



Paris, September 29th, 2021

**Adista and unyc, with the support of Keensight Capital,  
sign an exclusive agreement to combine and  
accelerate their growth strategy**

**Adista and unyc announced today the signing of an exclusive agreement inaugurating a strategic partnership. The proposed combination unites within a new group France's leading alternative B2B cloud and communications operator and a major player in the indirect sale of telecom services. As early as the 2021 calendar year, the combined group of 900 employees will generate revenues of €220 million.**

Together, Adista and unyc aim to generate revenues of €500 million by 2025 and to position themselves as the leading competitor to established cloud and telecom operators. Within the new group, each company will retain its own business. Adista will focus exclusively on direct sales under the Adista, Waycom and Fingerprint brands, while unyc will concentrate its activity on indirect sales - white label and distribution.

Damien Watine will continue to manage unyc whilst also becoming a shareholder in the new group, which will be majority-owned by the investment fund Keensight Capital and chaired by Patrice Bélie. M. Watine will also fully participate in the strategic discussions and choices of the new company as member of the management and supervisory committees.

*"Doubling down on the recent launch of our cloud offerings, unyc will offer all of Adista's services to its resellers. Our partners will see their offerings expanded – notably through access to 11 local datacenters, healthcare hosting and cybersecurity services – and thus directly benefit from this partnership"*

**Damien Watine, Founder of unyc**

*"Adista's business will gain in agility and so increase the value it brings to its customers, thanks to the automation of business processes enabled by the Atlas platform, developed by unyc. As employers, we will grow together the career paths available to all our employees across France"*

**Patrice Bélie, CEO of Adista**

*"This merger will strengthen the coverage of the cloud and B2B communications market and underscores the attractiveness of the corporate digitalization market"*

**Stanislas de Tinguy, Partner at Keensight Capital**

The actual implementation of this operation is still subject to consultation with unyc's labour representative bodies.

### **About Adista**

As a Hosted Services Operator, Adista is positioned in France as the leading alternative B2B cloud and telecoms operator and the specialist in IT and voice services. Adista's strength lies in its ability to combine the expertise of a hosting provider, telecommunications operator, enterprise IT specialist and application developer. The company's success is based on its end-to-end control of service quality, its hybrid vision of the information system and its ability to deliver IT services and broadband technologies throughout France. After the acquisition of Fingerprint in 2020 and Waycom in 2021, Adista had revenues of €153 million for the year ended December 31, 2020, with 35 branches and 720 employees. [www.adista.fr](http://www.adista.fr)

### **About unyc**

Founded in 2004 by its president Damien Watine, unyc has become in 15 years a key player in the indirect sale of telecom services in France.

Unyc relies on an ecosystem of 1,000 partners, white label resellers and distributors, who meet the digital challenges of companies and local authorities.

Through its multi-services platform Atlas, Unyc enables these partners to market connectivity, telephony and collaboration offers in complete autonomy. Unyc in 2021: 55 million euros in revenues, 137 employees, 380,000 users and 1,000 partners. [www.unyc.io](http://www.unyc.io)

### **About Keensight Capital**

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €300 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. [www.keensightcapital.com](http://www.keensightcapital.com)

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