

## - NEWS RELEASE -

July 2013

### Mobile network Solutions: GENETEL sold to British group ANITE

***GENETEL, with a turnover of €8 million, is a leading company in quality management and mobile telecommunications network performance in France and French speaking North Africa markets.***

GENETEL has led a "best of breed" strategy from the start, with the objective to supply a comprehensive service, adapted to operator problems. Its success relies on the know-how covering all aspects of radio and IP network technology and on the most successful software resources in their domain... ***GENETEL is ANITE's existing distributor of Nemo network testing products.***

***ANITE is listed on the London Stock Exchange TO 2013 = €132.5million - Ebitda/TO = 18%***

ANITE is a global leader in wireless network testing technology, with offices in 16 countries across Europe, America, Asia and the Middle East. ANITE develops and implements software as well as provides consultancy, systems integration and managed services to ensure that its customers operate effectively and securely. ANITE's Nemo products are used by more than 400 mobile operators, network equipment manufacturers, service contractors and regulatory bodies from over 100 countries worldwide.

#### ***A strategic alliance for ANITE***

The acquisition of GENETEL will enable ANITE to strengthen its position in the French network testing market as LTE 4G networks roll out across Europe. It will also offer a platform from which to further develop the French speaking markets in North Africa. GENETEL has an experienced technical support team and offers training and consultancy services which will add to ANITE's existing network testing portfolio

***Petri Toljamo***, Managing Director, ANITE's Network Testing business said: *"We are very pleased to announce this strategically important acquisition.*

*This is evidence of our strategy and commitment to expand our network testing business and strengthen our position and presence in France and French speaking Africa. GENETEL's experienced staff, with knowledge of Nemo network testing and customer experience monitoring tools, is a perfect addition to our team of network testing professionals. The acquisition strengthens our global sales and support footprint and allows us to better serve our customers in French speaking markets. And the timing is right as the LTE 4G network roll-outs gather speed."*

#### ***LINKERS IT, advisor to the Seller***

LINKERS who had advised GENETEL in the opening of its capital in 2004 advised and assisted GENETEL's manager through the sale process until the completion of the deal.

#### **Advisor to the Seller:**

*Financial:* LINKERS IT (Philippe Delecourt, Jérôme Luis)

#### **Advisors to the Buyer:**

*Legal:* Simmons & Simmons (Sonia de Kondserovsky, Sylvia Chanzy)

*Financial:* Fininov (Jacques Paquin)

LINKERS draws on the experience of its 10 consultants to assist companies from all sectors and offer them personal advises concerning:

- **Financial Engineering:** valuations (fairness opinion), MBO & OBO packages
- **Mergers & Acquisitions:** selling and buying mandates, transmissions to heirs ...
- **Fund Raising:** selection and contact of investors, supervision of legal documentation (shareholders agreements, protocols...)
- **Financial Training for Executives:** Cegos, Les Echos Formation.