



**Sparring Capital goes international by taking a majority stake in the Belgian group Nalys, alongside its founder and CEO.**

**Paris - Brussels, 5 September 2019** - Sparring Capital announces the acquisition of Nalys from its founders, an independent Belgian company specialising in engineering consultancy.

Founded in 2011, Nalys has developed recognised expertise in Healthcare and Embedded Systems, establishing a specialist position in these fields that has enabled it to become a benchmark partner for its key clients in recent years. The Group now enjoys a client portfolio of the highest quality, including many global market leaders in their respective fields, in addition to Belgian SMEs operating in hi-tech niche markets in both Flanders and Wallonia.

Previously owned by its three founders, the Group posts revenue of around €25 million and has some 240 people employees.

Under the leadership of its Chairman, Patrice Serange, former managing director of Alten in Belgium, the Group has recorded excellent growth figures in recent years, based on its historical know-how and a controlled policy of diversification, notably in terms of client segments. The Group has also begun to expand outside Belgium, with a French site that has recently seen additional recruitment.

Patrice Serange, Chairman of the Nalys Group said: *“First of all, I would like to thank my longstanding partners with whom I founded Nalys, as well as all the Group’s talented employees. During all these years of working together, we have managed to position the Group in developing markets and maintain strong growth. The partnership with Sparring comes at a key moment in the life of Nalys and we will now focus, together, on continuing the restructuring and development of the Group, drawing in particular on Sparring Capital’s industry know-how and its proven expertise in providing support to growing companies.”*

Johann Le Duigou, Partner at Sparring Capital added: *“Sparring’s entry coincides with the departure of two of the Group’s founders and increased investment by the historical CEO, who is making a significant reinvestment in addition to our own. We have a deep understanding of this business sector and were won over by Nalys’ unique positioning, particularly the Group’s ability to develop its team’s skills in niche markets where such skills are in high demand. We are excited about the idea of supporting the Group’s teams during this new phase and would like to thank Patrice Serange for placing his trust in us.”*

## About Sparring

Sparring Capital is a private equity firm that invests, as a majority shareholder, in unlisted SMEs to accelerate their growth.

Sparring Capital's mission is to work alongside management teams to make companies bigger and stronger, by providing them with expertise and a network of professional and committed shareholders.

By assisting companies in this way, Sparring Capital helps to activate drivers of growth and performance optimisation, including external growth, business restructuring, enhancement of steering capabilities and international development.

Sparring Capital has completed over 30 acquisitions (excluding external growth) and raised more than €700 million from French and international investors, most of whom are institutional investors.

To learn more, visit [www.sparringcapital.com](http://www.sparringcapital.com)

## Stakeholders

### **Sparring Capital:**

Johann Le Duigou, Alexandre Beau, Léa Palas

### **Founders:**

Patrice Serange, François Veysset, Mathieu Gaillard

### **Mezzanine provider:**

Omnes Capital (Camille Delibes, Avi Corcos)

### **Senior bank:**

Caisse d'Épargne Hauts de France (Pascal Lefort, Nadejda Gurova, Hélène Collomb)

### **M&A advisors to the founders:**

I-Deal (Frédéric Bonan, Nathanaël Blanc)

### **Legal advisors to the investors:**

*Dentons*

Corporate: Olivia Guéguen, Djésia Meziani

Tax: Jérôme Le Berre

Financing: Jean-Marc Allix, Philippine de Fouchier

*Loyens & Loeff*

Wim Vande Velde, Jean Meeùs, Véronique Van Eessel

### **Financial advisors to the investors:**

KPMG (Antoine Bernabeu, Bertrand Thouvenel)

### **Market study for the investors:**

CMI (Nicolas Kandel, Mathilde Mailhe)

### **Legal advisors to the founders:**

De le Court, Wahis & Partners (Antoine de le Court)

**Legal advisors to the mezzanine providers:**

Simmons and Simmons (Colin Millar, Iva Parvanova)

**Legal advisors to the senior bank:**

De Pardieu Brocas Maffei (Corentin Coatalem)