

## MINSAIT ACQUIRES NAE, A BENCHMARK IN TELECOMMUNICATIONS CONSULTING, TO STRENGTHEN ITS GLOBAL POSITION IN THIS MARKET

- **Nae, which will maintain its commercial brand, has a team of more than 350 highly-specialized consultants in telecommunications and digital infrastructure consulting**
- **The merger of Minsait and Nae strengthens its role as the largest consulting firm in the Telco industry in terms of volume and added value**

**Madrid, September 21, 2023** - Minsait, an Indra company, has acquired Nae, a leading consulting firm in the telecommunications market specializing in transforming and deploying new technologies, optimizing operations through automation and digitization, and designing and implementing sales strategies. Furthermore, it provides expert advice on corporate transactions to maximize value for investors in the industry and specializes in telecommunications network ecosystems and digital infrastructure virtualization, which leverage the possibilities of the cloud to maximize business opportunities.

With this operation, the technology company has strengthened its position in the telecommunications industry, which is key to the digitization of society and business and the growth of the economy, with the sector's contribution to Spanish GDP being 5%, according to the statistical portal Statista.

Minsait thus strengthens its end-to-end value proposition, fostering a strategic area for the company with incredible growth potential, accelerating the digital transformation of companies and enabling the deployment of innovative solutions in all industrial sectors, in areas such as 5G, artificial intelligence, the Internet of Things and process automation and robotization.

Luis Abril, Executive Director of Indra and Managing Director of Minsait, said that "the operation drives the creation of value for our clients, employees and shareholders. By incorporating Nae, we are now in a position to bring a differential, comprehensive and high-value offer to the market, combining our digital capabilities with its knowledge and expertise in the Telco industry. It also strengthens our position as a strategic partner of our clients, helping them to optimize management and accelerate the transformation of their processes and technological infrastructures. We thus cover the design, implementation and operation of services on a global scale, making a definitive contribution to the development of the telecommunications sector and other industries and markets".

Nae's CEOs, Cristóbal Escoda and Antoni Ibañez, say they are "excited to be part of the Minsait ecosystem and join forces to have a unique offering, leading the digital consulting and services market in the telecommunications industry, generating more value for our clients. As a business unit, Nae will operate autonomously, thus preserving its brand and management model, and will leverage Indra's presence, commercial reach and scale to initiate a new stage of expansion and growth in service to our clients and the development of our teams".

With its incorporation into Minsait, Nae has strengthened its position as the industry's largest consulting firm in Spain in terms of volume and added value. The new telecommunications consulting vertical company will be made up of some 400 people and will be led by Cristóbal Escoda and Antoni Ibañez, founding partners and managers of Nae, both with extensive experience in management positions in the industry.

### About Minsait

Minsait ([www.minsait.com](http://www.minsait.com)) is Indra's leading company in digital transformation and Information Technologies. Minsait possesses a high degree of specialization and knowledge of the sector, which it backs up with its high capability to integrate the core world with the digital world, its leadership in innovation and digital transformation, and its flexibility. Thus, it focuses its offering on high-impact value propositions, based on end-to-end solutions, with a remarkable degree of segmentation,

which enables it to achieve tangible impacts for its customers in each industry with a transformational focus. Its capabilities and leadership are demonstrated in its product range, under the brand Onesait, and its across-the-board range of services.

**About Indra**

Indra ([www.indracompany.com](http://www.indracompany.com)) is one of the leading global technology and consulting companies, and a world leader in technological engineering for the aerospace, defence and mobility markets and digital transformation and information technologies in Spain and Latin America through its subsidiary, Minsait. Its business model is based on a comprehensive range of proprietary products, with an end-to-end, high-value approach and a significant innovative component, making it the technological partner for the digitalization and key operations of its clients around the world. Sustainability forms part of its strategy and culture in order to overcome current-day and future social and environmental challenges. In the 2022 fiscal year, Indra achieved revenue totaling €3.851 billion, with almost 57,000 employees, a local presence in 46 countries and business operations in over 140 countries.

**About Nae**

At Nae (<https://nae.global/>) we strive to provoke change by challenging and accompanying the transformation of telecommunications, in a personal and approachable way, through end-to-end consulting.

We have been developing telecommunications projects all over the world for almost 20 years, working side by side to help pave the way and team up with anyone involved in the projects we participate in. We accompany our clients in making strategic decisions to increase their value, overcoming the challenges of the business together, from the strategic definition to the implementation of actions.

We have hubs in Spain, from where we undertake projects in Europe, and in Colombia, from where we manage the activity in Latin America. We believe that things should not always be done the same way and that, with creativity and innovation, we can achieve incredible results.

#DareToGoBeyond

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