



## Press release

Paris, 19 December 2016

# **NAXICAP Partners acquired a holding in Altares Group, which is embarking on its first external growth transaction in Benelux**

**NAXICAP Partners takes a majority stake in Altares Group, the leading company on the French market for data management. Simultaneously, Altares acquired subsidiary Dun&Bradstreet (global leader in data management) in Benelux. Together, the Group forecasts more than €110m in turnover by the end of 2016.**

Created in 2006 as a result of the merger between Dun&Bradstreet France and Base d'Informations Légales, Altares collects, combines, analyses, enriches and structures data to turn it into "smart data". The data is a flexible decision-making tool for upper and operational management divisions in the credit risk, marketing and compliance industries.

Since 2013 and driven by a new management team under Laurence Augoyard who became CEO in 2014, Altares has experienced steady growth, particularly thanks to:

- digitising and diversifying its product offer after launching new higher added value solutions and services (Wynbe, Adminiz, Scopfi, Powerlinx, compliance, etc.).
- strengthening and expanding its partnership with Dun&Bradstreet, as demonstrated by the recent acquisition of the D&B brand in Maghreb.

NAXICAP Partners' holding is a turning point in the Group's trajectory: Altares just completed its second external growth transaction (after acquiring the Maghreb D&B license in early 2016) with the acquisition of the Belgian and Dutch subsidiaries of Dun&Bradstreet. The Group doubled in size as a result. This acquisition is in line with the overall strategy of Naxicap Partners and the general management: strengthen Altares' dominant position in the European data management market through organic growth, thanks to targeted external growth opportunities.

Laurence Augoyard, CEO of Altares, said: *"I am thrilled with our partnership with Naxicap. We will be able*



*to continue the work we began with Ardian and solidly anchor the Group with sustainable growth. With support from the Naxicap team, we aim to ramp up the launch of our #bedata strategy internationally in order to continue supporting our clients, both key accounts and small businesses, in all their data needs. In addition to our external growth plans, we're looking to strengthen our data platform, encourage product innovation and integrate technologies to provide simple and effective concrete solutions”.*

*“Personally, what I’m also most proud of is offering stock ownership to many employees based in France and around the world”, said Laurence Augoyard. “Our project is an exciting challenge, and I’m lucky to lead a passionate team that is now included in our global performance.”*

Éric Aveillan, Chairman of Naxicap Partners, added: *“We were impressed by the company's innovative position in the ever-changing database market and its growth in recent years. Other factors we weighed in our investment decision were the Group’s digital and process-oriented business model, its exclusive partnership developed with Dun&Bradstreet and its experienced management team. We’re coming in during the acquisition of D&B Benelux, which gives the group an international component and makes this project even more interesting.”*

## **Participants in the transaction:**

### **■ Buyer or Investor:**

- Éric Aveillan
- Laurent Sallé
- Aurélien Dorkel
- Clémence Rousselet

### **■ Seller: ARDIAN EXPANSION**

- François Jerphagnon
- Marie Arnaud-Battandier
- Arthur De Salins

### **■ Investor's Corporate Lawyer: EDGE Avocats**

- Matthieu Lochardet
- Claire Baufine-Ducrocq
- Stéphanie Dourdin



■ **Investor's Legal, Tax and Social DD: FIDAL**

- Florence Olivier
- Xavier Houard

■ **Investor's Financial DD: ACCURACY**

- Rodolphe Pacciarella
- Arnaud Lambert
- Florence Westermann

■ **Investor's Strategic DD: ELEVEN**

- Ambroise Huret
- Morand Studer
- Maxime Caro

■ **Investor's IT DD: OCTO**

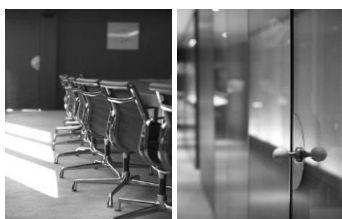
- Jean-Damien Blanc
- Philippe Benmoussa

■ **Tax structuring: ARSÈNE TAXAND**

- Laurent Partouche
- H el ene Leclerc

■ **Management Advisors:**

- Marie-Isabelle Levesque, Claris
- Cl ementine Rieu, Claris
- Benoit Pauly, Claris
- Manfred Noel, Callisto Finance
- Vincent Ayme, Callisto Finance
- Guillaume Bodart, Callisto Finance
- Eric Seyvos, BM&A
- Laurent Peny, BM&A
- Guillaume Selligman, Cohen Grosser
- Marie Gagey, Cohen Grosser
- Alberto Sillero, Deloitte
- Jocelin du Plessis, Deloitte



- Thibault Lasserre, TAJ
- Jérôme Gertler, TAJ

■ **Seller's Investment Banker / M&A Advisor:** EDMOND DE ROTHSCHILD

- Christophe Marchand
- Christian Menard
- Arnaud Petit
- Sara Rachele Napolitano
- Mohamed Rtel Bennani

■ **Seller's Legal Advisor:** LATHAM & WATKINS

- Olivier Du Mottay
- Coline Dermersedian
- Marie-Emeline Cherion

■ **Financing:** ALCENTRA

- Pascal Meysson
- Philippe de Limburg Stirum

■ **Financing Advisor:** NABARRO & HINGE

- Jennifer Hinge
- Alexander Hahn
- Sarah Sadeg

### About Altares:

A major player in the data economy, **Altares** enhances its clients' data capital by transforming information assets into economic performance. As an independent, trusted partner, the Group gives decision-makers a forward, contextualised vision of business challenges in the new economy.

In an ever-changing world of globalisation, the cloud, big data, open data, etc., Altares collects, combines, analyses, enhances and structures data to turn it into "smart data". The data is a flexible decision-making tool for upper and operational management divisions of companies. The Group assists clients in making their data a driver of growth.

As the exclusive partner in France of Dun&Bradstreet, the leading international network of B2B data,



Altare is the leading partner for key accounts, mid-level companies and SMEs, offering exclusive access to its databases that include over 240 million companies in 220 countries. With the recent acquisition of D&B Benelux, Altare now has 400 employees and generates more than €110m in turnover.

For more information, please visit [www.altares.com](http://www.altares.com)

### About NAXICAP Partners:

One of France's leading private equity companies, **NAXICAP Partners** totals more than €2 billion of capital under management. As a committed, responsible investor, NAXICAP Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. A subsidiary of Natixis, the company is organised in 3 teams: Innovation & Growth, Small Caps and Mid Caps, employing 38 investment professionals in 5 offices in France: Paris, Lyon, Toulouse, Strasbourg and Nantes.

For more information, please visit: [www.naxicap.fr](http://www.naxicap.fr)

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Altare

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