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Exclusive - Brazil

IT firm ATP to consider acquisitions and JVs

May 26, 2008 (DW) - Brazilian IT services and solutions provider **ATP** may consider acquisitions and joint ventures as it tries to expand its business beyond banking services, company CEO Nori Lermen told DealWatch.

“When ATP decided on a strategy to put its products into several segments... it was able to create a scenario for partnerships and, depending on the interest, acquisitions,” Lermen said in an interview after company event in São Paulo.

“Without a doubt we will consider acquisitions,” confirmed the executive.

ATP is currently seeking partnerships and deals with firms in IT segments where it does not currently have has expertise, such as in services for the insurance sector.

The company, specialized in image solutions and document processing services for the banking sector, especially state banks, wants to extend its business to other areas.

“A solution used for the financial sector is the same that can be used in a car retailer,” he said. “Within that scenario, we are trying to identify partnerships.”

Lermen said that ATP is well capitalized for possible deals, but does not rule out using state resources that are available to it

“If there are government plans to promote technological activities, we will certainly evaluate that,” the executive added.

ATP is also being structured to launch an IPO within 2-3 years horizon, according to the executive, but for now, the company has to grow a great deal more, he said.

The firm posted profit of BRL 20.1mn (USD 12mn) in 2007, up from BRL 17.5mn the previous year. Operating revenues reached BRL 313mn.

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