

- NEWS RELEASE - November 2009

Banking Software Solutions: Acquisition of VALERIAN by ELCIMAÏ

ELCIMAÏ, TO: €25m
*a major player in banking IT services
and industrial engineering*

Founded in 1992, the **ELCIMAÏ Group** is involved in two major markets: IT services and industrial engineering.
IT services in the banking sector represent 25% of the sales.

**Valerian, 30% of the French
EDI banking market**

Valerian is specialized in developing and selling well-known EDI banking software solutions such as “Espace Banque” and “We-Bank”.

Valerian claims to have more than 30 % of the French EDI banking market.

Thanks to the fusion, the **ELCIMAÏ Group** will be able to extend its offer dedicated to the banking world and strengthen the financial position of **Valerian**, and thereby let the group approach bigger markets.

On a fast-changing banking market, the **ELCIMAÏ Group** offers top-of-the-range solutions to its clients with the ability to adapt those solutions to the most specific needs in the field of treating the flow for banks/firms and transmitting the performance indicators to the final clients.

The **ELCIMAÏ Group** is located in five different places in France:
Paris, Melun, Noisy-le Grand, Lyon and Sophia-Antipolis, and employs more than 200 people.

LINKERS, buyer's advisor

LINKERS advised the **ELCIMAÏ Group** all along the acquisition process from the initial contact to the closing, including all the stages of the valuation and the negotiation.

LINKERS also supported the buyer in building its business-plan and laying out the financial engineering of the takeover process.

Buyer advisors:

Financial: **LINKERS** (Georges-Edouard BUET)

Legal: FIDAL (Jean-Marc ALIMI and Guillain CHAMPEAUX)

Seller advisor:

Legal: Jean-François LAIRE

LINKERS uses the experience of its 11 consultants to meet the needs of the clients, usually companies of 10 to 100 million € of turnover in every markets in these following fields:

- **Financial Engineering Consulting:** Valuation (fairness opinion), MBO, OBO, BIMBO etc.
- **Mergers and Acquisitions Consulting:** industrial disposals, acquisitions, mergers, transmission to heir, etc.
- **Fund Raising:** selection and contact of targets, supervision of legal documentation, shareholders agreement, etc.
- **Training for Executives:** Cegos, Pwc Global Learning.