

## IK Investment Partners acquires stake in B2S Group

**IK Investment Partners (“IK”) is pleased to announce that the IK Small Cap I Fund has acquired a significant minority stake in B2S Group (“B2S” or “the Group”), a leading French player in the outsourcing of customer services management. IK Funds will invest alongside Maxime Didier, founder and majority shareholder of the Group. Financial terms of the transaction are not disclosed.**

B2S Group offers an extensive portfolio of customer experience services, including consulting, telesales, customer services, debt collection and technical assistance, to a large client base. The Group is well positioned to achieve additional growth, already operating 13 contact centres in France, Morocco and Madagascar. In 2015, B2S Group generated revenue of €150 million. The Group employs approximately 6,000 people.

“We look forward to partnering with IK to support the next stage of our growth. Already being a leading player in the French market, we want to expand our geographic footprint and further develop our service offering. With IK’s experience and financial resources, we will ensure our continued success in delivering innovative value-added services to our clients,” says Maxime Didier, CEO and founder of B2S Group.

“B2S has an efficient business model, a diversified client base, a strong management team and is perfectly in line with IK’s investment strategy. IK will support the Group in its expansion as we see potential for consolidation in the French and European markets,” says Pierre Gallix, Partner at IK.

B2S Group represents IK Small Cap I Fund’s fifth investment, following **svt Group** (German provider of passive fire protection and damage control services), **Auxiga** (leader in France and Belgium in inventory pledge services), **TCM Group** (provider of high-end kitchens in the Nordics) and **Touristry** (leading provider of tourism-related services in the Nordics).

### Parties involved:

**IK Investment Partners**- Pierre Gallix, Arnaud Bosc, Caroline Le Hen

**Legal advisor: Willkie Farr & Gallagher** – Eduardo Fernandez, Grégory de Saxcé, Gil Kiener

**Financial advisor: Ernst & Young** – Daniel Benquis, Emmanuel Picard, Erick Uzzan

**Strategic advisor: LEK** – Rémy Ossmann, Gianluigi Indino

**B2S Group** - Maxime Didier

**Legal advisor: MBA** (Jean-Philippe Jacob), **VOLT Associés** (Emmanuel Vergnaud, Aliénor Harel, Stéphane Letranchant, Lucille Pothet)

**Financial advisor: Natixis Partners** - Jean-Baptiste Marchand, Benjamin Giner

**Financial VDD: Deloitte** - Vincent Battle, Alberto Sillero

**Strategy and market VDD: Ernst & Young** - Etienne Coste

**Senior Debt: Société Générale** - Patrick Evin, Florence Juan

**For further questions:**

**B2S Group**

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**About IK Investment Partners**

IK Investment Partners (“IK”) is a Pan-European private equity firm focused on investments in the Nordics, DACH region, France, and Benelux. Since 1989, IK funds have raised more than €7.5 billion of capital and invested in 99 European companies. IK funds support companies with strong underlying potential, partnering with management teams and investors to create robust, well positioned businesses with excellent long-term prospects. For more information, visit [www.ikinest.com](http://www.ikinest.com)