



Press release

Paris, 10 July 2018

Technicis consolidates external growth strategy with HL TRAD acquisition

Technicis, a European leader in professional translation, has acquired French translation company HL TRAD

Having finalised the purchase of [TextMaster](#), a specialist in professional cloud-based translation, Technicis is continuing its expansion under CEO Benjamin du Fraysseix by acquiring [HL TRAD](#). The deal represents the group's fourth external growth operation since Naxicap Partners entered its share capital. This latest acquisition is being carried out with the help of a single-tranche loan from Idivest Partners.

HL TRAD has enjoyed significant growth since it was founded in Paris in 2006, establishing a strong reputation as an agency specialising exclusively in legal and financial translations. In addition to expertise in its core business, HL TRAD stands out through its ability to offer a round-the-clock service seven days a week, something which is truly appreciated by its clients in the legal and financial sectors. With support from the entrepreneur-backed private equity firm Capital Croissance, which entered its share capital in September 2015, HL TRAD was itself accelerating its growth in 2017 through the acquisitions of agencies CPW (financial translation) and Sémantis (communications, marketing and luxury goods translation).

Technicis now has a workforce of over 450 and an increased international presence with offices located in Europe (France, Belgium, Italy, Switzerland, Spain, Finland, Germany, UK, Netherlands, Czech Republic) and North America (Canada).

The group expects to achieve a turnover of more than €75 million in 2018.

"We have been providing legal and financial translations for over a decade to a French and European client base of which we are extremely proud – the arrival of HL TRAD has further strengthened us in this area. The obvious synergies from our latest business combination will enable us to offer our clients unprecedented responsiveness and quality of service," said **Benjamin du Fraysseix, CEO of Technicis Group**.

"We are especially pleased with this latest external growth transaction, which confirms that Technicis has a scalable business model. Technicis is growing both organically and externally, establishing itself as a major player in the European translation industry." - **Laurent Sallé, Associate Director at NAXICAP Partners**.



Participants in the transaction:

■ Buyer or Investor:

- Benjamin du Fraysseix, *CEO, Technicis Group*
- Guillaume Patry, *COO, Technicis Group*
- Clémence Rousselet, *Associate, NAXICAP Partners*
- Laurent Sallé, *Associate Director, NAXICAP Partners*

■ M&A Consulting - Buyer: JSquare Conseil

- Amélie du Chalard
- Jennifer Johns

■ Financial Advisor - Buyer: Exelmans

- Stéphane Dahan
- Richard Dahan
- Manuel Manas

■ Corporate Lawyer - Buyer: Villechenon

- Gaspard Le Pomellec
- Gilles Roux
- Tristan Segonds

■ Debt: Idinvest Partners

- Nicolas Nedelec
- Emmanuelle Tanguy

■ Debt Lawyer: Nabarro & Hinge

- Jonathan Nabarro
- Anthony Minziere

■ Sellers:

- Régis Lamarche and Cédric Boxberger, *Capital Croissance*
- Éric Le Poole and Emmanuel Hacques, *Founders and Executives, HL TRAD*

■ M&A Consulting - Sellers: EY Corporate Finance

- Olivier Catonnet
- Julie Van de Velde



Financial Advisor - Sellers: Grant Thornton

- Nathalie Margraitte
- Hayat Omari

Corporate Lawyer - Sellers: Villey Girard Grolleaud

- Frédéric Grillier
- François Sauvageot

About Technicis

The committed external growth strategy adopted by **Technicis** makes it one of the most dynamic players in its sector. It is a leading international translation company with projected sales of more than €75 million in 2018. Its 450 employees are based at 11 locations in Europe (France, Belgium, Italy, Switzerland, Spain, Finland, Germany, UK, Netherlands, Czech Republic) and North America (Canada). With a portfolio of over 4,500 clients, Technicis works with most CAC 40 companies and a host of large European and North American groups.

Website: <https://www.technicisgroup.com/en/>

About NAXICAP Partners

One of France's leading private equity companies, NAXICAP Partners – an affiliate of Natixis Investment Managers* – has €3.2 billion of capital under management. As a committed, responsible investor, NAXICAP Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. The company has nearly 40 investment professionals spread across 4 offices located in France: Paris, Lyon, Toulouse, and Nantes.

For further information: <https://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 26 specialised investment managers globally, we apply Active ThinkingSM to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world's largest asset management firms¹ (€818.1 billion in AuM²). Natixis Investment Managers covers all the management and distribution entities affiliated with Natixis Distribution, L. P. and Natixis Investment Managers S. A. Natixis Investment Managers, whose head offices are located in Paris and Boston, is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France.

¹ Cerulli Quantitative Update: Global Markets 2017 ranked Natixis Investment Managers (formerly Natixis Global Asset Management) as the 15th-largest management company in the world, based on assets under management as of 31 December 2016.



² Net value of assets as of 31 March 2018. Assets under management (AUM) may include assets for which non-regulatory AUM services are offered. This includes, among other things, assets that do not meet the definition of “regulatory AUM” as stated by the SEB in its Form ADV, Part 1.

About Idinvest Partners

With nearly €9 billion under management, Idinvest Partners is a recognised mid-market private equity firm in Europe. Idinvest Partners has developed several additional areas of expertise, including: growth capital for young, innovative European companies; mid-market private debt (single tranche, senior and subordinated loans); primary and secondary investments in unlisted European companies; and private equity consultancy. Founded in 1997, Idinvest Partners was a subsidiary of Allianz until 2010, when it became independent.

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