

**PRESS RELEASE**

London, 2<sup>nd</sup> of June 2020

# **DIGITAL VIRGO meets its ambitions acquiring DOCOMO Digital Solutions unit**

*End of May, DIGITAL VIRGO made the acquisition of DOCOMO Digital's Solutions division. A strategic acquisition for DIGITAL VIRGO that will allow the global Telecom Payment specialist to strengthen the development of its activities and for DOCOMO Digital to focus on its Payments' business.*

**DOCOMO Digital**, NTT DOCOMO's international mobile commerce-related business, announced a definitive agreement to sell its Solutions business division to Digital Virgo.

DOCOMO Digital, a wholly owned subsidiary of NTT DOCOMO, has been at the forefront of mobile commerce and digital payments' ecosystem. DOCOMO Digital's Solutions business division encompasses the technical, licensing, and distribution needs of Telecom Operators, to help them drive monetization and user engagement.

**DIGITAL VIRGO** is an international player in Payment, Monetization and Digital Marketing solutions dedicated to Telecom Operators and Merchants. Since 2008, the Group has built a global network by setting up local offices to expand geographically and through acquisitions to bring new expertise or technologies to strengthen its position in existing markets. Making acquisitions and integrating new teams has been part of its DNA with over fifteen acquisitions over the last decade.

"The transaction is in line with our strategy and vision to build on the strength of our core payments' business, capitalizing on the surge in digital payments' volumes we are witnessing today. Our Solutions business division performed well over the years and we believe becoming a part of DIGITAL VIRGO will create a clear market leader in the space.," said **Jonathan Kriegel, CEO at DOCOMO Digital**.

"This deal is consistent with our strategy and meets our recently announced ambitions. Firstly, this acquisition will consolidate our position in strong markets such as Payment and Monetization, and secondly it will also accelerate our international growth and local presence. Being as close as possible to the local considerations of our clients, Telecom Operators and Merchants, has always been a prerequisite for all our actions. There are a lot of synergies between our business units but also between the teams. Professionals recognized experts in their fields, will join us and will be important assets for the future.," commented **Guillaume Briche, CEO at DIGITAL VIRGO group**.

The deal has been approved by the shareholders and labour unions on both sides, and the definitive agreement was signed on 28th May 2020.

## The Solutions business division is made of...



**10 Offices  
in the World**



**155 People  
Worldwide**

**France - UK - Spain  
Portugal – Italy**

**Russia – Greece – Turkey  
South Africa – Argentina**

### About DIGITAL VIRGO

Created in 2008, Digital Virgo Group is one of the most leading French Tech<sup>1</sup> companies in the world. Located in more than 25 countries, its teams operate in the Payment and Monetization markets using Direct Carrier Billing, positioned at the heart of an ecosystem made up with Operators, Merchants (Content producers, Media, Ticketing companies) and Digital Advertising Platforms (Google, Facebook ...), its role is to connect these players to meet their main challenges: optimize payment, monetize contents, services and audiences and ensure performance through mobile marketing campaigns.

**+40 countries in operation | €270 Million of revenue in 2019 | 700 people worldwide**

120 Carrier partnerships · Orange · Vodafone · Telefonica · MTN · Tunisie Telecom · Zain...

+200 connected Merchants · Universal · beIN · Rakuten · Milan City · Gameloft · Youscribe...

More information on [digitalvirgo.com](https://digitalvirgo.com) and social platforms.

### About DOCOMO DIGITAL

DOCOMO Digital is the mobile commerce-related business of NTT DOCOMO, one of the world's leading mobile carriers. We partner with carriers, merchants, app stores, OTT services and payment providers globally. Our Payments portfolio solves the challenges of scale, customer acquisition, regulation, and complexity for our partners. With teams based across twenty-five offices, we enable telecom carriers to grow their digital revenues while improving customer loyalty and lifetime value. For digital brands, our platform and carrier bundling services catalyse acquisition of new subscribers, especially in emerging markets. And Alternative Payment Methods (APMs) like carrier billing and e-wallets offer global merchants' access to their consumers, with our simple API and international payments' settlement facilities.

More information on [docomodigital.com](https://docomodigital.com) or find us on LinkedIn or Twitter.

DIGITAL VIRGO · COMMUNICATION

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<sup>1</sup> Digital Virgo is ranked 20th in the ranking of the 500 French Tech companies by FrenchWeb