



## ***Press release***

---

# **Qualium Investissement accelerates the growth of Constellation, a major player in the digital transformation of companies**

---

***Paris, 16 November 2021*** – Qualium Investissement, a leading Paris-based buyout house, has announced the acquisition of a stake in the Constellation Group alongside its management team and Cap Horn Finance, in order to further the group's development strategy.

Founded in 2016, the Constellation group has risen to the top 50 of French Digital Services Companies in just a few years. Since it was founded, the business has focused on IT infrastructure services (on-premise, private cloud, public cloud and hybrid cloud). It now offers, through each of its subsidiaries ("Stars"), IT consulting, migration, hosting, cybersecurity, DevOps, data management, training, as well as innovative solutions for reducing the carbon footprint of IT systems.

Through its one-stop-shop offer, the group is particularly targeting small and medium-sized companies wishing to accelerate their digital transformation and take full advantage of these levers to strengthen their competitiveness. The Constellation Group expects to generate revenues of around €100m in 2021. It has recorded an average annual organic growth of +15%.

The management team, led by Etienne Besançon, has pursued an ambitious buy-and-build strategy since its creation, and is carrying out its ninth add-on acquisition with the purchase of Clariteam, a company specialising in managed data centre services and IT performance.

### **A strong outlook**

In an IT services market for infrastructure, cybersecurity and cloud services that is growing steadily at 10% per year, Constellation has significant organic growth potential. The group also intends to seize opportunities through a selective acquisition policy in order to complete its range of expertise and strengthen its businesses.

The group is organised around autonomous and complementary subsidiaries ("Stars"), which have managers directly incentivised by the group's performance. It has a strong entrepreneurial culture, which enables it to offer its 600+ clients a very high level of reactivity and the best available expertise across the entire value chain of the client's IS infrastructure.

Based in Saint-Cloud on the outskirts of Paris, the group employs nearly 500 people in both its head office and its eight regional offices close to clients (including Paris, Lille, Nantes, Lyon, Toulouse, Orléans and Trappes). Very committed to ESG issues, the group places sustainable development at the heart of its policy with very proactive targets in terms of decarbonisation of IT systems and equity.

As a result of the deal, Qualium Investissement will become a minority shareholder in the group to support its development alongside the management, whose percentage of ownership will remain the same.

With the support of its financial partners, the group intends to double its activity in the next three years.

**Etienne Besançon**, Chairman of Constellation, said: *"We are delighted to partner with Qualium Investissement. Their know-how in terms of consolidation strategy, their good understanding of the issues at the heart of corporate transformation, their institutional dimension and their historical commitment to ESG issues all benefit our continued deployment and the next stages of our development ».*

**Jean Eichenlaub**, Managing Partner at Qualium Investissement, explained: *"We were attracted by Constellation's talented management, its business model, its track record of successful acquisitions and its visionary spirit. By joining forces with Qualium Investissement, Constellation has the necessary means to meet its future challenges: consolidate its organic growth by continuing to invest, ensure the recruitment of future talent and accelerate its transformation through future acquisitions."*

**Jacques Pancrazi**, Partner at Qualium, underlined: *"Etienne Besançon and his team have succeeded, just a few years after its creation in 2016, in making Constellation one of the Top 50 French NSEs. The depth of its offer and the quality of its services are highly appreciated by the companies it supports in their digital transformation. We are delighted to support the group in this new phase i to accelerate its growth and strengthen its leadership."*

**Guillaume Peroz**, Partner at Qualium, explained: *"Constellation is a magnificent consolidation platform, which undertakes to combine talent in a very entrepreneurial and human spirit in order to best support its clients in their increasingly strategic digital transformation. Qualium wishes to give Etienne Besançon and his team the means to fully realise this ambition, by actively supporting his buy-and-build strategy".*

---

## **Buyside**

**Qualium Investissement:** Jacques Pancrazi, Guillaume Péroz, Pierre Gibour, Jean-Brice Lachaux

## **Buysider advisors**

- **Strategic DD:** LEK (David Danon-Boileau, Frédéric Dessertine)
- **Financial DD:** Eight Advisory (Justin Welstead, Boris Bignon)
- **Tax DD:** Mayer Brown (Elodie Deschamps, Alexandre Chagneau)

- **Social DD:** Mayer Brown (Julien Haure, Marine Hamon)
- **Lawyers:** Mayer Brown (Guillaume Kuperfils, Hadrien Schlumberger)
- **Financing:** Mayer Brown (Maud Bischoff, Constance Bouchet)
- **ESG:** Sirsa (Yannick Grandjean, Margot Varache)

#### **Management advisors**

- **M&A:** Shibumi Corporate Finance (Jean-Michel Lebouvier, François Kittel)  
Apm (Pierre-Yves Dargaud)
- **Financial DD:** Squareness (Antoine Fléchais, Pierre Gauche)
- **Lawyers:** Richelieu Avocats (Vincent Mérat, Guillaume Marguet)

#### **Lender**

**Artemid:** Annie-Laure Serval, Constantin Kryvian

#### **Lender advisors**

**Lawyers:** Goodwin Procter (Frédéric Guilloux, Benjamin Filiatre)

#### **About Qualium Investissement**

Qualium Investissement, a management company approved by the Autorité des marchés financiers, owned by its management and 30% by the Caisse des Dépôts et Consignations, is a major historical and institutional player in private equity with nearly €1 billion under management. Since its creation in 1998, Qualium Investissement has invested in more than 60 French companies across all sectors of activity. Its goal is to provide the management teams of the companies it supports with all the expertise and resources necessary to achieve ambitious development plans, particularly internationally and through external growth.

[www.qualium-investissement.com](http://www.qualium-investissement.com)

**Contact:** marie.delcourt@qualium-invest.com | +33 1 81 80 47 49

#### **About Constellation**

Constellation Group which was created in 2016, consolidates the expertise of nine specialised stars to meet the IT transformation challenges of organisations. Its business lines are: advising, developing, integrating, securing and managing agile IT solutions, deployed on premise or "as a service". With eight offices in France, the group has 500 employees.

More info: [www.constellation.fr](http://www.constellation.fr)

#### **Contact:**

**Audrey Fischer** | Marketing & Communication Director

**E:** audrey.fischer@constellation.fr – **T:** +33 6 60 16 93 02