



## Press release

Paris, 4 April 2016

### **NAXICAP Partners becomes a majority stakeholder of DCI Group**

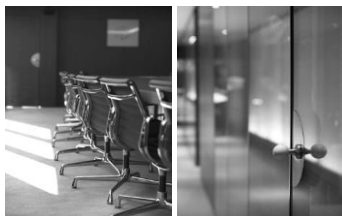
**NAXICAP Partners takes over from LBO France and Capzanine to support the management in a new step in developing DCI Group, a leading player in integrating IT infrastructure solutions. DCI is set to generate turnover of more than €50m in 2016.**

Created in 1992 and based in Ullis, DCI is a leading player in IT integration and currently offers a range of IT infrastructure solutions for mid-market and key account clients. DCI's offer is structured around 4 technical areas of expertise: security and compliance, unified communications, network and performance, and data center and virtualisation. DCI has a solid reputation built on a diversified and innovative technological offer, strong partnerships with publishers and builders and recognised service quality.

With turnover of €47m in 2015, more than 150 employees and a network of 4 offices, DCI is one of the largest independent infrastructure integrators in France. Since 2012, DCI has posted continuous annual growth averaging more than 10%, thanks to a successful development strategy with key account clients and the launch of a managed services offer.

This majority LBO involves members of the management team who recently joined the group, including Fabrice Tusseau – nominated CEO in 2011 and then President in 2014 – who is increasing his share ownership. In this transaction, LBO France and Capzanine ended the investment they began in May 2011.

*"After five years of productive collaboration with LBO France and Capzanine, NAXICAP Partners has been very prepared to complete this transaction with us. We particularly liked Naxicap Partners' enthusiasm and confidence in regards to DCI's development, which will be achieved, in part, through external growth."* - Fabrice Tusseau, President of DCI.



*"We were impressed by the company's positioning on the market, its commercial success and the quality of the management team. NAXICAP Partners will help DCI take advantage of the many growth drivers it has available. In particular, we will help management carry out acquisitions to expand its geographic coverage and strengthen its technological expertise, both of which make DCI stand out to clients."* - Laurent Chouteau, Co-Director of NAXICAP Partners.

*"We're proud to have supported DCI over the past five years. In addition to continuous organic growth, the management team was successful in winning new key client accounts, expanding its range of technical services and strengthening its teams. DCI has nearly doubled in size over five years, making it now one of the largest independent infrastructure integrators in France."* - Arthur Bernardin, Managing Director of LBO France.

## Participants in the transaction:

### Investors:

- Laurent CHOUTEAU, Co-Director, NAXICAP Partners
- Simon RICQUE, Business Manager, NAXICAP Partners
- Denis COUDERCHET, Director of Financial Engineering, Rives Croissance
- Bruno WARNET, Senior Investment Manager, Rives Croissance

### Managers:

- Fabrice TUSSEAU, Chairman
- Nicolas SERVAGE-MONTEL, Administrative and Financial Director
- Olivier SIGNORET, Commercial Director

### Seller's Stockholders:

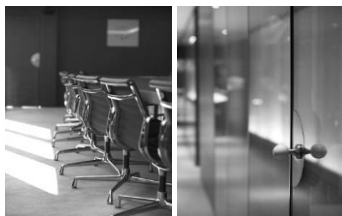
- Arthur BERNARDIN, Karine CALLEC, LBO France
- David HOPPENOT, Johanne BEAUSSART, Capzanine
- David BERTRAND, Individual Stockholder

### Investors' Corporate Lawyer – Legal DD: EDGE Avocats

- Matthieu LOCHARDET
- Claire BAUFINE-DUCROCQ

### Investors' Financial DD: EXELMANS

- Stéphane DAHAN
- Manuel MANAS
- Thomas CHARMEAU



■ **Sellers' Investment Banker / M&A Advisor:** FINANCIERE CAMBON

- David SALABI
- Michael AZENCOT
- Jonathan JOURNO

■ **Sellers' Corporate Investment Lawyer:** AGILYS Avocats

- Baptiste BELLONE
- Carolle THAIN-NAVARRO
- Karine VIOLEAU

■ **Sellers' Financial Advisor:** EY

- Jean-François NADAUD
- Hugo PRIMAS
- Victor de FROMONT

■ **Sellers' VDD ESG :** PwC

- Sylvain LAMBERT
- Felix HEON

■ **Tax Structuring Company:** Arsène Taxand

■ **Managers' Legal Advisors:** AGILYS Avocats

- Baptiste BELLONE
- Carolle THAIN-NAVARRO
- Chloé JOURNEL

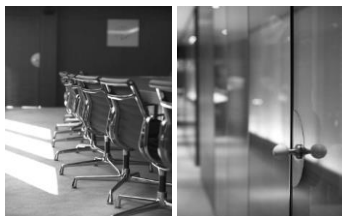
### About NAXICAP Partners:

One of France's leading private equity companies, **NAXICAP Partners** totals €2 billion of capital under management. NAXICAP Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. A subsidiary of Natixis, the company is organised in 3 teams: Innovation & Growth, Small Caps and Mid Caps, employing 37 investment professionals.

For more information, please visit [www.naxicap.fr](http://www.naxicap.fr)

### About LBO France:

For more than 30 years, LBO France has been supporting French companies in their growth. As a key



player in private equity with €4.5b of capital raised, LBO France has been a completely independent company since it was founded. Its strategy is based on four investment approaches in non-listed companies, managed by dedicated teams: (i) Mid-cap private equity via the White Knight funds, (ii) Small Cap private equity via the Hexagone funds, (iii) real estate via the White Stone and Lapillus vehicles, (iv) discounted debt. LBO France is 100% owned by its management and employs more than 50 professionals.

[www.lbofrance.com](http://www.lbofrance.com)

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