



Press release

Levallois, 29 March 2016

NAXICAP Partners acquires a holding in Uniware

The four founders of Uniware Group, a specialist in technological and IT consulting, have chosen NAXICAP Partners to support its development.

Established in 2010, Uniware is a French company providing intellectual services to IT departments of key accounts. The Group is well-positioned in breakthrough technologies such as NFC, mobility and multichannel development. Despite an IT consulting market that has been stagnant since 2011, Uniware generated annualised growth of more than 70% thanks to its purely organic growth. Currently, Uniware has a team of more than 300 employees, 285 of which are consultants in the Paris office, and generated turnover of €27m in 2015.

David Cohen, co-founder of Uniware said: *"When we created Uniware five years ago, we did our best to maintain the best practices of our previous careers and provide them to our employees and our clients who are facing the challenges of the digital transformation and the Uberisation of the economy."* *"This transaction perfectly matches our goals and over the past five months, NAXICAP has demonstrated to us that they are the right company to support our project"*, said **Olivier Haccoun, co-founder of Uniware**.

"We were immediately interested in Uniware's development model for several reasons: its ability to generate very strong growth in "key accounts" clients, a flexible organisation focused on employees, high selectivity in choosing its partners, and a perfect balance of friendliness and efficiency", said **Caroline Lachaud, Investment Director at Naxicap**. Jean-David Sultan, Founding Partner of 3s Finance and advisor to the founders, said *"Uniware is the next generation of an IT consulting company and requires a partner ready to accompany it in the next steps of its development."*

Participants in the transaction:

Investors:

- Angèle FAUGIER, Management board member, NAXICAP Partners
- Caroline LACHAUD, Investment Director, NAXICAP Partners



About NAXICAP Partners:

One of France's leading private equity companies, **NAXICAP Partners** totals €2 billion of capital under management. As a committed, responsible investor, NAXICAP Partners builds solid partnerships with entrepreneurs and aids companies in carrying out their sustainable development projects. A subsidiary of Natixis, the company is organised in 3 teams: Innovation & Growth, Small Caps and Mid Caps, employing 38 investment professionals in 5 offices in France: Paris, Lyon, Toulouse, Strasbourg and Nantes.

For more information, please visit: www.naxicap.fr

About 3S Finance:

Established in 2002, 3S is a corporate finance consulting company focused on the three following areas: mergers and acquisitions consulting, balance sheet restructuring and fundraising and financing consulting.

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