Press release – November 2024

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CORPORATE FINANCE

HELYAD, leading French integrator of the ‘INFOR LN’ ERP solution, joins ALTEA IN, Italian market leader and long-standing INFOR partner

ERP SOLUTIONS INTEGRATOR

ALTEA IN

participation of

CHEQUERS CAPITAL

acquired 100% of the capital of

HELYAD

2024

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SELLERS ADVISOR

- HELYAD, founded in 1998, is a specialist in the integration of the INFOR LN software solution. Based in Lyon, the company was taken over in 2019 by Nathalie SEGUINOT and Christophe CHUSSEAU.
- With more than 25 experienced consultants specialising in the INFOR LN solution, HELYAD supports its customers in a wide range of sectors: Industry, Automotive, Engineering and Construction, Electronics, Aerospace and Defence.
- As a ‘Silver Partner’, HELYAD has cultivated a strong relationship with INFOR, a leading global player in the ERP sector.
- HELYAD's business model combines the integration of INFOR ERP solutions, the migration of INFOR customers to the latest solutions and a maintenance service.
- The INFOR LN integration market in France represents a market with strong growth prospects, made up of a limited number of players.
- ALTEA IN, one of the main companies in the ALTEA group, which has been supported by the CHEQUERS CAPITAL fund since 2023, quickly positioned itself as a natural buyer as part of the process put in place by Societex Corporate Finance.
- At 31 December 2023, the ALTEA Federation group had sales of around €180m, with good prospects for growth in the coming years, and more than 1,700 employees. Comprising more than twenty companies, it offers a comprehensive, integrated range of technological and digital solutions.
- This merger will enable ALTEA IN to strengthen its presence in France, where the group did not previously operate, to take advantage of HELYAD's strategic partnership with INFOR France, and to integrate HELYAD's highly experienced teams, specialists in the INFOR LN suite.

Our advisory role

- SOCIETEX CF was commissioned exclusively by HELYAD's shareholders to find strategic partners willing to support the company's next phase of development.
- A competitive process was put in place, demonstrating the interest of many players in the ecosystem.

Team SOCIETEX CF

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Stakeholders

Sellers

- **HELYAD** (Christophe CHUSSEAU, Nathalie SEGUINOT)
- **Advisors**:
  - Finance advisor : SOCIETEX CF (Thomas BEAURAIN, Valéry GIARD, Quentin BAUDESSON, Amaury PERDRIAU)
  - Legal advisor : AODEN (Pascal BERTEVAS)

Buyers

- **ALTEA IN** (Franco VERCELLI, Cristiano DAOLIO)
- **CHEQUERS CAPITAL** (Philippe GUERIN, Niccolo LEITA, Mathieu MAURI)
- **Advisors** :
  - Legal advisor : LAMARTINE CONSEIL (Stéphane RODRIGUEZ, Audrey BILLON, Raphaëlla BORLIDO)
  - Finance due diligence : BM&A (Guilhem DE MONTMARIN, Adrien KLINKENBERG)
  - Legal, social due diligence : LAMARTINE CONSEIL (Stéphane RODRIGUEZ, Audrey BILLON, Raphaëlla BORLIDO)

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SOCIETEX is an investment corporate finance company founded in 1952. As a member of Adviso Groupe, SOCIETEX CF specialises in advising on company mergers and acquisitions, fund raising, valuation and financial engineering in France and abroad.