



## Press release

Paris, 20 July 2018

### **Technicis Group announces the acquisition of Telelingua, its 3rd acquisition since the beginning of the year**

**Technicis, a European leader in professional translation, continued its external growth strategy with the acquisition of the Belgian company Telelingua**

This is the third acquisition by the Group since the beginning of the year 2018. After TextMaster (digital) in March and HL TRAD (finance / legal) a few days ago, the arrival of Telelingua brings a new dimension to the group that pursues his ambition to integrate the top 5 world of professional translation by 2020. This operation is being carried out with the help of all the shareholders and Idinvest Partners, through a complementary unirate.

Telelingua is among the world's top 25 translation companies. Created in Brussels, it has more than 30 years of international experience and a wide range of expertise such as sciences, IT, finance, legal or energy and the environment. The Telelingua Sciences cluster has such an important recognition from customers in the medical and pharmaceutical sector in Europe and the United States. The newest member of Technicis represents 30 million euros of turnover. It has 1,500 customers worldwide, more than 220 employees and works closely with 5,000 translators.

Technicis now has more than 700 employees as well as a strong presence internationally with offices located in Europe (France, Belgium, Italy, Switzerland, Spain, Finland, Germany, England, Netherlands, Czech Republic), North America (Canada, United States) and Asia (China).

The Group expects to achieve a turnover of more than 100 million euros in 2018.

*"Our main concern is to well understand our customers' expectations. The implementation of 5 strong "business" divisions on the entire group will help to achieve this goal: digital & luxury, finance & Legal, industry & energy, pharma & medical and finally services. After TextMaster in March, HL TRAD and Telelingua within a few weeks between, the group now stands as a strong global player in many local attendance. Well Positioning to meet the needs of all our clients abroad." says Benjamin du Fraysseix, CEO of Technicis Group*



## Participants in the transaction:

### Buyer or Investor:

- Benjamin du Fraysseix, *CEO, Technicis Group*
- Guillaume Patry, *COO, Technicis Group*
- Clémence Rousselet, *Associate, NAXICAP Partners*
- Laurent Sallé, *Associate Director, NAXICAP Partners*

### M&A Consulting - Buyer: JSquare Conseil

- Amélie du Chalard
- Jennifer Johns

### Financial Advisor - Buyer: Exelmans

- Stéphane Dahan
- Richard Dahan
- Manuel Manas

### Corporate Lawyer - Buyer: Villechenon

- Gaspard Le Pomellec
- Gilles Roux
- Tristan Segonds

### Debt: Idinvest Partners

- Nicolas Nedelec
- Emmanuelle Tanguy

### Debt Lawyer: Nabarro & Hinge

- Jonathan Nabarro
- Anthony Minziere

### Sellers:

- Boucau Family, *Founders and Executives, Telelingua*

### M&A Consulting - Sellers: DELOITTE Corporate Finance Advisory

- Odon de Giey
- Serge Prosman
- Florence Ruessmann



**I Financial Advisor - Sellers: DELOITTE**

- Olivier Rassaerts
- Hilde Wittemans

**I Corporate Lawyer - Sellers: Philippe Hamer**

### About Technicis

The committed external growth strategy adopted by **Technicis** makes it one of the most dynamic players in its sector. It is a leading international translation company with projected sales of more than €100 million in 2018. Its 700 employees are based at 13 locations in Europe (France, Belgium, Italy, Switzerland, Spain, Finland, Germany, UK, Netherlands, and Czech Republic), North America (Canada, United States) and Asia (China). With a portfolio of over 6,000 clients, Technicis works with most CAC 40 companies and a host of large European and North American groups.

Website: <https://www.technicisgroup.com/en/>

### About NAXICAP Partners

One of France's leading private equity companies, **NAXICAP Partners** – an affiliate of Natixis Investment Managers\* – has €3.2 billion of capital under management. As a committed, responsible investor, NAXICAP Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. The company has nearly 40 investment professionals spread across 4 offices located in France: Paris, Lyon, Toulouse, and Nantes.

For further information: <https://www.naxicap.fr/en/>

### About Natixis Investment Managers\*

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of 26 specialised investment managers globally, we apply Active Thinking<sup>SM</sup> to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world's largest asset management firms<sup>1</sup> (€818.1 billion in AuM<sup>2</sup>). Natixis Investment Managers covers all the management and distribution entities affiliated with Natixis Distribution, L. P. and Natixis Investment Managers S. A. Natixis Investment Managers, whose head offices are located in Paris and Boston, is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France.

<sup>1</sup> Cerulli Quantitative Update: Global Markets 2017 ranked Natixis Investment Managers (formerly Natixis Global Asset Management) as the 15th-largest management company in the world, based on assets under management as of 31 December 2016.

<sup>2</sup> Net value of assets as of 31 March 2018. Assets under management (AUM) may include assets for which non-regulatory AUM services are offered. This includes, among other things, assets that do not meet the definition of "regulatory AUM" as stated by the SEB in its Form ADV, Part 1.



## About Idinvest Partners

With nearly €9 billion under management, **Idinvest Partners** is a recognised mid-market private equity firm in Europe. Idinvest Partners has developed several additional areas of expertise, including: growth capital for young, innovative European companies; mid-market private debt (single tranche, senior and subordinated loans); primary and secondary investments in unlisted European companies; and private equity consultancy. Founded in 1997, Idinvest Partners was a subsidiary of Allianz until 2010, when it became independent.

## Press contacts:

### **NAXICAP Partners**

Valérie Sammut - Tel: +33 (0)4 72 10 87 99  
[valerie.sammut@naxicap.fr](mailto:valerie.sammut@naxicap.fr)

### **TECHNICIS**

Victoria Weidemann - Tel: +33 (0)6 48 52 04 92  
[vweidemann@technicis.fr](mailto:vweidemann@technicis.fr)

Ludivine Thomas - Tel: +33 (0)1 84 13 18 42  
[lthomas@technicis.fr](mailto:lthomas@technicis.fr)