

CASE STUDY

WE GET THE DEAL DONE

VISMA acquired INQOM

TMT



THE DETAILS:

SEPTEMBER 2022

NORWAY | FRANCE



acquired



Translink acted as the advisor to the buyer

KEY TAKEOUTS:

Translink CF's tailored assistance :

- Identification of the target
- Assistance during the open bid process opened by Inqom (valuation benchmark, critical analysis of the business plan, assistance in the NBO and bidding offer drafting, assistance in the negotiations)

DEAL MAKERS:

Marc IRISSON, Hans-Henrik WESTBERG, Arthur LIBIER, Boris MULLER

TRANSACTION ANNOUNCEMENT:

Translink Corporate Finance acted as the exclusive financial advisor to Visma, in its first acquisition in France.

Founded in 1996, Visma is one of Europe's largest providers of cloud-delivered software as a service (SaaS) to the private and public sectors, focusing particularly on Accounting ERP, HRM and eGovernment software.

Inqom is a French startup created in 2016 that offers new generation SaaS software that automates accounting production and generates the balance sheet in real time.

SUMMARY

- Entering in the French market through investing in Inqom
- Strengthening Visma's position regarding cloud accounting software solutions
- Attracting new talents in the Group: Inqom's management will continue to develop the company

"We are thrilled to announce our arrival in the French market by investing in Inqom. Like Visma, they develop unique technology to help customers become more efficient and competitive. With this acquisition, we are pressing on with our ambitious growth strategy both in existing and new markets"

- Merete Hverven, CEO Visma