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PRESS RELEASE **28 February 2025**

Strata Partners advises TeamSystem on its acquisition of Clémentine

Strata Partners is delighted to announce that it acted as exclusive corporate finance adviser to TeamSystem on its acquisition of Clémentine, a France-based provider of an AI-powered online accounting platform, which was announced on 28 February 2025.

Headquartered in Pesaro and Milan, Italy, TeamSystem is a leader in Italy in management software for microbusinesses, SMEs, larger companies, professionals and associations. TeamSystem has a growing international presence since entering the Spanish and Turkish markets through acquisition in 2019 and 2023 respectively. Through the acquisition of Clémentine, TeamSystem has gained a direct presence in the French market and has expanded its footprint into the B2B online accounting sector.

Founded by William and Jean-Louis Boiché in 2012, Clémentine is a leading provider in the online accounting sector in France. The company provides customers with interconnected tools and a cutting-edge, AI-powered platform for the management of business, accounting and governance processes. With its proprietary platform and a team of nearly 200 professionals, Clémentine places state-of-the-art technology and human capital at the heart of its business model, which leverages digital marketing and scouting solutions to fuel continuous growth. On the back of its customer base of approximately 10,000 users, the company stands out for its ability to achieve a profitability much higher than the industry average and boasts historical and expected year-on-year organic growth of around 30%.

Strata Partners assisted TeamSystem with an in-depth review of opportunities in the French market of software solutions for SMEs and microbusinesses, which identified Clementine as an attractive opportunity, and then advised on the execution of the transaction.

Claudia De Antoni, Head of M&A at TeamSystem, commented: *"Strata Partners leveraged their existing relationships and deep sector understanding to conduct a full market review and were instrumental in supporting us with our entry into the French market. We would certainly recommend the Strata Partners team".*

This is Strata Partners' fourth successful transaction in the European micro and small business software and fintech sector, following the sale of cloud invoicing and bookkeeping software provider Billomat to aifinyo AG, the sale of invoicing software vendor debitoor to SumUp and the sale of small business neobank Holvi to BBVA.

About TeamSystem

TeamSystem is a leading vendor of business management solutions for microbusinesses, SMEs, larger companies, professionals and associations. TeamSystem accompanies its customers in their digital transformation with a series of innovative solutions - some of which are based on AI technologies - for business management, eCommerce and marketing automation. TeamSystem closed 2023 with a turnover of €851 million - up 22% on the previous year - and employs more than 4,800 professionals, serving around 2 million customers. TeamSystem is majority owned by Hellman & Friedman, with other prominent shareholders including ADIA, CapitalG and Silver Lake.

About Strata Partners

Founded in 2002, Strata Partners is an independent corporate finance partnership headquartered in London that provides buy side and sell side mergers & acquisitions advice and capital raising services to technology and science-enabled businesses across the globe. Learn more about Strata Partners at www.strata-partners.com.

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