



Press Release

Paris, 4 January 2016

NAXICAP Partners invests in Technicis

NAXICAP Partners takes an equity stake in Technicis, leader of the translation market in France. Technicis posted revenues of €17m in 2014 and forecasts nearly €24m in FY 2015.

Founded in 1995 by Éric du Fraysseix, Technicis is the leader in France and one of the top 5 companies in Europe on the translation market, offering its 1,500+ corporate clients a complete range of linguistic services: translation, proofreading/revision, certified translation, legal validation, DTP, interpreting, transcription, sub-titling, etc.

The Technicis group, which employs 150 staff, has progressively developed its translation services in high value-added sectors such as law, finance, industry, aerospace, web/digital, luxury goods, health, etc.

Technicis relies on a mixed organization consisting of a large team of 80 salaried translators/project managers and a highly qualified network of 3,500 free-lance translators covering over 150 languages. The group also benefits from a strong sales position (50 employees in the sales department). The use of numerous technological tools enables Technicis' range of services to be among the most efficient in the market - lastly, Technicis offers total integrity and a maximum level of confidentiality for its clients' data.

This business model, unique in France, enables Technicis to offer its clients an irreproachable level of service based on the highest standards of reactivity, quality, customer relations, reliability and timeliness.

With over 20% annual growth for the last 5 years, the Technicis group has expanded in the European translation market by both organic and external growth, with the purchase of VO Paris in 2012 and more recently the Belgian translation company Cogen in 2015: these successful mergers form the basis of an international presence which is poised for further development.



With this transaction NAXICAP becomes the majority shareholder in a primary LBO alongside Benjamin du Fraysseix, the founder's son and manager of the company since 2011. The aim of this partnership is to strengthen the leading position of Technicis in European translating with backing for the already high organic growth rate and with selected external growth acquisitions in France and internationally.

“We are happy to continue our significant domestic and international expansion with a leading financial partner, NAXICAP Partners, who will bring us both easier access to financial resources and experienced everyday support in the acceleration of our development, both internal and external. The sizeable world market in professional translation (over €25 billion per year, half of which for Europe alone), has started consolidating in the past three years, we intend to make our mark and become one of the world leaders in the medium term”, states Benjamin du Fraysseix, CEO of the Technicis group.

“We were convinced by the innovative position of this company in a translation market which is growing by +7% per year, but is still something of a cottage industry and not very concentrated. The group's business model, digital and process-oriented, the organization of their sales force and the management's ability to manage two businesses (a large client portfolio and a solid network of freelance translators), all influenced our investment decision. NAXICAP Partners will work alongside Technicis to help it use the various growth engines available to it today, particularly by backing its ambitious external growth projects”, declares Laurent Sallé, Investment Manager at NAXICAP Partners.

Contacts:

■ Buyer / Investor:

- Benjamin du FRAYSSEIX, *CEO Technicis group*
- Laurent SALLÉ, *Investment Manager, NAXICAP Partners*
- Clémence ROUSSELET, *Associate, NAXICAP Partners*

■ Seller:

- du FRAYSSEIX family, *Founders*



- **Investor's Corporate Lawyers – Legal DD:** EDGE Avocats
 - Matthieu LOCHARDET
 - Stéphanie DOURDIN

- **Investor's Financial DD:** Grant Thornton
 - Frédéric ZEITOUN
 - Moustapha GANGAT

- **Seller's Investment Banker / M&A:** JSQUARE Conseil
 - Jennifer JOHNS
 - Aude ADRIEN
 - Amélie du CHALARD

- **Company Fiscal Structure:** Arsène Taxand

- **Seller & Company's Corporate Lawyer:** Scotto & Associés
 - Nicolas MENARD-DURAND,
 - Aurore SUAIN,
 - Camille PERRIN

- **Debt:**
 - Franck AMBONATI, *BPVF*
 - Félicie ROYOL, *LCL*
 - Olivier GRISARD, *BPRP*
 - Ghislain GARNIER, *CEIDF*

- **Debt Lawyer:**
 - Frédéricque MILOTIC, *Agylis*

- **Mezzanine:**
 - Nicolas NEDELEC, *IDINVEST Partners*

- **Mezzanine Lawyer:** PINOT DE VILLECHENON & ASSOCIES
 - Gilles ROUX
 - Tristan SEGONDS
 - Martin KYUCHUKOV-ROGLEV



About Technicis:

A leading firm in France and in Europe in the professional translation sector, **Technicis** offers a wide range of language-related services (translations, proofreading/revision, sworn translations, DTP, localisation, interpreting, transcription, subtitling) to over 1,500 clients in a number of areas (finance, law, industry, aerospace, web & digital, luxury goods, medical, etc.). With 150 staff and a network of 3,500 highly-qualified professional translators, Technicis stands out from its competitors by its high standards of quality and its management processes to ensure reactivity and timeliness. With over 150 million words translated in 2015 compared to under 50 million words translated in 2010, the group is flourishing.

For more information visit: www.technicis.fr - www.cogen.com - www.voparis.com - www.mytranslation.com

About NAXICAP Partners:

One of France's leading private equity companies, **Naxicap Partners** totals €2 billion of capital under management. Committed and responsible investors, we build solid, constructive partnerships with the entrepreneurs we support on which to base the success of their projects. A subsidiary of Natexis, the company's 38 investment professionals are organized in three teams: Innovation & Growth, Small Caps and Mid Caps, working from 5 regional offices: Paris, Lyons, Toulouse, Strasbourg and Nantes.

For more information visit www.naxicap.fr

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