



## Conseil indépendant en Fusions & Acquisitions

### SALE

Activity: EDTECH

Date : March 2022

### LEARNPERFECT

### acquired by NOVA FORMATION



**LINKERS advised the founder of LEARNPERFECT, a specialist in Digital Learning, on the sale of their group at NOVA FORMATION, the Training division of the OPHILIAM group. It is a group specialized in virtual classroom training in the field of languages and computer and digital applications.**

Native digital, LEARNPERFECT has always developed distance and blended training programs which today give it an undeniable lead. The figures speak for themselves: 40,000 trainees trained, 500 virtual classroom training modules, and hundreds of key account customers, ETIs and SMEs. Created in 2009, NOVA TRAINING is present in 23 cities in France and trains both the general public and professionals.

On the occasion of its integration into the OPHILIAM group in 2018, NOVA FORMATION set itself an objective: to become a leading player in the rapidly expanding Training market. A first external growth operation was carried out in 2021 with Royer Robin Associés, broadening the offer towards training related to the fields of Management-Consulting, HR and Quality.

LEARNPERFECT, whose founder and management team will remain in place, will bring to the new together a significantly expanded training catalogue in the field of languages and computer and digital applications, as well as in-depth expertise and pooled resources in terms of digital learning which will complete the physical locations of NOVA FORMATION in mainland France.

With a balanced distribution between B2B and B2C and very high-quality standards (96% customer satisfaction rate), the group will be able to meet new demands in terms of post-covid training and quickly aim for a turnover of 10 M€.

**Stéphane Molinaro, CEO of LEARNPERFECT:** *"We are delighted to enter a new stage of development with NOVA FORMATION, whose particularly ambitious strategy has seduced us with its relevance. We immediately perceived the many complementarities and synergies that existed between us around digital learning, but above all, it was the professional and human qualities of the group that confirmed our choice."*



**Frédéric Delfieu, Director at NOVA FORMATION:** *“In the post-covid era, many people choose to redesign their professional career. In this context, the quality and diversity of learning are essential parameters for developing skills, particularly through distance learning tools. This is why NOVA TRAINING has teamed up with business experts and benefits from the best existing certifications. We are happy with this merger with LEARNPERFECT, which will allow us to strengthen digital learning to make our training courses accessible to as many people as possible”.*

**Arnaud Marchandier, business manager at LINKERS:** *“LEARNPERFECT is a nugget that aroused a lot of interest among the potential buyers we contacted, but when the company was in the midst of the recruitment phase and the management aspect was therefore decisive, NOVA FORMATION came up with the best project for the company and its team”.*

#### **LINKERS, Advisor to the Vendor**

Philippe Delecourt et Arnaud Marchandier ont conseillé le dirigeant fondateur de LEARNPERFECT tout au long du process de cession de type *Dual Track* à NOVA FORMATION. Avec plus de 30 opérations de M&A conseillées dans la formation, l’enseignement et l’Edtech, LINKERS s’affirme comme un acteur clé de la consolidation de ce secteur.

#### **Advisors to the Vendor**

*M&A:* **LINKERS** (Philippe Delecourt, Arnaud Marchandier)

*Legal:* **LA TOUR INTERNATIONAL** (Stéphane Azria, Mathilde Célestin)

*Accountant:* **KPMG** (Jean-Baptiste Lecouffe), **LEGIS** (Catherine de Rosnay, Eva Fayolle, Elodie Hermelin)

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

*M&A:* **LARGILLIERE FINANCE** (Shamir Razavhousen)

*Legal:* **LEXTON** (Grégoire Wolff, Margaux Meunier)

*Accountant:* **ODERIS** (Arthur Amouriaux, Julien Passerat)

**Based in Paris and Lyon, and present throughout the world via its M&A Worldwide network**, LINKERS is an independent investment bank that supports managers and shareholders of ETIs and SMEs during their corporate finance transactions: disposals, acquisitions, fundraising, evaluation, engineering and financial strategy.

**LINKERS has been ranked in the TOP 5 of the independent investment bankers** for more than 10 years, with more than 20 transactions advised each year (Sources: AGEFI, CFNews, Le Magazine Des Affaires...).

**Leaders de la Finance Trophies:** 2020 Silver Trophy “Energy Sector”, 2020 Special Mention “ESG Strategy”, 2019 Silver Trophy “TMT Sector”, 2017 Silver Trophy “Best Growth Dynamics”.



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