



## PRESS RELEASE

# CONSORT<sup>NT</sup> CONFIRMS ITS EXPANSION AMBITIONS BY ACQUIRING ALTEA AND ESTIA

**Paris, 18 January 2017** – Consort<sup>NT</sup>, the French specialist in outsourcing applications and infrastructures, today announces the acquisition of two companies, ALTEA, a software testing and certification specialist, and ESTIA a specialist data intelligence consultant.

The acquisitions are in line with the group's strategy to expand internationally, reinforce its outsourcing and applications development services solutions, and develop its offering around 'data intelligence'.

The two deals have been fully supported by Consort<sup>NT</sup>'s shareholders, the independent private investment company Ardian, and by the funds of NAXICAP Partners and EPF Partners.

Created in 1992, Consort<sup>NT</sup> designs, develops, operates and maintains its solutions and services by placing the user at the heart of technological added value and innovation. The company employs 1,900 staff and generated sales of €125m in 2015. Already present in Morocco, Consort<sup>NT</sup> stepped up its international presence during 2016, opening offices in Belgium, Luxembourg and Germany.

ALTEA is a digital services company specialising in software testing and certification. The group, founded in 2008, has a presence in Northern France, Belgium and more recently in Luxembourg. The deal between Consort<sup>NT</sup> and ALTEA will enable the new entity to offer a full set of skills and systems capable of managing key application issues throughout the entire lifecycle, from the design phase to operational outsourcing.

The ESTIA group is a specialist consultant which was set up in 2010, offering a unique range of skills in data intelligence in the fields of marketing, financing, risks and operations. This second separate deal between Consort<sup>NT</sup> and ESTIA will mean the company can offer unique data valuation projects which offer a full scope of services, ranging from upstream data consulting, to the implementation and operation of data visualisation management solutions.

Consort<sup>NT</sup> President Jason Guez, said: "We at Consort<sup>NT</sup> welcome on board our new partners, who will help us to strengthen our range of services and pursue our international development."

Consort<sup>NT</sup> Managing Director Elie Cohen added: "Our companies already work in very similar areas, so we really believe this acquisition will help be mutually beneficial, helping us offer hitherto unexplored solutions and services to our clients. I can't wait to see the results of this drive towards enhancing our performance."

ALTEA President Lionel Hansart stated: "Our nine years of experience and our track record - which exceed market standards - illustrate the strength of our skills in this field, and our solutions are a perfect match with Consort<sup>NT</sup>. This deal provides us with the opportunity to rapidly develop our knowhow beyond our core region of Northern France and Belgium. With backing from their sales forces and support from local sites, we should be able to rapidly mount a challenge for the leading position in the testing business in France."

ESTIA associates Eric Pistre, Emmanuel Schaefer and David Bluwol add: "This deal is the result of the ambition shared by all the teams to accelerate growth and offer our clients a broader range of services than we ever could individually. By drawing on the excellence of the integration and operational services provided by Consort<sup>NT</sup>, combined with the in-field skills and knowhow of ESTIA, we are now proposing a unique and innovative offer to the market."

## **ABOUT CONSORT<sup>NT</sup>**

With sales of €125m and over 1,900 employees, Consort<sup>NT</sup> is a specialist in outsourcing applications and infrastructures, and integrated value-added solutions.

Consort<sup>NT</sup> designs, develops, operates and maintains its solutions and services by placing the user at the heart of technological added value and innovation. Consort<sup>NT</sup> focuses its knowhow on developing business intelligence via data management and reproduction solutions, combined with user support for information and communication technology optimisation, and accessing, managing and optimising IT capacity.

With almost 10 years' experience in offshore businesses in Morocco, Consort<sup>NT</sup> now proposes to the Belgian, Luxembourg, German and Moroccan markets the power of its, ISO 9001, ISO 14000, ISO 20000-1 and ISO 27001 certified industrial systems and the flexibility of tailor-made solutions for each of its clients.

Further information on: [www.consortnt.fr](http://www.consortnt.fr)

## **ABOUT ALTEA GROUP**

Founded in 2008, ALTEA Conseil Group is present in Northern France, Belgium and more recently Luxembourg. Traditionally specialising in the software testing and certification business, ALTEA Conseil now covers 2 business lines: software testing and certification and Microsoft applications development and advisory services.

