

Press release

B & Capital invests in EVA Group to promote the creation of an independent leader in Infrastructures, Cloud and Cybersecurity

Paris, February 13th 2019

B & Capital takes a stake in EVA Group while the two founding managers Jean-Victor Garnier and Robert Tran Van Lieu remain strongly committed.

EVA Group is the 1st investment of RB Capital France 1, the new fund managed by B & Capital.

Building a leader

Founded in 2007 and based in Paris, EVA Group specializes in consulting and technical expertise in Infrastructures, Cloud and Cybersecurity.

More than 190 employees and experts who make the Company headcount are totally devoted to advising circa 90 clients and successfully assist them with their needs for increased IT security and migration towards Cloud. Its client base comprises large listed companies (CAC40 index members), with several sectors being particularly prominent: Financial Services, Luxury, Retail and Industry.

Capitalizing on key strengths

After a record 32% revenue average annual growth rate between 2013 and 2018, EVA Group is up to a new round of development in France and abroad, capitalizing on both its expertise and strong growth market perspectives.

EVA Group has demonstrated its growth potential over the recent years and from now is determined to leverage on three key development areas: Cybersecurity, through its brand BSSI – www.bssi.fr, Cloud and Data Value Enhancement.

The company has already offices in Asia (Hong-Kong, Singapore), North America (New York, Toronto) and Africa (Senegal, North Africa) where it seeks to expand its presence.

Performance booster and cybersecurity partner of companies

Robert Tran Van Lieu and Jean-Victor Garnier, founding managers of EVA Group, commented: *“We were looking for a financial partner that could help us improve the Group organization in a growth perspective. B & Capital appeared to be the right partner for EVA Group in this new phase, with a mid-term target of above €50 m in revenues. B & Capital innovative set up in association with Roland Berger, combines strong investment capacity for external growth with the proven expertise of a leading European consulting firm.”*

Philippe Zurawski, Partner at B & Capital, said: *“This investment in EVA Group perfectly illustrates our strategy: investing in companies with demonstrated expertise in sectors underpinned by intrinsic strong growth. EVA Group underlying markets are currently benefiting from the growing needs of companies for enhanced cybersecurity as well as the trend towards accrued virtualization and hyper-convergence of IT infrastructure. We are confident in EVA Group capacity to accelerate development in France and overseas, future growth relying on evidenced strengths.”* Philippe Zurawski added: *“We have already identified how Roland Berger could help EVA Group in implementing its strategy of commercial (Digital hub “Terra Numerata”) and international expansion (Asia, North America, North Africa, etc.). Roland Berger will bring in its expertise and open its networks to EVA Group in the near future.”*

Transaction details

EVA Group: Erwan Brouder, Xavier Bruni, Jean-Victor Garnier, Robert Tran Van Lieu

Advisors:

M&A: APManagement (Pierre-Yves Dargaud, Pascal Gougeon, Christophe Rean)

Legal counsel: Coblence & Associés (Alexandre Brugière, Sophie Duval)

B & Capital: Philippe Zurawski, Mikaël Schaller, Charles Gaudry

Advisors:

Financial due diligence: PwC (Didier Sidois, Benoit Cambournac, Walid Aouida)

Strategic due diligence: CMI (Nicolas Kandel, Romain Girard, Bastien Hontebeyrie)

Legal and social due diligence: Fidal (Sophie Weisgerber, Augustin Pradié, Thibault de Montigny, Mathilde Duchamp, Romain Falcon, Antoine Lebrun)

Legal counsel:

- Structuring: Goodwin (Jérôme Jouhanneaud, Chloé Vu Thien, Yoann Labbé)
- Tax: Goodwin (Marie-Laure Bruneel, Paul Fournière)
- Financing: Goodwin (Adrien Paturaud, Laurent Bonnet)

Banks

Coordinator and co-lead arranger: Caisse d'Epargne Ile-de-France (Cédric Alin, Olivia Albert)

Co-lead arranger: LCL (Cécile Pénard, Aurore Bourneuf)

Participants: BNP Paribas (Sandrine Prévost, Barbara André), HSBC (Jérôme Richaud, Carole Bordier)

Debt counsel: Volt Associés (Alexandre Tronc, Morgane Le Gallic, François Jubin)

About EVA Group

<https://www.evagroup.fr/>

EVA Group is a consulting and technical expertise firm specialized in Infrastructures, Cloud and Cybersecurity, located in France and abroad. Created in 2007, the Group counts for around 190 consultants / experts and has 7 offices: Paris, Toulouse, Singapore, Hong Kong, Toronto, New-York and Dakar. The company supports its customers in the evolution of their Information System infrastructures, their transformation toward Cloud computing and Cybersecurity: security audits, pentests, certifying training, assistance to chief information security officers (CISO). The customer portfolio of EVA Group is composed of large and prestigious companies in Financial Services, Luxury, Retail and Industry.

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About B & Capital

<https://www.b-and-capital.com/>

B & Capital was set up in 2016 by a seasoned investment team. The firm stands in a unique position within the European small and mid-cap landscape, being the only private equity player to combine the skills of a talented investment team and a world-renowned strategy consulting firm. This offer combines private equity with the support capacity, the strong industry and sectorial knowledge and the international network of Roland Berger, a leading European consultancy firm.

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