

Paris, May 9, 2022

CIC Conseil advised the shareholder of Phibee Télécom on its sales to Altitude Infra

Having been active for around 15 years on the BtoB telecom market, Phibee Télécom provides its clients with a complete range of accesses and interconnections, in order for them to efficiently cover the entire French network.

Through its presence in a hundred telecom operators (Orange, SFR, etc.) and infrastructures (Equinix, Interoute, etc.), Phibee Télécom has positioned itself as one of the main “operators for operators” in France. Moreover, the group has entirely developed its own SaaS platform allowing for the automation of all its activities, while granting maximum autonomy to its clients.

Finding strength in these assets, the group, which generates around ten million euros in turnover, has recently convinced several major international telecom players that its range of services would be ideal to reach the French market, and it intends on capitalising on these high-potential clients.

Following a competitive process led by CIC Conseil, the Altitude Group, third operator for optic fibre infrastructures in France (having notably purchased Kosc's assets in 2020 and those of 26 Covage's networks in 2021) managed to convince Delphine and Jérôme Schevingt of the relevance of its project and its ability to quickly implement operational synergies between the two groups.

“With the acquisition of Phibee, the Altitude group is able to strengthen its position when it comes to international operators commissioning services in France. International operators appreciate partners with a strong sense of service, who know how to make the connection between their catalogues and that of French operators,” stated Dorothee Lebarbier, CEO of the Altitude Group.

CIC Conseil acted as exclusive financial advisor to the vendors.

Participants in the transaction

Vendor:

Phibee Télécom: Delphine Schevingt, Jérôme Schevingt

Financial advisory: CIC Conseil (Florent Obry, Jules-Arthur Kehren, Thomas Moreau)

Legal advisory: Viricel & Conseils (Séverin Viricel, Dimitri Chailonick)

Buyer:

Altitude Infra

Financial advisory: DC Advisory (Grégory Roquier)

Legal advisory: Stephenson Harwood (Guillaume Briant)

Financial Due Diligence: Deloitte (Guillaume Detournignies, Arnaud Mabilie)

About CIC Conseil

CIC Conseil is Crédit Mutuel Alliance Fédérale's dedicated M&A subsidiary. Its team of expert professionals, located across France, advises corporations, their managers and their shareholders on French and cross-border transactions. Its capabilities cover the entire spectrum of potential corporate finance needs (disposals to industrial investors, leveraged buy-outs, acquisitions, spin-offs, mergers and fundraising).

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For more information, see www.cic-conseil.eu

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For more information, see www.creditmutuelalliancefederale.fr

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