

# Aurignac Finance advises the sale of Airmob Groupe to Altitude, a major telecom player in France

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**Airmob, one of the most innovative and dynamic B2B telecom operators in France, joins the Altitude Group, the leading independent provider of fibre infrastructure and telecom services.**

Since its creation 6 years ago, Airmob has become the undisputed leader in France for 4G/5G connections for stationary applications. The company has become a key player in the usage of large amounts of data (gigabytes and terabytes) and in the connection of remote sites requiring seamless non-wireless internet access for critical applications.

Airmob's data-centric and highly innovative positioning (multi-operator access, SIM card security via fixed IP, unparalleled customer service responsiveness) has enabled it to build a loyal portfolio of high-quality private and public sector customers and to record average annual growth of 60% over the last three years.

Airmob Groupe has recently accelerated its strategic development by becoming a full multi-operator MVNO with its own core network and by offering a value proposition that is currently unique in the market.

The merger with Altitude will further accelerate Airmob's development. Altitude Group specialises in the deployment, operation and marketing of fibre optic networks and is also present in the wholesale business with Coverage and in B2B telecom services with Linkt.

## About Aurignac Finance

Aurignac Finance is an M&A advisory firm providing investment banking services on transactions with enterprise value predominantly between €5m and €150m. Founded in 2004, the firm has been ranked as one of the leaders in its market by Refinitiv for many years. With 13 employees and several sector-specific senior advisors, Aurignac Finance is the French partner of Mergers Alliance, an independent global network of M&A advisors, leader on the segment of transactions valued up to \$500m.

Aurignac Finance has developed expertise in the telecoms sector through its regular involvement in mobile telecoms services, fixed-line connectivity and network infrastructure.

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## Contact Aurignac Finance

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Dorothee Lebarbier, Managing Director of Altitude Group: *"For years, our strength has been to provide the same technical solutions as the historical MNOs with a very high quality of service and strong support. To face their digital challenges, companies need agile partners able to understand their requirements. Now, they can find such a partner at Airmob for the management of their mobile fleet"*.

Arnaud Lecoer, Managing Director of Airmob: *"I am excited to continue to develop Airmob, within a solid telecom group like Altitude. This opportunity will allow us to become a key mobile player in the French B2B market. We will remain focused on our two pillars: the responsiveness of our customer service with D+1 delivery and the technological innovation"*.

Aurignac Finance has been active in the telecoms sector for several years and has provided long-term support to Airmob's shareholders in the context of the group's development. *"Our in-depth knowledge of Airmob's strengths and our understanding of the strategic challenges of its market enabled us to complete a transaction intended to create value for both parties within a very short period of time"*, Jean-René Griton and Stoyan Kostadinov.

#### Main parties and advisors

##### *Sellers:*

**Alate** (Arnaud Lecoer), **Silicon Vallet** (Benoît Vallet), Guillaume Comet

##### *Sellside advisors:*

M&A advisor: **Aurignac Finance** (Jean-René Griton, Stoyan Kostadinov, Pierre Gohon, Théophile Binet)

Legal advisor: **Racine** (Mélanie Coiraton, Elena Pintea, Chloé Giannini, Xavier Rollet, Valérie Gin-Boyer, Arthur Petillo)

Financial VDD: **Eight Advisory** (Fabien Thièblemont, Arthur Huon)

##### *Acquirers:*

**Altitude Group** (Dorothee Lebarbier, Thibaud Lucas, Thomas Bardin, Pierre Ebran)

##### *Buyside advisors:*

M&A advisor: **DC Advisory** (Grégory Roquier)

Legal advisor: **Stephenson Harwood** (Guillaume Briant, Ali Hilass)

Legal DD: **Deloitte** (Arnaud Mabile, Elodie Bailleul)

Financial, tax and employment DD: **Mazars** (Baptiste Faye, Jean Torrent, Camille de Kervenoael)

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