

Press Release
Paris, March 11th, 2019

Keensight Capital and ISAI Expansion invest in IVIDATA, a leading pure player in Big Data consulting

Keensight Capital, one of the leading players in Growth Buyout¹ and ISAI Expansion, the French Tech entrepreneurs' fund, announced the acquisition of a majority stake in IVIDATA, a consulting group specialized in Big Data and Artificial Intelligence services, alongside Etienne Aboulker, IVIDATA's co-founder and CEO.

Founded in 2013 and headquartered in France, IVIDATA is a leading consulting group covering the entire Big Data value chain, from strategy to UX, and including Data Science and Data Privacy services. IVIDATA's one-stop-shop model offers a broad range of services structured around 5 areas of expertise:

- Big data: digital transformation, data privacy and IT Big Data consulting and management;
- Data Management: Microsoft and Javascript, back and front-end application development;
- Digital services: digital strategy, communication and marketing;
- Infrastructure: Big Data, Cloud and DevOps architecture consulting and development
- Life Sciences: biometrics, biostatistics and clinical trials for the pharmaceutical, cosmetics and food industries.

Thanks to its cross-disciplinary and multi-sector position, IVIDATA accompanies a diversified client portfolio which includes over 100 blue-chip companies such as Danone, France Télévisions, La Poste, Sanofi, Société Générale, Total and it maintains long-standing relationships with major pharmaceutical companies. Since its creation, IVIDATA has experienced very strong annual growth (+82% yearly since 2013) and it intends to sustain this fast-paced development.

IVIDATA has established a strong employer brand. Awarded *Great Place to Work* for three consecutive years, the company has succeeded in attracting talented consultants, and now works with more than 320 Big Data experts, of which 250 employees.

Keensight Capital and ISAI, leveraging their extensive experience in the digital, IT and Healthcare sectors, will support IVIDATA in the acquisition of companies with complementary offerings, and the launch of new high value-added services.

Etienne Aboulker, Chief Executive Officer of IVIDATA stated: *"We are thrilled to partner with Keensight Capital and ISAI, who have demonstrated a comprehensive understanding of our business and core strengths. This partnership opens a very exciting new chapter for the company, as it will allow us to further enrich our value-added data services portfolio and to embrace worldwide digital transformation opportunities. We are convinced that joining forces will enable us to scale up substantially and to become the European leader in Big Data services within the next 5 years."*

Philippe Crochet, Partner at Keensight Capital, said: *"We are delighted to team up with IVIDATA in order to pursue its growth strategy. Etienne is a visionary manager and we immediately shared his ambitions and human values. Our deep knowledge of the IT and Healthcare sectors, as well as our strong*

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.

international network, will help IVIDATA to fully benefit from the fast-growing demand for Big Data services, a market which is expected to double over the next 10 years.”

Pierre Martini, General Partner in charge of the Tech Growth / Buyout funds at ISAI, added: *“We are glad to partner with Etienne and Keensight Capital to take part in IVIDATA’s promising future developments. With its technological expertise, its strong entrepreneurial culture and the outstanding quality of its staff, IVIDATA is ideally positioned to take advantage of the steady growth of the Big Data market worldwide. We are determined to bring to the company all the support needed in order to roll out an ambitious development plan and thus to strengthen its technological leadership.”*

IVIDATA

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More information on www.ividata.com - Twitter: [@ividata](https://twitter.com/ividata)

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 now, our team of seasoned professionals have leveraged their knowledge in 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 Information Technology/Internet and Healthcare/Wellbeing sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision.

More information on www.keensightcapital.com

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ISAI

Launched in 2010, ISAI is the Tech Entrepreneurs’ Fund and brings together a community of over 250 entrepreneurs around the world.

Nearly 200 successful entrepreneurs, who have invested in ISAI funds, and more than 50 ISAI-backed start-up co-founders share the collective ambition of co-writing great entrepreneurial stories. ISAI invests in differentiated projects ran by ambitious teams that it selects rigorously and actively supports.

ISAI Gestion, an investment management company approved by the AMF, with over €300 million under management, aims to finance and support high potential Tech companies, at the seed/post-seed stage (venture



capital, ticket from € 150k ticket to € 2m with participations in successive rounds) or when they have already reached the break-even stage (Tech Growth/LBO, tickets from €5m to €30m).

More information on www.isai.fr - Twitter: @isai_fr

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