

inherent group announces the acquisitions of Prodware’s private cloud business and Upper-Link, with the support of Keensight Capital

Paris, 24 April 2024 – inherent group, with the support of Keensight Capital, one of the leading private equity managers dedicated to pan-European Growth Buyout^[1] investments, is pleased to announce the two following acquisitions:

- **Prodware’s private cloud business, offering a range of innovative cloud hosting and managed cloud solutions to clients;**
- **Upper-Link, a leading independent IT service provider and independent Microsoft solution partner, supporting digital transformation in the SME market.**

Both acquisitions reflect inherent’s ongoing growth strategy to strengthen its IT services offering. It also consolidates the company’s position as the leading B2B cloud and connectivity services provider addressing small and medium enterprises’ digitalization market.

With the acquisition of Prodware’s private cloud business, inherent will integrate a portfolio of 180 high quality, longstanding clients, and cements its position as leading provider of Infrastructure-as-a-Service (IaaS) and cloud services. In addition, inherent entered into a strategic commercial partnership with Prodware to continue to support its clientele with private cloud services, as the ideal partner to offer more innovative and secure cloud solutions and to maximise value for clients.

The acquisition of Upper-Link, which currently serves more than 400 SME businesses, will help build on inherent’s position in the IT services segment as the go-to IT services provider by reinforcing expertise in digital transformation through innovative solutions around cybersecurity, cloud infrastructure, collaboration and modern workspace, data management and consulting. As one of the leading independent solution partner within the Microsoft ecosystem, Upper-Link will also significantly broaden inherent’s services around Microsoft solutions ecosystem.

Pierre-Jean Beylier, Chairman of the inherent group, said: *“We’re thrilled about these partnerships and what it represents: a recognition of our team’s expertise and commitment to providing our clients with top-notch IT services and support in their digital transformation journey.”*

Stanislas de Tinguy, Partner at Keensight Capital, concluded: *“We are delighted to support inherent in these two acquisitions, embodying the group’s continued commitment to support customers with their IT challenges through comprehensive solutions. The integrations will strengthen inherent’s position as a key player in his market and further accelerate its development.”*

^[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.

About inherent group

Drawing on the merging of its cloud, connectivity, cybersecurity, communications and collaboration expertise, the inherent group produces, secures, operates and transports its customers' information systems through its 3 operating brands:

- adista provides IT, cloud and connectivity services to SMEs, VSEs and local authorities in all sectors throughout France, via its 40 branches;
- unyc unifies corporate communications through its network of partners;
- cyberprotect offers cyber security and information systems monitoring solutions through its Security Operation Center (SOC).

In 2023, for the second year running, the company was awarded the Best Managed Companies Label, which recognises the excellence of companies that stand out for the quality of their management and their performance. The inherent group's CSR policy has been recognised on several occasions: EcoVadis gold medal, trophy for the Grand Prix Hors Secteurs for "CSR Policy" at the 9th Sommet des Entreprises de Croissance, CSR prize in the "circular economy" category at the Trophées Top Tech ESN de l'Informaticien for its commitment to optimising the lifecycle of IT equipment, ESG trophy at the RDV ESN & ICT, etc. The group employs more than 1,100 people in 40 branches across France, and generates sales of nearly €263 million.

<https://inherent.fr/>

About Keensight Capital

Keensight Capital ("Keensight"), one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For over 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 €10 million to €400 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. Keensight Capital's success has also earned it a Gold Award from the Private Equity Exchange & Awards each year for the last seven consecutive years, and in particular, the Best European Growth Private Equity Fund.

www.keensightcapital.com

Press contacts

Keensight Capital

Cindy Giraud, Communications Director - cgiraud@keensightcapital.com +33 6 37 965 537

H/Advisors

David Stürken - david.sturken@h-advisors.global +44 799 059 5913

Mael Evin - mael.evin@havas.com +33 6 44 121 491