

# **In'Tech Medical and Eurazeo PME Join Forces to Accelerate Time-to-Market**

**June 13, 2017**



**avicenne  
MEDICAL**

INFORMATION FOR GROWTH

*Advisors to the buyers: Strategic Due Diligences*

**[www.avicenne.com](http://www.avicenne.com)**



PARIS – Avicenne Medical advised Eurazeo PME on the acquisition of 80% of InTech Medical’s capital from TCR Capital, majority shareholder of InTech Medical since September 2012.

Founded in 1999, InTech Medical manufactures orthopedic surgical instruments for spine, knee, shoulder and hip surgeries. With a current staff of 500 employees, the InTech Medical group owns two French production sites (Rangs-du-Fliers in the north of France and Toulon in the south), another in the USA (Athens, Alabama) and one Malaysia (Penang). With two-thirds of its sales generated in the US market, InTech Medical is a key international player. In 2016, its revenues topped 55M€ with an average annual growth rate of 15% over the past 15 years. The InTech Medical group also acquired the American company, Turner Medical in 2015, and the Malaysian company, Ortho Solutions in 2016.

The Paris-based Avicenne Medical team, advising Eurazeo PME on the Strategic Due Diligence aspects of this transaction, was led by Ali Madani and Christophe Pillot.

.....

#### **PARTIES INVOLVED IN THE OPERATION:**

- › **Investors: Eurazeo PME** - Emmanuel Laillier, Paul Vaissié, Raphaëlle Faibis,
- › **Investors’ advisors (Strategic Due Diligences): AVICENNE Medical** - Ali Madani, Christophe Pillot,
- › **Investors’ advisors (Legal): Paul Hastings** - Guillaume Kellner, Olivier Vermeulen, Allard de Waal, Sébastien Crépy, Stéphane Henry,
- › **Investors’ advisors (Financial Due Diligences): PricewaterhouseCoopers** - Guillaume Lorain, Olivier Lorang, Charles Fouchault,
- › **Investors’ Tax advisors: Arsene Taxand** - Frédéric Teper, Olivier Janoray,
- › **Investors’ Insurance advisors: Satec** - Pierre Le Morzadec, Stéphane Arseau,
- › **Investors’ Environment advisors: KPMG** - Nicolas Cottis, Jéhan Berbain,
- › **Vendor legal advisors: Dechert** - Bruno Leroy, Charles Cardon, Xavier Leroux, Damien Fenard, Chahinez Meddeber, Pierre-Emmanuel Floc’h, Judith Malka. **Goodwin** - Pierre-Louis Sévegrand-Lions, Mathieu Terrisse,
- › **Debt providers: Capzanine** - Laurent Bénard, Guillaume de Jongh. **Barings** - Alice Foucault, Benjamin Gillet.

#### **About AVICENNE Medical**

Since 1990, Avicenne Medical team members have been working within the medical device industry on strategic and operational studies. They have advised major players in this industry on development strategy and implementation, technical and economic appraisals as well as mergers and acquisitions. Avicenne has also advised multiple Private Equity firms on acquisitions (US\$ 50M+ value) and build-up. Additionally, Avicenne have worked as advisors for small & medium-sized companies on entry strategies for new markets, adjacencies or new geographic territories as well as business model improvements and partnership strategies. Globally, Avicenne has been involved in more than 450 projects for 200+ customers in the Medical Devices Industry. Avicenne has published several annual surveys including “European Orthopaedic Market 2016-2021” or “Worldwide Orthopaedic Contract Manufacturing market 2016-2021 and top 100 supplier profiles”. Ali Madani founded AVICENNE in 1992 and he is the speaker and chair at several medical device conferences worldwide. In 2005, he founded “IMPLANTS”, a medical device industry conference and exhibition, which he has chaired ever since.

Contact: [a.madani@avicenne.com](mailto:a.madani@avicenne.com)