

Paris, 22 October 2021

Press release

WANAO & SENDAO JOIN THE EXPLORE GROUP

Wanao & Sendao join the Explore Group to become the leading French provider of solutions for monitoring calls for tender and managing and filing responses to public markets.

The Explore Group thus makes its 4th acquisition since Activa Capital's entry in a primary LBO concluded in January 2019, aiming to consolidate its expertise and its data / process solutions offer for companies responding to public markets.

Founded in 2001 by its current CEO, Stéphane Labadie, Wanao has developed within the French Tech Pays Basque, located in Bidart near Biarritz (Southwestern France). Its public procurement monitoring and management tools are now used by the largest French and international companies. Wanao monitors all public tenders, regardless of the source of publication, giving access to all announcements concerning works, supply or service contracts. Wanao has become one of the main players in the monitoring and management of public contracts. Every year, nearly a thousand companies renew their trust in Wanao for their tender management.

The Sendao adventure began in 2009. This sister company, which specialises in dematerialised bidding, represents a major technical advance that is still unrivalled today. The service offered by Sendao extends throughout the entire tender response process: handling the entire response procedure, electronic signature and legal archiving.

The group represents a total of 40 employees at Wanao and Sendao, divided between Bidart and Boulogne-Billancourt (Western Paris). Some of the teams will soon join Explore's teams in its Parisian offices.

With this acquisition, Explore completes its 4th external growth transaction since Activa Capital joined in January 2019. This transaction demonstrates the ability of Activa Capital, Explore's reference shareholder, to support entrepreneurial managers in the transformation of growing SMEs and the structuring of external growth operations.

Laurent Nicouleau, Co-founder of Explore, is delighted with this merger: *“The arrival of Wanao & Sendao within the Explore Group enables us to become the leading player in the French market for tender monitoring and management solutions. We share the same high standards and the same level of commitment to our respective clients. Through the complementarity of our expertise, the depth of our offerings and the diversity of our client portfolio, we have the capacity to offer a wide range of unrivalled solutions and to envisage future developments, alongside the other companies in the Group.”*

Stéphane Labadie, founder of Wanao & Sendao, stated: *“The merger with the Explore Group is an essential project for the development and growth of Wanao & Sendao. We are enthusiastically joining a team with whom we share common human values. Our respective paths, as well as the complementarity of our services and our numerous innovation projects, allow us to engage real synergies for the future.”*

Alexandre Masson and Christophe Parier, Managing Partners of Activa Capital, added: *“This new external growth transaction for Explore is in line with our desire to support ambitious founders to help them accelerate their development. The combination of Explore and Wanao & Sendao offers promising prospects for innovation and development for the Group's clients.”*

Participants

Buyers

Explore: Laurent Nicouleau, Philippe Raison

Activa Capital: Alexandre Masson, Christophe Parier, David Quatrepoint, Elliot Thiéblin

Financial Due Diligence: D’Ornano (Raphaëlle D’Ornano, Nicolas Bayle, Corentin Leroy)

Tax, Legal and Social Due Diligence: D’Ornano (Raphaëlle D’Ornano, Yann Auregan, Cécile Auvieux)

Corporate Lawyer: Hogan Lovells (Stéphane Hutten, Florian Brechon, Claudia Reix), IBLF consulting (Safaa Lorabi)

Financing Lawyer: Hogan Lovells (Alexander Premont, Luc Bontoux, Diane Ferriol)

Vendors

Wanao Sendao: Stéphane Labadie, Ludovic Lefebvre

Advisors: Sacha Benichou – RMT Reinhart Marville Torre

Senior Financing

LCL (Karine Ségur), CIC Ouest (Guillaume Colosiez), BNP Paribas (Jérôme Halbert), Société Générale (Hubert de Gérard)

Banks Lawyer: August Debouzy (Laure Bonin, Emmanuel Le Galloc’h)

About the EXPLORE Group

The EXPLORE Group is the leading player in the development of BtoB data intelligence solutions. Grouped around Explore, there are now 5 companies that make up the Group: Gestinnov, Codata, Societeinfo and now Wanao and Sendao. The ambition of the EXPLORE Group is to offer the most extensive BtoB data offering on the French market in order to accelerate the efficiency and commercial productivity of BtoB-oriented companies through Data Driven solutions.

EXPLORE, BtoB Data Intelligence Solutions

Explore produces and enhances descriptive and behavioural data on current events in companies and territories to fuel business development, market analysis and customer knowledge. Explore currently has more than 1,500 clients and over 50,000 users in the Real Estate, Construction, Business Services and Environment sectors.

> Learn more <https://www.explore.fr/>

GESTINNOV, reference integrator of Cloud solutions

Gestinnov is a company specialising in the integration of Cloud solutions in SaaS mode, deploying innovative CRM, ERP and collaborative solutions for small and medium-sized companies and subsidiaries of large groups, within the framework of national and international projects. A Microsoft Gold Partner since its creation, Gestinnov has also focused on the deployment of dedicated CRM + DATA packages to provide its clients with business tools adapted to their sector of activity.

> Learn more <https://www.gestinnov.com>

SOCIETEINFO, first platform offering 360° B2B data

The result of open data and a good dose of technical innovation, Societeinfo offers new possibilities for company sourcing and commercial engagement. With more than 10 million records of companies, associations or freelancers, Societeinfo makes available all legal, financial and web data and contacts of companies.

> Learn more <https://societeinfo.com>

CODATA, data producer for commercial real estate

Codata develops the research tools needed to identify the best retail locations. Codata offers to the professionals of the sector, Retailers, Retail chains, Lessors, Developers and Councils, the data and online tools to answer their daily needs. In particular, Codata produces an exclusive database of retail locations and sites.

> Learn more <https://www.codata.eu/>

WANAO ET SENDAO, for a comprehensive public markets management

Wanao and Sendao offer innovative solutions for the detection, management and dematerialised response to public contracts. Wanao uses automation, data intelligence and an in-depth knowledge of the needs of public procurement candidates to make its customers' daily lives easier. The tailor-made solutions offered by Wanao & Sendao enable economic operators to save time and improve performance throughout the tender process, particularly when dealing with large volumes of activity.

> Learn more <https://wanao.com/> <https://sendao.fr/>

About Activa Capital

Activa Capital is an independent private equity firm, owned by its partners, characterized by a proactive build-up strategy. It currently manages more than €300 million on behalf of institutional investors by investing in French SMEs and ETIs with high growth potential and an enterprise value of between €20 and €100 million. Activa Capital assists them to accelerate their development and international presence.

> En savoir plus <https://www.activacapital.com/fr/>

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DATA & APPS FOR SUCCESS

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