

CASE STUDY

WE GET THE DEAL DONE

Crédit Mutuel Equity and Sofipaca invested in SEA TPI

TMT



THE DETAILS:

AUGUST 2023

FRANCE



Translink acted as the exclusive advisor to SEA TPI

KEY TAKEOUTS:

- Translink CF acted as the exclusive advisor to SEA TPI in all transactional aspects : financial analysis and equity story, negotiation, and process management up to closing.
- Translink CF advised SEA TPI, not only in the equity reorganisation, but also in debt advisory, securing the senior debt for the transaction

DEAL MAKERS:

Marc IRISSON, Jules ROZIER, and Manon DUBOEUF

TRANSACTION ANNOUNCEMENT:

Founded in 1996 by the Pelfort family, SEA TPI assists its clients in the implementation of tailor-made IT Service Centers. The company operates in three complementary areas and offers a comprehensive service: the operation of central information systems, the operation of digital uses, and cybersecurity operations with a 24/7 Security Operation Center (SOC).

With nearly €30 million in revenue by the end of 2022, SEA TPI aims to double its business volume by 2027, leveraging its historical offerings and its new cybersecurity offering to address its clients' critical cyber resilience challenges

SUMMARY :

- Reorganise the ownership structure by enabling the liquidity of some of the family minority shareholders
- Support SEA TPI's development by providing the Company with the resources needed to accelerate its organic growth strategy
- Organise Sofipaca's (Private Equity fund) exit and reinvestment alongside the new investor
- Allow individual investors who are members of the management team to acquire a stake in the company

“We are convinced that this new ownership structure will enable SEA TPI to enter a new phase of development, alongside Crédit Mutuel Equity, which, during the entire process has positioned itself as a true partner while embracing our CSR DNA”

- Philippe Pelfort ,CEO SEA TPI