



No. 1 independent Investment banks in 2021
for the number of " M&A Corporate" type operations

LBO

Secteur : TMT - ESN

Date : May 2022

LBO on MIND7 CONSULTING

with financial support of LCL and La Banque Postale



MIND7 CONSULTING is an ESN recognized for its technical skills (architecture, specific languages) with a large account clientele.

MIND7 CONSULTING is a Digital Services Company (ESN) created in 2011 by Andrea Zerial and Stéphane Hugot

Recognized for its technical skills with a clientele of large accounts, **MIND7 CONSULTING** has three main activities delivered by its own teams:

- technical expertise with in particular the design and implementation of so-called reactive architectures;
- the integration of software packages by the exploitation of Data;
- support by project management and project management

MIND7 CONSULTING subscribes to the ranking of growth champions (more than 15% / year); its dynamic is based on the group's strengths:

- recognized expertise in niche technologies;
- proximity to major clients, which makes it possible to develop activity with historical customers and then deploy new projects;
- an HR culture capable of integrating and motivating employees;
- increasingly strong demand from customers for information technologies (digital transformation, dematerialization, data analytics, etc.).

While pursuing its partnership policy with publishers and strengthening its sales force, the company is considering external growth operations.



An LBO completed with financial support of LCL and La Banque Postale

Its founders have designed with LINKERS, our Partner in France, an operation on the capital of the company which meets three specifications:

- increase the profit-sharing in the capital of some of the executives;
- manage the needs of some of them who wanted to finance personal projects;
- preserve significant cash for future external growth.

LINKERS, Advisor to the founders

LINKERS has advised the founding managers in the design of the project and supported its implementation.

Founders: Andrea Zerial, Stéphane Hugot

Financial Direction: Caroline Champigny

Legal Advisors:

Neptune Avocats: Corporate : David Sitruk, Marie Delvallée ; Fiscal : Jean-Pierre Chauv

Debt:

LCL : Dorian Julienne, Mehdi Liso

La Banque Postale : Flore Haezebrouk, Patrick Ribard

Financial Advisor:

LINKERS : Didier Busquet

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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