



Press release

London, 24 October 2018

Technicis Group announces the acquisition of AAC Global, its fourth buy-out year-to-date

Professional translation specialist Technicis Group has acquired Scandinavian company AAC Global as part of its expansion into northern Europe.

Technicis Group, a major player in the European professional translation sector, is announcing a new acquisition to reinforce its market presence in Sweden, Finland and Denmark. This is the fourth acquisition by Technicis Group in 2018 in pursuit of its strategy to become one of the top five translation agencies in the world by 2020.

AAC Global - A leader on the Scandinavian market

AAC Global helps companies develop by providing a full range of translation and localisation services, customised training services adapted to their needs (in person or remotely), and marketing content for all channels. AAC Global's acute focus on customer satisfaction and its development strategy resulted in 14% growth in 2017 and 15.9 million in turnover. With 130 employees across its three offices in Finland, Sweden and Denmark, AAC Global serves 1,200 customers worldwide and is one of the top companies on the Scandinavian market.

A word from Technicis Group CEO Benjamin du Fraysseix, CEO at of Technicis Group commented, *"We have seen a substantial increase in requests from customers requiring in-depth expertise in Scandinavian languages. It is therefore logical that the next step in our external development strategy was to acquire one of the leading companies in the Scandinavian market for professional translation. The acquisition of AAC Global brings three key advantages to the group: an extensive network of translators specialising in northern European languages, three well-established markets enabling ever-better customer relations, and new expertise for the Group in the form of language training services.*

"Joining Technicis Group is a major step forward for us", says AAC Global CEO Petri Lehmus. "With Technicis' solid international support, we will be able to offer our customers the same range of services while providing them with a broader scope of expertise. We are very pleased to join the adventure in a mutual endeavour to become one of the top language service providers in the world."

Technicis Group makes four acquisitions in 2018 as part of its strategy for international expansion



[AAC Global](#) is Technicis' eighth acquisition since 2012, the year the Group launched its strategy for external growth. V.O. Paris joined the Group first, followed by [Cogen](#) (2015), [Translation Probst](#) (2016), [Arancho Doc](#) (2017) and, more recently, [TextMaster](#), which specialises in professional cloud-based translation (2018), as well as [HL Trad](#) and [Telelingua](#) in order to strengthen the financial, legal and medical translation divisions.

Technicis Group currently has over 820 employees all over the world as well as a solid international presence, with offices throughout Europe (Belgium, Czech Republic, Denmark, England, Finland, France, Germany, Italy, Spain, Sweden and Switzerland), North America (Canada and the United States) and Asia (China).

The Group has set its 2018 target turnover to €120 million and has established itself amongst the leading international agencies in the professional translation industry.

Parties involved in the transaction:

Acquirer/investor:

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

M&A advisory - Acquirer: JSQUARE Conseil

- Amélie du Chalard
- Jennifer Johns

Corporate finance advisory - Acquirer: Grant Thornton

- Jonni Leporanta

Corporate lawyer - Acquirer: VILLECHENON

- Gaspard Le Pomellec
- Gilles Roux
- Tristan Segonds

Debt:

- IDINVEST PARTNERS
 - Nicolas Nedelec
 - Emmanuelle Tanguy
- BARINGS
 - Alice Foucault
 - Benjamin Gillet



Debt lawyer: NABARRO & HINGE

- Jonathan Nabarro
- Anthony Minziere

About Technicis

With its ambitious external growth strategy, Technicis Group is one of the most dynamic players in its sector. One of the top ten translation agencies in the world, Technicis expects over €120 million in turnover for the 2018 year. The Group's 820 employees are spread across 14 countries throughout Europe (Belgium, Czech Republic, Denmark, England, Finland, France, Germany, Italy, Spain, Sweden and Switzerland), North America (Canada and the United States) and Asia (China). With more than 6,000 clients, Technicis Group collaborates with most CAC 40 companies as well as major corporations in Europe and the United States.

About NAXICAP Partners

As one of the top private equity firms in France, **NAXICAP Partners** – an affiliate of Natixis Investment Managers* – has €3.2 billion in assets under management. As a committed, responsible investor, NAXICAP Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. The firm has 35 investment professionals spread across five offices in Paris, Lyon, Toulouse, Nantes and Frankfurt.

For more information, visit 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 27 specialized investment managers globally, we apply Active ThinkingSM to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis ranks among the world's largest asset management firms¹ (\$988.4B / €846.5 billion AUM²).

Headquartered in Paris and Boston, Natixis Investment Managers is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. For additional information, please visit the company's website at im.natixis.com | LinkedIn: [linkedin.com/company/natixis-investment-managers](https://www.linkedin.com/company/natixis-investment-managers).

Natixis Investment Managers includes all of the investment management and distribution entities affiliated with Natixis Distribution, L.P. and Natixis Investment Managers S.A.

Natixis Distribution, L.P. is a limited purpose broker-dealer and the distributor of various registered investment companies for which advisory services are provided by affiliates of Natixis Investment Managers.

¹ Cerulli Quantitative Update: Global Markets 2018 ranked Natixis Investment Managers as the 16th largest asset manager in the world based on assets under management as of December 31, 2017.

² Net asset value as of June 30, 2018. Assets under management ("AUM"), as reported, may include notional assets, assets serviced, gross assets and other types of non-regulatory AUM.



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PARTNERS



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:

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