



naxicap
PARTNERS

Sogelink


KEENSIGHT
CAPITAL

Press release

Paris, November, 12, 2019

Keensight Capital enters exclusive talks with Naxicap to acquire a majority stake in Sogelink, a leading provider of Software as a Service (SaaS) solutions for infrastructure sector professionals, alongside its management

Keensight Capital, one of the leading private equity managers dedicated to pan-European Growth Buyout investment¹, along with Naxicap, mid cap investor, today announce the signature of an exclusivity agreement with a view to buying a majority stake in the group Sogelink, a leading provider of vertical software solutions for infrastructure sector professionals. Keensight Capital will therefore be replacing Naxicap as Sogelink's major shareholder, alongside the company's management and employees.

Founded in 2000, Sogelink designs, develops and markets software and SaaS (Software as a Service) solutions intended to simplify and optimise complex business processes in the building site, infrastructure and property management industry.

With its unique collaborative platform, Sogelink stands as a pioneer and undisputed leader in its market in France. It is also the number one provider of topographic software. Over the past 20 years, Sogelink and its 180 employees have built up a diverse and loyal base of 18,000 clients (churn of less than 2% p.a.), representing more than 80,000 users.

In 2018, Sogelink generated revenue of €38 million and has been recording top-line growth of over 20% p.a. over the last 10 years. Its robust business model ensures increasingly recurrent revenue and a high level of profitability.

¹ **Growth Buyout:** investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach tailored to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.



Keensight Capital will be putting its 20 years of cutting-edge expertise in IT and its experience in international markets to use in helping Sogelink to:

- cement its position as an independent leader in the markets currently addressed;
- provide support in developing and diversifying Sogelink's product range, notably by marketing new business-specific solutions; and
- conduct acquisitions growth transactions to extend the group's international footprint and bolster certain areas of expertise.

Fatima Berral, CEO of Sogelink, says: *"We are convinced that Keensight's support and extensive expertise, particularly in vertical software, will be a tremendous asset to enable us to pursue our development strategy in France and abroad. The Keensight team's philosophy is perfectly aligned with ours, so I am delighted with this partnership."*

Jean-Michel Beghin, Managing Partner of Keensight Capital, comments: *"We have known Sogelink for a long time and it fits our investment criteria perfectly: strong growth, profitability, leader in a market enjoying structural growth. We are impressed by the work accomplished by Fatima, Ignace and Sogelink's teams in recent years and the coherent manner with which they have developed the group's diverse business activities. We are convinced of the growth potential harboured by the company, both in its domestic market and abroad."*

Angèle Faugier, Managing Partner at Naxicap, says: *"We are proud to have been able to support the Sogelink team over the past 3 years. During this stage, with the founder, we decided to entrust the role of CEO to Fatima Berral, whose action was decisive in ensuring the very sustained pace of development, integrating new talents and giving a new dimension to the group. In addition, the platform has been configured to accommodate new services and developments internally or externally; these elements have motivated our desire to re-include ourselves very significantly in the new round table."*

About Naxicap Partners:

As one of the top private equity firms in France, Naxicap Partners – an affiliate of Natixis Investment Managers* – has €3.1 billion in assets under management. As a committed, responsible investor, Naxicap Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. The firm has 39 investment professionals spread across five offices in Paris, Lyon, Toulouse, Nantes and Frankfurt.

For more information, visit www.naxicap.fr/en



About Natixis Investment Managers*:

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply Active Thinking® to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world's largest asset management firms ¹ with more than \$1 trillion assets under management ² (€921 billion).

Headquartered in Paris and Boston, Natixis Investment Managers is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. Natixis Investment Managers' affiliated investment management firms include AEW; Alliance Entrepreneurs; AlphaSimplex Group; Darius Capital Partners; DNCA Investments; ³ Dorval Asset Management; Flexstone Partners; Gateway Investment Advisers; H2O Asset Management; Harris Associates; Investors Mutual Limited; Loomis, Sayles & Company; Mirova; MV Credit; Naxicap Partners; Ossiam; Ostrum Asset Management; Seeyond; Seventure Partners; Thematics Asset Management; Vauban Infrastructure Partners; ⁴ Vaughan Nelson Investment Management; Vega Investment Managers; ⁵ and WCM Investment Management. Investment solutions are also offered through Natixis Advisors and Dynamic Solutions. Not all offerings available in all jurisdictions. For additional information, please visit Natixis Investment Managers' website at im.natixis.com | LinkedIn: [linkedin.com/company/natixis-investment-managers](https://www.linkedin.com/company/natixis-investment-managers).

Natixis Investment Managers' distribution and service groups include Natixis Distribution, L.P., a limited purpose broker-dealer and the distributor of various registered investment companies for which advisory services are provided by affiliated firms of Natixis Investment Managers, and Natixis Investment Managers S.A. (Luxembourg) and its affiliated distribution entities in Europe and Asia.

1 Cerulli Quantitative Update: Global Markets 2019 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2018.

2 Net asset value as of September 30, 2019 is \$1.022 billion. Assets under management ("AUM"), as reported, may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers.

3 A brand of DNCA Finance.

4 Not yet licensed – currently pending authorization process as a portfolio management company with the French Autorité des marchés financiers (the "AMF").

5 A wholly-owned subsidiary of Natixis Wealth Management.

About Sogelink:

Founded in 2000, by Ignace Vantorre, Sogelink provides software, cloud and mobile solutions for all players in the infrastructure, construction and property management ecosystem. All of its solutions are supported by a technological services platform, notably when it comes to exchanging very large flows of data.

With some 18,000 clients and more than 80,000 users, Sogelink aims to become the unrivalled expert in the collaborative, digital and smart management of data in 2D/3D/4D across its ecosystem.

www.sogelink.fr



About Keensight Capital:

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €15 million to €250 million. Drawing on its expertise in the IT and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision.

www.keensightcapital.com

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