



Independent M&A boutique
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LBO / OBO

Industry sector: IT / Business Services
Date: April 2019

RIVALIS, number one network for SME executive support in France, received a minority investment from ARDIAN



RIVALIS, leading French network for SME' executive support

Founded in Colmar, France in 1994, RIVALIS has seen rapid growth and has become number one network for SME executive support in France today with a network of 500 independent advisors and 17,500 users. RIVALIS provides a tailor-made solution for business managers with a real-time overview of their company's financial situation, such as turnover, profitability and forecasts, and enables them to measure the impact of their decisions on areas such as budget, recruitment and investment. RIVALIS also offers its clients expert advice to help them improve performance of the companies, to perpetuate the activity and to provide long-term support to the manager

A strong online presence with 9 million visitors per year

The company has reinforced its offering with the website www.petite-entreprise-net, the first service portal developed to answer questions from business leaders. The portal counts more than 9 million visitors per year. In addition, RIVALIS has developed Henrri, a software as a service "freemium plus" assistant, in response to key needs of micro-businesses, craftsmen and SMEs, which include budget, invoices, payments and dashboards.

Ardian has acquired a minority stakes in RIVALIS to strengthen its development

Ardian is a world-leading private investment house with assets of US\$90bn managed or advised in Europe, the Americas and Asia. The company has acquired a minority stake in RIVALIS, as part of an owner buyout (OBO) alongside the company's management.

Lionel Valdan, co-founder of RIVALIS, said: *"With the arrival of an investor like Ardian, we are equipping ourselves with the vital resources to support our growth ambitions, in particular by strengthening our digital expertise and by introducing a targeted acquisition strategy."*

ARDIAN

Damien Valdan, co-founder, added: *“This is an important chapter in the RIVALIS growth story. Ardian Growth is our leading investor and we believe it is invaluable to join forces with a partner who shares our entrepreneurial approach as well as the values our success was built on: human, digital and innovation.”*

Romain Chiudini, director within the Ardian Growth team, said, *“Beyond its solid financial foundations, RIVALIS has built a unique offer around a previously unseen business model. “The founders’ innovative vision and the strength of its management team was a key factor in our decision to partner with RIVALIS to help realize its growth ambitions.”*

LINKERS, Advisor to RIVALIS

Jérôme Luis, Partner at LINKERS, acted as financial advisor to and advised RIVALIS throughout the process and especially through the negotiations with potential investors and banks.

Advisors to RIVALIS:

Financial: LINKERS - Jérôme Luis, Partner

Legal: Cabinet LICHTENAUER - Catherine Lichtenauer

ARDIAN: Romain Chiudini, Florian Dupont

Advisors to ARDIAN:

Financial audit: Next - Hervé Krissi, Eric Chan

Legal (Corporate): Gaftarnik, Le Douarin & Associés - Mickael Levi, Sarah Mobtahije

Legal (Fiscal): Mamou & Boccara - Laurent Mamou

Legal (Social): Bonna Auzas Avocats - Sigmund Briant

Banker: CIC Est - Valérie Petitjean, Quentin Fessler-Debove, Thomas Garnier



LINKERS draws on the experience of its partners to assist companies from all sectors, and offers them personal advises concerning:

- Business valuation
- Financial engineering
- Disposals, Acquisitions, Transmissions
- Fundraisings, OBOs, MBOs, MBIs

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