

Laurent & Charras joins Ipsilon thus creating a French Top 3 IP firm, an operation supported by Waterland Private Equity and for Ipsilon its 4th one in 18 months

Ipsilon, a major European Intellectual Property Firm, is thrilled to announce the strategic integration of Laurent & Charras, a prominent French IP firm specializing in Patents, Trademarks, Designs, Copyrights, Contracts and Litigation. This key-operation is supported by Waterland Private Equity, a leading pan-European investment fund known for its proactive support of growth-oriented companies.

Press release

For immediate release

Paris, 24th January 2024

By joining forces with Laurent & Charras, Ipsilon Group totals 250 employees, marking a decisive step forward in the group's development. With a consolidated total revenue reaching almost €80 million, more than thrice the levels reached when Waterland Private Equity entered the group's capital, Ipsilon Group confirms its position as one of Europe's leading Intellectual Property firms. This acquisition considerably strengthens Ipsilon Group's strategic and geographical positions, particularly in the Grand-Est and Auvergne-Rhône-Alpes regions, with the unique aim of bringing even greater value to its customers.

Founded in 1920 and with offices in Lyon, Saint-Etienne, Annecy, Mulhouse and Strasbourg, Laurent & Charras is a renowned Intellectual Property consulting firm. With a team of over 50 employees, including 25 Intellectual Property professionals, its history is closely linked to that of its customers, in particular leading SMEs based in the Auvergne-Rhône-Alpes and Grand-Est regions of France, which it has faithfully supported for many years.

With this merger, the Ipsilon Group furthers its growth strategy with the aim of becoming one of Europe's leading Intellectual Property consulting firms within the next 5 years, protecting and securing the innovations of those who are creating the world of tomorrow.

"Integrating Laurent & Charras strengthens our position in France, particularly with leading SMEs, and enables us to reach a critical size to increase our visibility and attractiveness to international clients, with a significant opening onto the Chinese market", explained Valérie Feray, CEO of the Ipsilon Group.

"As we share Ipsilon's core values of excellence, we are thrilled to be joining this group, and thus contributing together to the construction of a leading European Intellectual Property firm. This is a major step that opens up exciting opportunities and boosts our potential, to the benefit of all our clients and teams," added Stéphane Palix, Chairman of Laurent & Charras.

"This new stage of growth will enable the Ipsilon Group to become one of the Top 3 companies in France and to be ideally positioned to pursue its ambitions for European leadership, while remaining true to the values of excellence and proximity that characterise Laurent & Charras," emphasised Louis Huetz and Pierre Naftalski, respectively Partner and Investment Director of Waterland France.

Waterland Private Equity

Investment team : Louis Huetz, Pierre Naftalski, Oscar Dintilhac, Ahmed Benkirane

Advisors Ipsilon Group

- Legal and social structuring / DD legal / social / fiscal: Racine - Mélanie Coiraton, Bruno Laffont, Edouard Cluet, Xavier Rollet, Fabrice Rymarz, Quentin Cournot, Philippe Rogez, Guillaume Thuleau et Camille Cece
- Financial DD : PWC - Philippe Serzec, Guillaume de Rancourt, Gregor Hary, Arnaud Yguel, Camille Magaud
- Financing: Rothschild&CO - Pierre Pessans-Goyheneix, Thomas Lenoble, Augustin Viellard
- Borrower financing lawyers: Mayer Brown - Patrick Teboul, Marion Minard, Antoine Buisson
- Lender financing lawyers: August Debouzy - Laure Bonin, Emmanuel Le Galloc'h, Augustin Brulon

Advisors Laurent & Charras

- M&A advisors : Lazard - Olivier Le Maire, Guillaume Girardeau and Maxime Bossi Croci
- M&A Lawyers : Noval Avocats - Benoît Chevalier and Marlène Giraud

Banks

- Arkéa banque Entreprise et Institutionnels,
- BNP Paribas,
- BNP Paribas Asset Management,
- BPI France Investissement,
- La Banque Postale,
- Muzinich
- Société Générale

About Laurent & Charras:

Since 1920, Laurent & Charras has been assisting innovative project leaders and companies in all matters relating to industrial property: patents, trademarks, designs, contract engineering and litigation. Laurent & Charras' regional roots are at the heart of its identity, symbolising the proximity and flexibility of a company on a human scale, the foundation of our customers' recognition.

About Ipsilon:

Ipsilon is an Industrial Property Consulting firm specializing in the filing, monitoring, maintenance and defense of all industrial property rights, including patents, trademarks, designs and domain names. Founded in 2001 by Valérie Feray, IPSILON has experienced rapid development in the French market through a dynamic external growth strategy based on alliances with prestigious firms.

About Waterland Private Equity:

Waterland Private Equity is an independent, pan-European investment fund from the Netherlands that supports entrepreneurs in their growth ambitions. Waterland currently manages over €14 billion Assets under Management. Active since 1999, Waterland employs more than 170 professionals operating in 13 offices in 11 countries , and has consistently delivered industry-leading performance, investing in more than 800 companies since its inception. As a signatory of the Principles for Responsible Investment, Waterland develops a sustainable and forward-looking investment strategy.

Waterland Private Equity Investments B.V. is registered as a fund manager in the register maintained by the Dutch regulator AFM (Autoriteit Financiële Markten).

More information : <https://www.waterlandpe.com/>

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