

# PRESS RELEASE

## **msg on its way to becoming a billion-euro company**

**The Munich-based company generated the highest profits in the history of the company in 2017 / 2,000 new hires planned**

**Munich, May 24, 2018.** The msg group continues its growth trend: The IT consulting and system integration company saw revenue of 891 million euro in 2017, an increase of about 10 percent compared to the previous year (812 million euro). That continues msg's constant growth since being founded in 1980. The success curve will rise in 2018 as well, as the company aims for above-average growth that far exceeds 10 percent. The hiring of 2,000 new full-time employees around the globe should help the company achieve their future revenue goals. "We work with our customers to drive digital innovation. To help us do so, we are looking for employees with an entrepreneurial mindset, who want to help shape the future – they are the basis on which our success story is built," says Hans Zehetmaier, CEO of msg systems ag, the core of the msg group.

### **Consulting and product-based industry solutions for a connected economy**

Among msg's successes in 2017 was their globally strong SAP reseller business. Top seller in license sales was the high-performance SAP Profitability and Performance Management solution for controlling, which is distributed by SAP. The largest platform bids were won in life and health insurance, which resulted in major implementation projects. All in all, digitalization has created an ongoing and strong demand for IT services.

msg was also able to record an increasing number of consulting projects in the hard fought for business consulting market in 2017. Consequently, msg was able to further expand their customer relationships in the fields of organizational consulting and IT consolidation, including in industries such as the public sector. In addition, they were able to successfully conclude important development projects within the context of the government's "semi-truck tolls on national highways" project.

The msg group, which specializes in a total of nine industries, will continue its focus on digital trend technologies such as mobility, IoT, big data analytics, blockchain, artificial intelligence and machine learning. msg will be strengthening its investment in the SDA insurance platform again this year, which insurance companies can use to orchestrate their own products, turning market-specific services into complete customer offers. Further investments will go into the msg.Insurance Suite, an end-to-end, cross-line of business platform for the insurance industry, as well as into the expansion of the new EGP risk and return management platform to create a market standard for regulatory software. Going forward, msg will also focus on cloud technologies, such as OpenShift, Azure, Pivotal and the SAP cloud platform, and continue promoting their three innovation labs, those being the Insurance Innovation Lab in Toronto, the minnosphere start-up and the digital business incubator in Passau. These labs provide an innovation ecosystem where customers and partners can develop solutions for digital business models.

### **2,000 new hires planned**

The positive order situation seen throughout the entire msg group will be reflected in an above average number of new hires. After hiring more than 1,000 new employees in 2017, the company now plans to double that number and hire 2,000 new employees. msg intends to expand its business consulting units and its competence in the field of software engineering with the help of these new colleagues. The company will also be looking for new employees for the fields of artificial intelligence, cloud computing, data science & big data, SAP consulting and project management.

A new cultural development program was also started last year, the “A people perspective” program. The program focuses on strengthening msg’s sustainability: msg would like to create even more freedom to promote creativity, unleash talent and, in doing so, get today’s workplace ready for the demands of tomorrow. This is not just a digital approach either, but includes phase-of-life oriented HR work. “We even received two awards in 2017 – the ‘Great Place to Work’ award and ‘Bavaria’s Best 50’ for mid-sized companies. That leaves us optimistic about our ability to find qualified candidates going forward, candidates who want to work on our projects,” says Hans Zehetmaier.

### **An innovative constant in the fast-paced era of digitization**

msg has its headquarters in Ismaning near Munich and is an established, owner-managed group of companies that has been around for almost four decades now. CEO Hans Zehetmaier has

been there from the start. He founded the company, which now employs more than 7,000 employees in 25 countries around the world, back in 1980 while a student. Born in the Bavarian town of Wartenberg, he has been recognized repeatedly for his excellent entrepreneurial achievements. “msg has developed into a permanent fixture on the IT market in this fast-paced era of digitization. Over the years, we have been able to establish an enormous wealth of experience in the latest technological developments, and thus create new opportunities, by specializing in different industries and how they are connected. Our continued success has built on that and means a high level of security for our employees.”

#### **msg**

msg is an independent, international group of companies with more than 7,000 employees around the world. The group of companies offers a holistic service spectrum of creative, strategic consulting and intelligent, sustainable and value-added IT solutions for the following industries: automotive, financial services, food, insurance, life science & healthcare, public sector, telecommunications, travel & logistics, as well as utilities, and has acquired an excellent reputation as an industry specialist during its more than 35 years in business.

Within the group, independent companies cover the wide variety of industry and issue-based competence: msg systems ag forms the core of the company group and works in close cooperation with the subsidiaries, both on a business and organizational level. This allows the competence, experience and know-how of all the members to be bundled into a holistic solution portfolio with measurable added value for its customers.

msg holds seventh place in the ranking of IT consulting and system integration companies in Germany.

#### **For additional information:**

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