

## PRESS RELEASE

### **Capzantine pursues its investments in Tech, and acquires a stake in INTESCIA GROUP**

**Paris, 21 January, 2019**

**Capzantine – the European private equity firm - acquires a significant minority stake in Intescia, a business intelligence software publisher, as part of a management takeover and the exit of WINCH Capital 2 fund managed by Andera Partners and of BNP Paribas Development.**

Resulting from an external growth strategy started in 2013, INTESCIA Group offers a range of B2B services in SaaS mode in the area of SmartData and Business Intelligence through four operational entities: DoubleTrade, Edisys, Corporama and Scores&Decisions.

INTESCIA Group detects, collects and distributes data that improve the financial and commercial performance of companies in four complementary areas:

- Detection and management of business opportunities (Doubletrade and Edisys);
- B to B commercial prospection (Corporama);
- Credit scoring and financial information (Scores & Decisions);
- Market Intelligence and strategic and commercial decision tool (Business Insight).

INTESCIA Group has more than 20 years of experience in research and development (R&D) and business development in web-based platforms dedicated to Business Intelligence. The group is notably a leader in market watch (public tenders, private projects, market anticipations).

Its market is enjoying a positive momentum and should continue to expand, supported by the continuous increase in the volume of data available and the increasing penetration of CRM within small and mid-cap companies that need to be enriched by SmartData and Business Intelligence algorithms. Moreover, the delivery of its offers in SaaS ensures a good visibility and recurrence of revenues.

Building on a successful track record of acquisitions since 2013, Intescia's ambition is to carry out targeted build-ups in order to enrich its product range or integrate innovative technologies.

The group achieved a turnover of around €30 million at the end of June 2018.

Capzantine has chosen to support Intescia by investing alongside the management team in both equity and mezzanine, as part of its Capzantine 4 Flex Equity fund. Capzantine thus signs its 25<sup>th</sup> operation in the Tech sector since its creation.

**Alexandre Sidommo, Group CEO**, commented: « *We are happy to start the second part of our project initiated in 2013 with Andera and which continues with Capzantine, a major player that we needed in order to take full advantage of the new industrial revolution ahead of us. It will allow us to play a leading role by applying artificial intelligence to our business information databases and our tools, allowing our customers to have useful and up-to-date information in their systems (CRM, ERP ...) that can contribute to increase their turnover.* »

**Maxence Radix, Partner at Capzantine**, added: *“Intescia’s managers have created a unique ecosystem around data and business intelligence, thanks to a strategy combining the reinforcement of the in-house offer and targeted external growth. We are very excited to contribute to Intescia’s ambitious development plan for years to come.”*

### **Participants**

- **Buyer: Managers** (Alexandre Sidommo, Gianni Cavalcaselle, Stéphane Barus, Thierry Soula), **Capzantine** (Maxence Radix, Olivier Guine, Sabine Barral)
- **Transferor: Andera Partners** (Pierre-Yves Poirier, Laurent Tourtois), **BNP Paribas Développement** (Jean-Charles Moulin, Delphine Larrandaburu)
- **Buyers – Lawyers: Agilys** (Pierre Jouglard, Karine Violeau, Carolle Thain-Navarro)
- **Managers advised by: Cabinet Cohen** (Serge Cohen, Jean-Philippe Roux-Viola)
- **Legal, Social and Fiscal advice: Agilys** (Pierre Jouglard, Karine Violeau, Carolle Thain-Navarro, Sophie Auvergne, Sandra Burel)
- **Financial audit: Oderis** (Julien Passerat, Clément Herout, Candice Veuillet)
- **IT Audit: Make it Work** (Frederic Thomas)
- **Transferor – M&A advice: Transaction R** (Jean-Christophe Quiniou, Baptiste Sander)
- **Transferor – Lawyers: Hogan Lovells** (Florian Brechon, Stephane Hutten)
- **Transferor – strategic VDD: Eleven** (Ambroise Huret, Maxime Caro)
- **Banks: CADIF** (Nancy Lefebvre, Marie-France Lam), **LCL** (Alexandre Cosson, Jérémie Malin), **BPRI** (Olivier Grisard, Muriel Ho-Shui-Ling), **Palatine** (Hervé Rinjonneau, Guillemette Valantin)
- **Banks - Lawyers: Hogan Lovells** (Sabine Bironneau)

### **Press contact**

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### **About Capzantine**

Founded in 2004, Capzantine\* is a European independent private investment management fund. Capzantine supports businesses in their quest for growth, providing financial and industrial expertise to help them achieve success in their development and transfer phases. Capzantine delivers flexible long-term financing solutions to SMEs and mid-cap companies. Depending on the circumstances, Capzantine invests as a majority or minority shareholder and/or as a private debt provider (mezzanine, unitranche, senior debt), in unlisted small and mid-cap companies with an enterprise value of 30 million to 400 million euros. Although broad-based, Capzantine more particularly supports strong value-creating companies in the healthcare,



technology, food and services sectors. Based in Paris and run by its partners, Capzanine currently has €2.5 billion in assets under management. Its most recent investments include: Horizon Software, Goiko Grill, Recommerce, MBA, Monviso...

\* Capzanine is the commercial name of Atalante SAS, portfolio management company approved on 11/29/2014 by the « Autorité des Marchés Financiers » under GP-04000065

More information: <http://capzanine.com> Twitter: @capzanine

### About Capzanine Flex Equity

Through the Capzanine Flex Equity range of funds, Capzanine offers flexible financing solutions combining majority or minority capital, convertible bonds and mezzanine to support small and mid-cap companies with an EBITDA below €10M in their development projects.

Since 2004, Capzanine Flex Equity teams have achieved more than 60 transactions combining capital and mezzanine. Close to the entrepreneurs, and benefiting from a deep knowledge of the local industry, the Capzanine Flex Equity teams offer hybrid long term financing solutions that adapts to the company's project.