The group's proven skills and working methods (ISTQB certificate awarded in 2016), associated with its local site offices, enable it to provide services for international companies, chiefly in the financial and insurance industries and the retail sector.

ALTEA generated consolidated sales of €7.1 m in 2016.

Further information on: [www.altea-conseil.com](http://www.altea-conseil.com)

## **ABOUT ESTIA GROUP**

ESTIA Group is a major player in the data intelligence market, with a workforce of 85 experts (statisticians, data scientists, decision-making system and functional experts), united under a shared passion: data management and valuation in the service of business managers; and a shared objective: turning data into a business accelerator for our clients.

This specialisation involves top-flight experts in several major business domains: operational CRM analytics & marketing (cross-channel marketing campaign management, DMP, etc.), know-your-client (datamining, web mining, etc.), quantitative modelling, business intelligence and client support in the fields of data science & big data.

ESTIA provides technology and marketing advisory services based on its core businesses.

The group has expanded by over 25% annually since its creation in 2010. It currently provides support services for more than 30 major clients (banks, insurance companies and media, energy, and retail groups, etc.).

Further information on: [www.groupe-estia.fr](http://www.groupe-estia.fr)

## ABOUT ARDIAN

Ardian, founded in 1996 and led by Dominique Senequier, is an independent private investment company with assets of US\$60bn managed or advised in Europe, North America and Asia. The company, which is majority-owned by its employees, keeps entrepreneurship at its heart and delivers investment performance to its global investors while fuelling growth in economies across the world. Ardian's investment process embodies three values: excellence, loyalty and entrepreneurship.

Ardian maintains a truly global network, with more than 430 employees working through twelve offices in Paris, London, Frankfurt, Milan, Madrid, Zurich, New York, San Francisco, Beijing, Singapore, Jersey, Luxembourg. The company offers its 560 investors a diversified choice of funds covering the full range of asset classes, including Ardian Funds of Funds (primary, early secondary and secondary), Ardian Private Debt, Ardian Buyout (including Ardian Mid Cap Buyout Europe & North America, Ardian Expansion, Ardian Growth and Ardian Co-Investment), Ardian Infrastructure, Ardian Real Estate and Ardian Mandates.

Further information on: [www.ardian.com](http://www.ardian.com)

## ABOUT NAXICAP

Leading player in private equity in France, NAXICAP Partners has €2.5 billion of capital under management. Involved and responsible investor, NAXICAP Partners builds a solid and constructive partnership alongside the entrepreneurs with whom it works for the success of their project. The company is organized into 3 teams: Innovation & Growth, Small Caps and Mid Caps, with 40 investment professionals in 5 offices in France: Paris, Lyon, Toulouse, Strasbourg and Nantes.

## ABOUT EPF PARTNERS

EPF, an investment company owned by its associates, is a key independent player in the small & midcap growth capital & LBO market in France, with over 20 years' experience and which has invested over €400 m in 81 deals, and made 63 divestments. In its role as a strategic partner for growth companies, EPF participates actively in value creation for managers in its investments.

Further information on: [www.epf-partners.com](http://www.epf-partners.com)

## LIST OF PARTIES INVOLVED

Consort<sup>NT</sup>: Jason Guez

Ardian: Laurent Foata, Frédéric Quéru

Naxicap: Alban Sarie, Dominique Frances

EPF Partners: Raphaël Delmarre, Sylvain Giachino

Lawyer Buyer: McDermott Will & Emery (Grégoire Andrieux, Diana Hund, Julie Seroka)

ESTIA:

Sellers: Eric Pistre, Emmanuel Schaefer, David Bluwol

M&A sellers: Transaction R (Virginie Lazès, Philippe Dubois de Montreynaud, Hadrien Mansour)

Lawyers: Ayache Salama (Denis Salama, Vincent Merat)

ALTEA:

Seller: Lionel Hansart

M&A sellers: KPMG Corporate Finance (Nicolas Manceau, Daniel Jautzy, Omar Chahine)

Financial due diligence: KPMG (Caroline Desgouillons, Julien Meunier)

Lawyers: Bignon Lebray (Thomas Buffin, Tanguy Dubly)

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