

CM-CIC Conseil, subsidiary of the Crédit Mutuel CM11 group, advising CMT+'s owner-CEO in its divestiture / sale to the Scalian group

CMT+ was founded in 2003 by Thierry Briol, and is a specialist in purchasing and management control consultancy. With its 200 employees – including experts in purchasing, procurement, e-procurement, management control and organisation – CMT+ provides audits, advice, project management and outsourcing services. The company operates in France (with offices in Toulouse, Nantes and Paris) and abroad (in Germany, Spain and the UK). It generated revenue of €14 million in 2016.

Scalian (formerly Eurogiciel) specialises in digital systems (simulation and embedded systems used in the IT and telecoms industries), along with quality and performance management services in industries. With its proven expertise in developing innovative solutions, the group takes part in major programmes organised by leading players in the aerospace, energy, transport, telecoms and defence sectors. Scalian has been owned by its management team, its founder and EdRIP since 2015. With the acquisition of CMT+, it has 2,500 people across nine countries, along with proforma annual revenue of more than €170 million.

This strategic acquisition will strengthen Scalian's "Operational Performance" division. It will help it to develop comprehensive services comprising a range of leading-edge skills and solutions for large-scale international projects.

Thierry Briol will stay with the group, helping it to integrate his company and develop its services. This acquisition of CMT+ will broaden the field in which Scalian operates and excels, allowing it to handle more wide-ranging projects as part of industrial and supply-chain programmes. The combination of the two companies' client bases should naturally drive further growth and diversification.

CM-CIC Conseil was the sole financial advisor to CMT+'s owner-CEO in this transaction.

Advisors to the vendors:

Financial advisor: CM-CIC Conseil (Michaël Chicheportiche, Adrien Baumlin)

Legal advisor: Themis Conseils (Catherine Youssoupov, Benoît Aragou)

Buyer and advisors:

Scalian group: Yvan Chabanne, Stéphane Garo, Jean-Manuel Silva

Legal advisor: Squire Patton Boggs (Charles Fabry, Aymeric Malphettes, Stéphanie Nègre)

Financial audit: Mazars (Eric Gonzalez, Hervé Kerneis)

About CM-CIC Investissement

CM-CIC Conseil is Groupe Crédit Mutuel-CM11's subsidiary specialising in mergers and acquisitions. It consists of a renowned team of professionals based in Paris and Lyon, and helps companies, managers and shareholders with French and cross-border transactions. Its range of services covers all aspects of equity financing, such as corporate buyouts, LBO/OBO/MBO transactions, acquisitions, spin-offs, mergers and fundraising.

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