

Steliau Technology acquires the Spanish company Media Microcomputer

Montrouge, March 18th, 2022

Several months after the acquisition of Special-Ind (completed in March 2021), Steliau Technology keeps on consolidating the European market of electronic solution value-added supply and announces another move with the integration of the Spanish company Media Microcomputer.

Steliau Technology was already active in Spain through Special-Ind. However, this non-intermediated transaction will help the Group speed up its business in this country with sales expected to reach € 8 million for the current Fiscal Year and € 10 million in 2023. The Group's ambition is to be one of the top-3 independent distributors in Spain by 2025.

Media Microcomputer employs around 15 people located in Madrid and Barcelona. The company offers 5 main product families breaking down as follows: Industrial hardware (ex.: embedded systems, CPU cards), Communication (ex.: wireless communication modules), Semiconductors (ex.: power supplies), Display (ex. touch screens), Connected devices (ex. technologies improving energy efficiency). Its client base comprises companies active in the following sectors: Digital Signage, Transportation, Energy, Industry, Healthcare, Touchscreen Gaming and Smart city.

Mario Manzanero, CEO of Media Microcomputer, will remain fully operational.

Benefiting from positive market trends, the Group aims to continue on its strong growth track both in France and abroad and should achieve consolidated sales of € 115 million in 2022 vs. € 39 million in 2019.

"We very much value Media Microcomputer expertise and know-how in the field of Embedded systems," explained Pascal Reynoud, CEO of Steliau International. He added "Media Microcomputer customers will benefit from our integration capacities as well as our know-how in the areas of Display & Touch Panel, Connectivity, Thermal solutions and Mechanics."

Mario Manzanero, CEO and shareholder of Media Microcomputer said: *"I am delighted to join a Group such as Steliau Technology. I am confident about the future development of the company which will benefit from the support of a strong independent player already active in Spain. We share a common vision on how to address its clients' needs, through the design of value-added and tailored solutions for its customers."*

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Parties involved

Buyer: Steliau International

- **Management:** Stéphane Jouannaud, Pascal Reynoud, Aurélien Bergé, Lionel Girardot, Caroline Mialin
- **B & Capital:** Bertrand Tissot, Mikaël Schaller, Charles Gaudry
- **Swen Capital Partners:** Jean-Philippe Richaud, Natalia Rey Vidal, Théodore Lecomte

Buy-side advisors:

M&A: DDA & Company (Alain Sitbon, Axel Marti-Flich, Florian Charrière)

Financial due diligence: ILV Silver (Jeff Singer)

Tax, legal and labor due diligence: ILV Silver (Jeff Singer)

Legal counsel (structuring): ILV Silver (Luis Izquierdo, Eulalia Roca Grau)

Seller: Media Microcomputer (Mario Manzanero, Oriol Manzanero)

Sell-side advisors:

Legal counsel: Escalona & De Fuentes (Miguel Gómez Ángulo, Luis San Emeterio)

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About Steliau Technology

<https://www.steliau-technology.com/>

Founded in 2018, Steliau Technology brings together two well established entities, each with in-depth know-how in their fields: Astone Technology, a specialist in the electronics sector for more than twenty years, which benefits from a high level of technical expertise in Connectivity, Internet of Things, Display, Energy conversion and Audio components, and Silfox, renowned for its thermal, connector and mechatronics expertise. The Group has a total headcount of around sixty people located in the offices of Fresnes and Montrouge.

Following the merger of the two entities, Steliau Technology has a commercial portfolio with complementary positioning to propose a range of products and services adapted to suit each professional customer profile.

Steliau Technology customer base includes around 1 000 companies from sectors such as Transportation, Industry, Consumer Goods, Healthcare, Retail, Defense & Aeronautics, Automotive.

In March 2021, Special-Ind integrated Steliau International, which is the Group holding company. Special-Ind an Italian value-added distributor of electronic and electromechanical components addressing Italian and international customers. The company mainly addresses Automotive Harnesses, Hybrid Electric Vehicles and Electric Vehicles, Connectors, Electromechanics, Embedded systems and Energy conversion. Special-Ind customer base includes around 1 000 companies from sectors such as Automotive, Aerospace, Industry and Customer goods. The company has around 60 employees based in 4 locations: Milan, Paris, Berlin and Barcelona.

LinkedIn: <https://www.linkedin.com/company/steliau-technology/>

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About Media Microcomputer

<https://www.mmc-sl.com/>

Founded in 2010, Media Microcomputer is a Spanish company owned by the Manzanero family specialized in the value-added distribution of electronic components addressing Spanish and international customers. The product range covers the full business value chain: sourcing, designing, distribution, technical support, logistics and after-sales services.

The company is positioned in 5 main activities: Industrial hardware (ex.: embedded systems, CPU cards), Communication (ex.: wireless communication modules), Semiconductors (ex.: power supplies), Display (ex. touch screens), Connected devices (ex. technologies improving energy efficiency). Media Microcomputer brings its positions in sectors such as Gaming, Digital Signage, Transportation, Energy, Industry, Healthcare, Touchscreen Gaming and Smart city.

The company has around 150 customers and mainly addresses sectors such as Gaming, Digital Signage, Transportation, Energy, Industry, Healthcare, Communications and Smart city.

The company has around 15 employees based in 2 locations: Madrid and Barcelona.

About B & Capital

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

B & Capital was founded in 2016 by a team of seasoned investors. The firm boasts 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. Its offer of traditional private equity incorporates the strong support, deep industry knowledge and access to the international network of Roland Berger, a leading European consulting firm.

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