



Paris, 02 March 2017



Capzanine and Raise support Questel in its growth strategy with the acquisition of the US company ITIP

With the support of Capzanine and Raise, Questel confirms its ambitions and expands its range of services with the acquisition of ITIP, a services company delivering significant savings to its clients on their international patent filing costs.

Founded in 1970, Questel is a service provider in the industrial property segment offering research and decision-making solutions. Questel's SaaS (Software as a Service) and consultancy services cover needs across the whole of the innovation life cycle: competitive and technological intelligence, invention capture, prior-art research, freedom-to-operate, and patent and licence portfolio valuation.

Questel works with over 3,000 companies in more than thirty countries and has offices in London, Washington, Tokyo and Beijing. Since 2015, with the support of its partners Capzanine and Raise, the group has stepped up its expansion and completed two build-up transactions, acquiring Intellexir and Gem360 to expand and enhance its product range. In 2016, Questel reported sales of more than 31 million euros.

The acquisition of ITIP, a company specialising in international patent filing which reported sales of 10 million dollars in 2016, is in line with Questel's strategy to provide its clients with tools and services covering all needs related to the different intellectual property life cycles.

ITIP was set up in 2006 by its current manager Tom Quinn, who will remain at the head of the company. It has developed an innovative solution delivering significant savings to its clients on their international patent filing costs. This transaction continues Questel's growth by adding to the range of services it has to offer and extending its reach in the Americas. Questel is expected to generate sales of 45 million euros in 2017 with this new acquisition.

Christophe Karvelis, Founder and Managing Partner of Capzanine, says: *"We are extremely proud to be helping the teams at Questel, a French company with global reach, as they push ahead with their growth plans, by providing strong support and the resources needed to fund this new stage in the group's development"*.

Mathieu Blanc, Partner with Raise, adds: *“With the acquisition of ITIP, Questel has taken an important step in its plan to become one of the world’s leading providers of intellectual property services. Its technological tools, strategic positioning on fast-growing markets and above all its outstanding management team make it a key growth player for the coming years whom we are delighted to be supporting”*.

.....

LIST OF PARTICIPANTS

Transaction arrangers and investors: Questel (Charles Besson, Frédéric Tcherneian), Raise (Mathieu Blanc, Matthieu Dordolo), Capzantine (Christophe Karvelis, Thomas Lafougère)

Mezzanine advice: Agilys Avocats (Pierre Jouglard, Baptiste Bellone)

Legal advice: Kipling (Virginie Marrer)

Strategic advice: Patentopolis (Arnaud Gasnier)

Tax advice: Vacovec (Kenneth Vakovec, Patricia Metzger), SC&H (Lori Burghauser)

Legal advice (Buyer) and Legal, Corporate and Tax Due Diligence: Cameron LLP (Stephen Humphrey)

Financial Due Diligence: Oderys (Thomas Claverie, Julien Passerat)

Debt: BNP Paribas, Banque Palatine, LCL

Legal advice (Banks): Volt Associés (Alexandre Tron)

.....

MEDIA CONTACTS

For **CAPZANINE** - Coralie Vogt: presse@capzantine.com / Tel. +33 (0)6 15 12 40 71

For **RAISE** – Elisa Chenailler: elisa.chenailler@raisefrance.com / Tel. +33 (1) 84 17 27 85