

Legalstart.fr press release
Paris, 30/09/21

Legalstart, the leading legal partner for VSE/SMEs confirms its profitable growth momentum with an LBO organised by ISAI Expansion

Continuing with its profitable growth strategy, Legalstart intends to strengthen its leadership in legal, accounting and administrative services for VSE/SMEs. It has therefore chosen to complete a leveraged buy-out transaction with its two founder/managers, with unitranche financing provided by Omnes, giving it new resources to make acquisitions. This occasion enabled the ISAI Expansion investment fund, a shareholder since 2019, to strengthen its stake.

Legalstart is now France's leading provider of online legal and administrative services for VSE/SMEs, serving more than 300,000 users since its launch in 2014.

It offers a wide range of services allowing French entrepreneurs to create and manage their business wholly online. In just a few years, Legalstart has transformed the French legal landscape and gradually established itself as the leading platform in the sector. Ease of use and appropriate solutions have convinced hundreds of thousands of users and Legalstart now embodies these new tools that simplify administrative procedures and promote entrepreneurship.

Legalstart has been profitable right from the start and continues to enjoy exceptional growth, with annual growth of more than 70% since 2015. "We have managed to achieve this without having to raise funds, wholly self-financed, which is quite rare in the French ecosystem," stresses Pierre Aïdan.

Having already surpassed its development targets, Legalstart has launched this LBO which enables it to strengthen its ambitions in terms of acquisitions and bring its team of managers into the capital.

Pierre Aïdan, Co-founder and Chairman, said: *"We are very pleased to have ISAI's support and to have convinced the Omnes private debt team to join our project. Everything has gone very fast since our launch and this operation marks the start of a new phase in our development. The project's profitability together with the potential for hyper-growth were key*

factors in the success of the operation. Today, we are more enthusiastic than ever about offering all entrepreneurs and self-employed workers ultra-fluid services to help them start and manage their business in the best possible conditions".

According to co-founder and CEO Timothée Rambaud: "With this LBO transaction, Legalstart has clearly reached a milestone that sets it apart in the French and European markets. What is truly exciting is the vast vista of opportunities open to us. The recent IPO staged by the US leader in online legal services is also a real inspiration as to what is possible in our industry. We are lucky to have been able to attract many talents to Legalstart and our Executive Committee and all our operational teams are mobilised to consolidate our leadership."

"We are happy to increase our stake alongside the founders and managers of Legalstart; the progress achieved since our association in 2019 is remarkable, with a real change in dimension, and the outlook is just as good. We have every confidence in the teams and the model currently deployed and have the shared goal of continuing to invest so as to seize the opportunities that will undoubtedly arise." said Nicolas Martineau at ISAI.

"We are very pleased to support Legalstart, which offers all entrepreneurs a simple and efficient online solution for creating and managing their businesses. We were attracted by its founders who have managed to develop a profitable business right from the start. Also, the recent strengthening of the management team clearly shows the company's goal of strong, controlled and sustainable growth." explains Benoît Faguer at Omnes.

About Legalstart

Launched by Timothée Rambaud and Pierre Aidan in 2014, Legalstart.fr is the first online platform for creating legal documents and completing administrative formalities for entrepreneurs. Currently used by 1 in 10 entrepreneurs, the start-up has served more than 300,000 users since launch. The French Legaltech leader enables professionals to manage all their legal needs themselves: start a company, register a brand, draft employment contracts or collect unpaid invoices. For more complex issues, Legalstart.fr also offers a solution for contacting specialised lawyers thanks to its network of partners in all areas of law.

More information at: legalstart.fr

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About ISAI

Launched in 2010 and with operations in Paris and New York, ISAI is the fund for French Tech entrepreneurs, with a community of more than 300 entrepreneurs worldwide. Close to 250 successful entrepreneurs, who have invested in ISAI funds, and more than 50 co-founders of companies backed by ISAI share the common goal of jointly writing entrepreneurial success stories. ISAI invests in outstanding projects led by ambitious teams that it selects rigorously and actively supports. With €500 million under management, ISAI Gestion, an asset management company licenced by the AMF, funds and supports high potential companies at early stages (venture capital, ticket of €150,000 to €3 million with participation in subsequent rounds) or at more mature stages (growth equity/LBO, ticket of €5 million to €50 million). Follow ISAI news at www.isai.fr and on Twitter @isai_fr

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About Omnes

Omnes is a leading private equity and infrastructure investor. With €5 billion in assets under management, Omnes provides companies with the capital they need to fund their growth, in three key areas: Venture Capital, Growth and Buyout Capital and Infrastructure. Omnes is wholly-owned by its employees. Omnes is committed to ESG issues and has set up the Omnes Foundation to fund initiatives in favour of children and young people. It is a signatory to the United Nations Principles for Responsible Investment (PRI).

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More information at: [legalstart.fr](https://www.legalstart.fr)