of the date they were made, and Avanade undertakes no duty to update any forward-looking statements made in this news release or to conform such statements to actual results or changes in Avanade's expectations.