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3E advises the equity restructuration of the management consulting firm AXIS ALTERNATIVES

3E concluded a sponsorless LMBO (Leverage Management Buy Out) with the change of control between shareholders and raised a senior debt.

Founded in 2001, ALTERNATIVES AXIS has a strong expertise on trade finance market. ALTERNATIVE AXIS advises and accompanies its customers (investment banking, asset management and corporate) on their strategic, organizational and systems issues, related to financial markets. ALTERNATIVE AXIS realized in 2012 a turnover of 9.5 million euros with around sixty employees.

AXIS ALTERNATIVES has been led for twelve years by a trio of the founding partners, supplemented a few years after by two other partners with proven managerial skills. To enter a new stage of development and maintain high growth, the group of partners has developed a new business plan based on a new trio made of the founding partner, the current president of the company and the two most recent partners. The two other founders have sold a significant part of their participation and will gradually leave their operational functions while keeping an active role within the strategy committee of the company.

The partners have appointed 3E to conceive, organize and implement this equity restructuring, concluded by an operation of LMBO with the search for its financing.

First of all, 3E suggested the partners to build a team of appropriate legal and fiscal advisors. The law firm HOCHÉ SOCIÉTÉ D'AVOCATS (Laurent Bensaïd, associate in charge of corporate aspects of the transaction) and SVZ (Jérôme Assouline in charge of the fiscal aspects of the transaction) were selected.

Then, 3E studied different patterns of LBO, opted for a LMBO, then developed a presentation of the company and the project of the new equity distribution and built a business plan.

Finally, 3E with the support of the various advisors validated the valuation of the company made by the partners taking into account the target equity allocation and determined a financial plan of the operation through the creation of a holding. 3E operated the research for financial partners and negotiated and concluded the rising of a senior debt with a duo of banks made of the historic bank of the company, the Caisse d'Épargne Ile-de-France and of a new incomer, the LCL bank.

The mission entrusted to 3E was recently concluded successfully demonstrating its expertise in the sector of management consulting firms and LBO operations LBO.

About 3E

Created 28 years ago and led by Eugene EISENBERGER, SUPELEC engineer, HARVARD, HEC Entrepreneurs jury member, 3E advises divestitures, mergers and acquisitions, and financial transactions such as LBO / OBO. 3E has many references in the Information Technology, Electronics, Training, Media and Consulting sectors.

For any further information

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