

inherent group announces the acquisition of CONEXIO Telecom, an independent provider of high-speed connectivity and telephony solutions

Paris, March 11, 2025 – inherent group, a leading B2B cloud and connectivity services provider, today announces the acquisition of CONEXIO Telecom to further strengthen inherent’s presence locally, while offering tailored and customized solutions to address the specific needs of SMEs and local authorities. The acquisition was supported by Keensight Capital (“Keensight”), one of the leading private equity funds dedicated to pan-European Growth Buyout^[1] investments.

Founded in 2017, CONEXIO Telecom is an independent provider of high-speed connectivity and telephony solutions supporting small businesses, industries and public entities in the deployment and development of their network infrastructure and communication solutions. The company currently serves more than 1,000 clients.

By integrating CONEXIO Telecom, inherent group strengthens its position in the B2B telecommunications services market and expands its local presence, now with 45 branch locations across France. inherent group’s clients will benefit from a comprehensive range of telecom services designed for SMEs and local authorities, as well as CONEXIO Telecom’s expertise in meeting their unique needs. Additionally, inherent Group will enable CONEXIO Telecom to expand its offering with IT and cybersecurity solutions, paving the way for a fully integrated service portfolio.

Pierre-Jean Beylier, Chairman of inherent group, commented: *"At inherent, our ambition is to empower businesses and local authorities of all sizes, no matter where they are, by combining proximity with high performance. The integration of CONEXIO Telecom perfectly aligns with this vision. We are delighted to welcome this new team to our group, as they will contribute to our continued growth and strengthen our support for public and private sector organizations nationwide."*

Robin Roussel, Founder and Chairman of CONEXIO Telecom, added: *"Joining inherent group provides us with the financial and human resources to accelerate our ambitions and expand our market presence nationwide. This partnership also enables us to strengthen our solutions portfolio, particularly in IT and cybersecurity services, ensuring we continue to drive our clients’ digital transformation with high-quality and locally focused offerings."*

Stanislas de Tinguy, Partner at Keensight Capital, concluded: *"We are delighted to support inherent in this strategic acquisition, reinforcing its position as a leading B2B cloud and connectivity services provider. This move will further consolidate inherent group’s local cloud services operations and expand its regional footprint."*

^[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

Committed to high-performance and responsible digital services that drive regional and business success.

As a sovereign operator backed by the expertise of its 1,300 employees across more than 40 branch locations and 14 data centers in France, inherent group delivers a comprehensive range of IT services through its various brands. These services span from telecommunications and cloud solutions to cybersecurity, catering to the needs of businesses and public entities throughout France. The group's brands support over 50,000 clients by managing their information systems and anticipating their evolving needs to better connect them to their ecosystems, while simplifying and securing their digital experience. In 2024, inherent group generated over €300 million in revenue and aims to reach €500 million by 2027. www.inherent.fr

About CONEXIO Telecom

Founded in 2017, CONEXIO Telecom is an independent provider of high-speed connectivity and telephony solutions, specializing in internet, UCaaS (Unified Communication as a Service), and related services. It delivers expert support, equipment, and end-to-end service solutions. The company serves 1,000 small and mid-sized public and private sector clients, supporting them in the development and deployment of their network infrastructure and telecom solutions with flexible and high-performance services. www.conexiotelecom.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. With over 25 years of experience and €5.5bn of assets under management, Keensight Capital's team of seasoned professionals leverages their differentiated private equity experience to invest in profitably growing companies generating 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 the management teams providing capital, strategic guidance and operational support. Keensight operates in more than 90 countries across the globe with a presence in Paris, London, Boston, and Singapore. www.keensight.com

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