



Press release
Paris, 30 September 2019

Keensight Capital invests in Geodesial, a leading developer and distributor of infrastructure design software

Keensight Capital, one of the leading private equity managers dedicated to pan-European Growth Buyout¹ investments, replaces CAPZA as majority stakeholder of Geodesial, a leading developer and distributor of CAD (Computer-Aided Design) and CAE (Computer-Aided Engineering) software for infrastructure.

With over 30 years of experience in the CAD / CAE business, Geodesial is specialized in the development and distribution of software solutions for infrastructure professionals.

Strong of approximately 80 employees and four offices in France, Hungary and Canada, the leading developer in France benefits from an overall market share of approximately 70%. Since 2017 and the arrival of David Le Roux and CAPZA (ex-Capzantine) as stakeholders, the company has experienced a strong and steady double-digit annual growth.

Today, Geodesial has successfully developed a loyal customer base of 6,000 clients including public agencies, geomatics and civil engineering companies, as well as professional training and students, representing over 34,000 users. The company benefits from a very low churn (below 5%) as the software are deeply embedded in the workflow and appear as mission critical tools.

Undisputed leader, Geodesial is strategically well positioned in the AEC (Architecture, Engineering & Construction) software market, a sector with high barriers to entry driven by construction digitalization catch-up, BIM adoption and increased regulations, with a demonstrated solid growth of 11% over the past four years.

Thanks to its international network and recognized IT expertise, Keensight Capital will support the company's organic growth as well as develop an active build-up strategy, especially in new geographies.

David Le Roux, CEO of Geodesial, stated: *"We are confident that Keensight Capital's 20 years of experience supporting fast growing companies, as well as their global footprint, will enable us to achieve our next milestone. I am excited to embark on Geodesial's next chapter, as we are extremely well positioned for future growth."*

Jean-Michel Beghin, Managing Partner at Keensight Capital, said: *"We are very enthusiastic about the opportunity to invest in Geodesial. We look forward to partnering up with David Le Roux and his highly talented team with whom we share similar values, to further develop the company's trusted software and services abroad."*

Maxence Radix, Partner at CAPZA, said: *"We have over the past couple of years worked hand in hand with David to support the group's rapid development leveraging our knowledge of the software"*

¹ **Growth Buyout:** investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach tailored to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.

environment and are really glad to see Geodesial undertake a next phase of development with a new partner. In an exciting time for the industry, we wish all the best to Keensight Capital and Geodesial for this new adventure.”

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About Geodesial

Since 1993, GEODESIAL Group, with its subsidiaries Geomedia and Geomensura, develops and distributes business software aiming to meet the ends of conception making, terrain modelling and studies in geomatics, urban planning studies, transport infrastructures studies and in engineering of work execution and construction. GEODESIAL Group's software solutions are designed for geomatics, architects, engineering companies, construction companies, transport network and infrastructure managers, public agencies and local authorities, in France and worldwide (Canada, Belgium, Switzerland, Hungary, North Africa). The Group is also one of the first distributors of the solutions developed by the editor Autodesk (Autocad, Revit, Infracad...) in France. Thanks to a sustained strategy of investments in R&D and to the continual innovation policy, GEODESIAL Group is well-known for the quality of its business software and the rich functionality it offers that improves the customers' productivity and efficiency. GEODESIAL gives its clients what they need to respond to the digital developments of the architecture, engineering and construction (AEC) market, with the integration of new digital technologies and methodologies related to the roll-out of BIM (Building Information Modeling) and CIM (City Information Modeling) in its software solutions.

About Keensight Capital

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €15 million to €250 million. Drawing on its expertise in the IT and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision.

www.keensightcapital.com

About CAPZA

Created in 2004, CAPZA¹ is an established European private investment platform focused on small and mid-cap companies. The company is majority owned by its teams and supported by the AXA Group.

With €3bn² of assets, CAPZA places its experience and passion for developing businesses at the service of investors in Europe and worldwide with its platform of 4 complementary areas of expertise: Flex Equity, Private Debt, Transition³ and Artemid⁴.

CAPZA offers financing solutions to small and mid-cap companies at every stage of their development. Its unique platform allows CAPZA to support companies over the long term by providing them with custom made financing solutions (majority capital, minority capital, subordinated debt, senior debt, etc.). CAPZA is a generalist but has built up strong expertise in supporting companies in the health, technology, agri-food and services sectors.

CAPZA has about 50 employees based in Paris, Munich, Madrid and Milan.

¹ CAPZA (formerly Capzanine) is the commercial name of Atalante SAS, portfolio management company approved on 11/29/2014 by the « Autorité des Marchés Financiers » under GP-04000065.

² €3 billion as at 31 august 2019, of which assets advised by Artemid SAS and managed by a third party.

³ The funds of the CAPZA Transition range are managed by the asset management company CAPZA, and advised by CAPZA Transition SAS which has financial investment advisor status (CIF in France), is registered under the Orias under the number 18001601 since the 23/03/2018.



⁴ The funds of the Artemid range are managed by the asset management company CAPZA and advised by Artemid SAS, which is a subsidiary of CAPZA and Amiral Gestion and has financial investment advisor status (CIF in France). Artemid SAS is registered by the Orias under the number 14003497 since the 05/28/2014.

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