

CAPZA acquires a minority stake in Audensiel, a consulting company specialized in technological innovation and digital transformation, to support its next growth cycle

PARIS, 11 SEPTEMBER 2019

CAPZA – a leading private investment platform focusing on small and midcaps – acquires a minority stake in Audensiel’s capital, a consulting company specialized in technological innovation and digital transformation.

Founded in 2013, Audensiel has experienced five years of strong growth thanks to its innovation culture, agile organisation and differentiating positioning at the heart of the convergence of industrial systems and information systems for key accounts.

Its multi-specialist offer is based on three areas of expertise:

- **Technology:** cutting-edge R&D engineering projects (onboard systems, robotics, processes, industrial site automation, etc.)
- **Digital:** digital transformation consulting, design and implementation of mobile applications, big data, AI, etc.
- **Consulting:** organizational consulting, project management, operational and IT consulting in the Bank/Finance segment.

Audensiel mainly addresses key accounts in the industry (automobile, aerospace, rail, defence/security), the e-commerce, bank/finance and healthcare sectors.

With almost 450 experts in 12 geographical locations in France and Europe, the company should generate over €40 million in sales in 2019.

CAPZA has chosen to accompany Nicolas Pacault and his associates, via capital/mezzanine investment, to support its development strategy. Audensiel intends to speed up its growth via the expansion of existing activities, development of new sectoral verticals, opening of new offices in France and abroad (Spain, Canada) and targeted acquisition strategy.

“Audensiel’s directors have generated strong growth thanks to a differentiating positioning, innovative solutions and sound management of recruitment and talent retention. We are delighted to assist Audensiel as it expands going forward.” **Maxence Radix, Partner at CAPZA.**

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“We are proud to welcome CAPZA as a strategic partner for Audensiel as we ramp up the development of the company in France and abroad. We seek to maintain strong organic growth and roll out in new sectors (insurance, luxury goods and automated payment systems in particular) while undertaking an ambitious acquisitions policy.” **Nicolas Pacault, CEO of Audensiel.**

Participants

- **Buyers:** CEO (Nicolas Pacault), **CAPZA** (Maxence Radix, Sabine Barral, Axel Augustin)
- **Seller – M&A Advisor:** **Cambon Partners** (Laurent Azout, Jonathan Journo, Florian Grison)
- **Managers Advisors:** **Solon** (Jérémy Chouraqui, Matthieu Vincent), **Arsène Taxand** (Brice Picard)
- **Buyers Advisors:** **Gaftarnik, Le Douarin & Associés** (Mickael Levi, Sarah Mobtahij)
- **Legal, social and fiscal audit:** **Bonna Auzas** (Sigmund Briant, Jean Cagne), **Mamou & Boccara** (Laurent Mamou)
- **Financial audit:** **Eight Advisory** (Fabien Thièblemont, Corentin Béliard)
- **Strategic audit:** **Neovian Partners** (Patrick Richer, Victor Réal)
- **Banks:** **Société Générale** (Gaëlle Sez nec)
- **Banks – Lawyer:** **Herbert Smith** (Laure Bonin)

Press contact

Kristell Le Nadan - Citigate Dewe Rogerson
Kristell.LeNadan@citigatedewerogerson.com
Tel: +33 (0)1 53 32 84 71 / +33 (0)6 98 49 22 27

About CAPZA Flex Equity

Through the Capzantine Flex Equity range of funds, CAPZA offers flexible financing solutions combining majority or minority capital, convertible bonds and mezzanine to support small and mid-cap companies with EBITDA ranging from €3m to €10m in their development projects.

Since 2004, CAPZA Flex Equity teams have achieved nearly 70 transactions combining capital and mezzanine. Close to the entrepreneurs, and benefiting from a deep knowledge of the local industry, the CAPZA Flex Equity teams offer hybrid long term financing solutions that adapt to the company's project.

About CAPZA

Created in 2004, CAPZA¹ is an established European private investment platform focused on small and mid-cap companies. The company is majority owned by its teams and supported by the AXA Group.

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With €3bn of assets², CAPZA places its experience and passion for developing businesses at the service of investors in Europe and worldwide with its platform of 4 complementary areas of expertise: Flex Equity, Private Debt, Transition³ and Artemid⁴.

CAPZA offers financing solutions to small and mid-cap companies at every stage of their development. Its unique platform allows CAPZA to support companies over the long term by providing them with custom made financing solutions (majority capital, minority capital, subordinated debt, senior debt, etc.). CAPZA is a generalist but has built up strong expertise in supporting companies in the health, technology, agri-food and services sectors.

CAPZA has about 50 employees based in Paris, Munich, Madrid and Milan.

¹ CAPZA (formerly 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.

² €3 billion as at 31 august 2019, of which assets advised by Artemid SAS and managed by a third party.

³ The funds of the CAPZA Transition range are managed by the asset management company CAPZA, and advised by CAPZA Transition SAS which has financial investment advisor status (CIF in France), is registered under the Orias under the number 18001601 since the 23/03/2018.

⁴ The funds of the Artemid range are managed by the asset management company CAPZA and advised by Artemid SAS, which is a subsidiary of CAPZA and Amiral Gestion and has financial investment advisor status (CIF in France). Artemid SAS is registered by the Orias under the number 14003497 since the 05/28/2014.

More information: <https://capza.co> **Twitter:** @capza_co