

# Portfolio news

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## SCALIAN Group announces the integration of the German consulting company TAGUERI

SCALIAN has acquired a majority stake in TAGUERI, a German consulting company specialized in technology, project, and process management.

Together SCALIAN and TAGUERI will complement and extend their range of services, their market position in Germany and will also offer new value creation opportunities to their customers in Europe as well as extended and global development opportunities across the group to their consultants.

TAGUERI is an innovative consulting and implementation partner to its clients, primarily in the Automotive and Aeronautics sectors with 300 consultants specialising in Business Process Management, Agile, Digital Transformation, Project Management and Systems Engineering Management. Leveraging the benefits of TAGUERI's history and its well-recognized track record, SCALIAN and TAGUERI will join forces and business offerings, to reach together a critical size in Germany and develop their combined robust client portfolio on a global scale. With this combination, the new SCALIAN Group activity in Germany will reach up to 40 million euros of revenue and a team of 450 employees in 2020.

SCALIAN is carrying out this transaction as part of its strategic development project supported by its shareholders COBEPA and ANDERA, with the ambition to reach 500 million euros in revenue, 40% of which will be achieved outside France by 2024. This development plan is focused on investing and innovating in its 3 core areas of expertise, Strategy & Transformation, Digital Systems, Operations Performance. Together with TAGUERI, SCALIAN is made up of 3000 consultants in 9 countries and delivers 270 million euros of revenue.

After the acquisition, TAGUERI will keep its well-recognized brand. Its executive board led by Sebastian Küpper and Dirk Weinelt will become the bridgehead of the SCALIAN-TAGUERI development in Germany.

In close collaboration with the TAGUERI management team, Stéphane Garo (Scalian international COO) and Fabrice Savalle (Scalian Europe SVP) will focus on enhancing synergies between TAGUERI and SCALIAN, while leveraging the Group 3 core areas of expertise.

## Expanding Scalian's German footprint

"We are delighted to be joining forces with the TAGUERI team, whose exceptional track record and innovative approach, combined with SCALIAN's capabilities, customer-centric mindset and global client portfolio, will allow our Group to assist our European clients in a seamless manner, and remarkably enhance business development opportunities. The integration of TAGUERI is part of our ambitious development strategy undertaken in March 2019 with the arrival of COBEPA as the new majority shareholder alongside ANDERA. This transaction allows SCALIAN to cover 2 objectives of its external growth strategy: (i) enhancement of group expertise and service offerings in Business Management consulting and Digital Transformation, (ii) intensifying the international development of SCALIAN. We particularly appreciate the shared vision and ambition of TAGUERI's management, and the company's strong entrepreneurship culture, placing human values and business expertise at the heart of our actions for our customers and our teams. Finally, in Germany, together with TAGUERI, we will have a combined staff of 450 consultants in 2020. With an improved position in the Automotive industry, we will be covering more market sectors together and leveraging our offerings in digital systems and operations performance to widely develop our position in the German market. This operation will be followed in 2020 by other acquisitions in Europe and North America, with the same spirit of partnership, while continually focusing on in-house value creation that will create career development opportunities for our teams, and more value for our customers through SCALIAN end-to-end global capabilities." Yvan Chabanne, CEO of the Scalian Group

## A driver of global growth and diversification

"TAGUERI is built on people, team spirit, entrepreneurship and performance. The core of our business, based on strong values, has always been twofold: (i) to provide real value and solutions for their most relevant challenges to our customers, (ii) to be the right place for our team to discover, grow and unleash their ideas and potentials. With SCALIAN Group, we found the perfect partner to go further on this way and realise together the next evolution: extend competence, capacity and local presence for our customers and open the doors to a much bigger, international and cross sectional network of knowhow and cooperation to our team. The strengths of an international group as SCALIAN combined with TAGUERI capabilities give us the capacity to accelerate our development of key competences and new offers in areas as Agile, Digital Transformation, Safety and Security, New Work / New Organisations, Autonomous Vehicles and other key topics for the future of our industries.

We are looking forward our new mission to form a strong German pillar within SCALIAN by leveraging our competences and spirit, with the ambition to establish a German leader consulting firm." Sebastian Küpper, Chairman of Executive Board, Tagueri AG

## About TAGUERI:

Founded in 1994 as an engineering service provider, build on local responsibility for best customers proximity, TAGUERI now has more than 300 experts at 11 sites in Germany and eastern Europe. The company has developed strong relationships with 100 relevant customers in the automotive and the aerospace industries. TAGUERI is a partner for consulting and implementation in technology, project, and process management. Its interdisciplinary team offers decades of experience across multiple industries and excels in organizational development, product innovation, and process optimization. TAGUERI has delivered 26 million euro of revenues in 2019.

Locations: 7 offices in Germany (Hamburg, Wolfsburg, Cologne, Stuttgart, Munich, Ingolstadt, Friedrichshafen) and subsidiaries in Slovakia and Hungary.

[www.tagueri.com](http://www.tagueri.com)

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