

# MEDTECH GROUP

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COUNTRIES	→ Morocco, Sub-Saharan Africa and Europe
BUSINESS FOCUS	→ Information Technology (IT) and Telecom services
INVESTMENT DATE	→ May 2016
INVESTMENT FUND	→ Mediterranean Capital II
COMPANY TYPE	→ Mid-Cap (At investment)

## THE COMPANY

Founded in 1989, MedTech Group offers comprehensive IT and Communications Technologies (ICT) services through partnerships with leading international service providers and software editors such as Oracle, IBM, Cisco and Alcatel-Lucent.

Through its 12 subsidiaries, MedTech delivers a wide range of products and services including Business Intelligence, ERP Business Solutions, Banking and Financial Solutions and Services, Systems Engineering, Consulting, Telecommunication Solutions Integration, Systems Architecture Integration, Payment Systems Integration, IT Training Services, Digital Transformation, Security and Mobile Solutions.

Over the last 20 years, the group has implemented a successful acquisition strategy that successfully integrates new companies and businesses. Six acquisitions were completed between 2000 and 2015 and four other acquisitions were added in 2016 and 2017, in Europe and Morocco, enabling the group to expand its reach to cover the entire spectrum of the IT value chain.

## VALUE CREATION

Through these acquisitions and its continued focus on R&D, MedTech Group has become a major player in the rapidly growing "Fintech" industry in Africa. As well as having a consolidated position in Morocco, the company has gained a strong presence in France, Benelux and Sub-Saharan Africa.

As business started to grow, MedTech's client base and operations spread out geographically introducing more complex business structures. At that time, Mediterranean Capital Partners and the group's management team turned their attention to structuring the finance and commercial departments to support growth.

## ESG ACTIONS

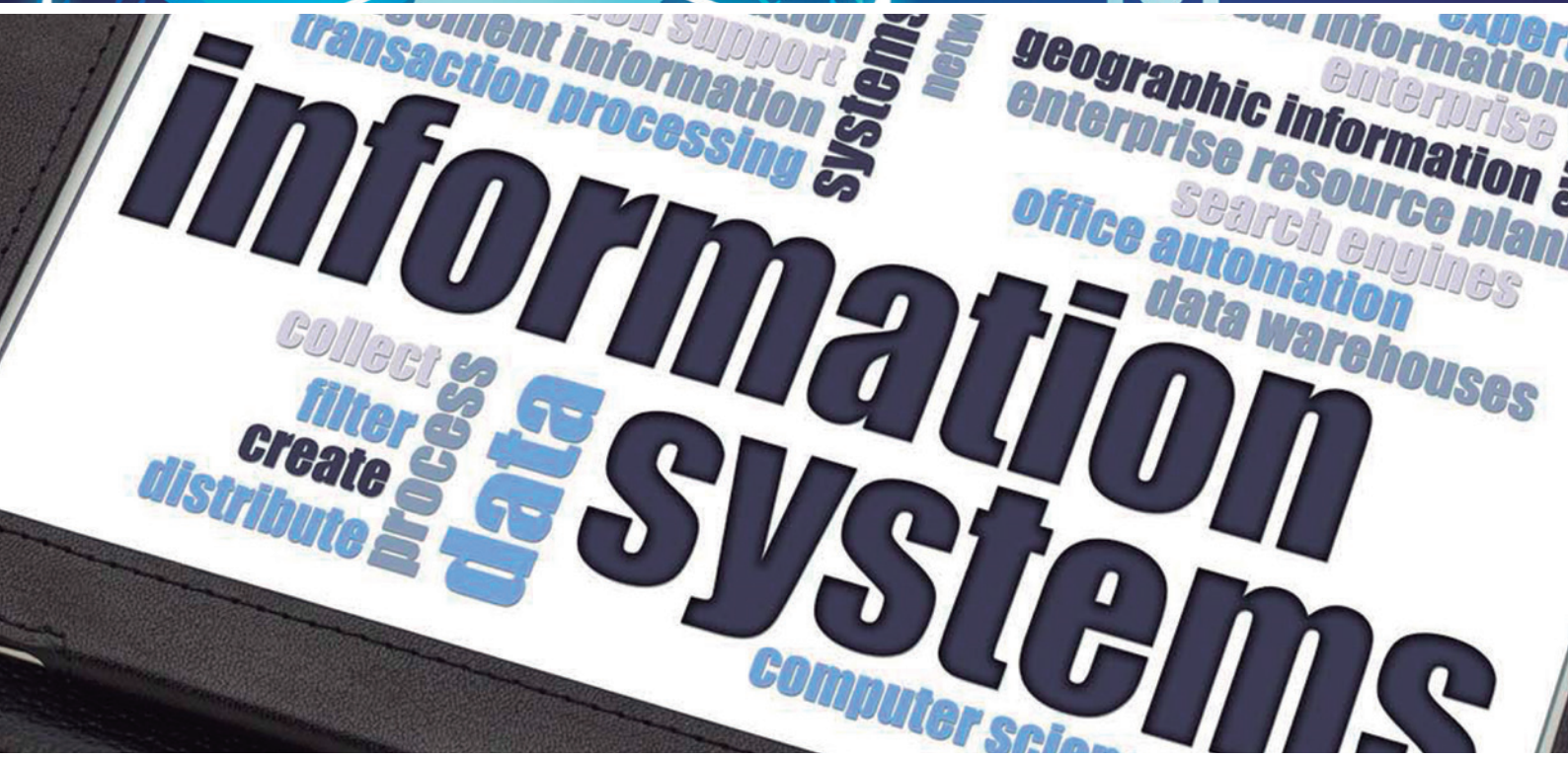
One of MedTech's missions is to reduce the gap between those with access to Information and Communications Technologies and those without. As well as being a social issue, this gap can also take other forms such as lower performance hardware, slower or expensive internet connections, difficulty in obtaining technical assistance, limited access to subscription-based contents or banking services, etc.

Accordingly, MedTech's strategy focuses on providing access to proven technology solutions across several African countries. However, IT has an indisputable impact on the environment, so the group has adopted a sustainable policy that tackles IT asset management and disposal and encourages and helps its clients to do likewise.

This policy includes the purchase of energy-efficient desktop computers, laptops, servers, etc. as well as managing the power consumption of this equipment. It also provides for the environmentally safe disposal of this equipment through recycling or donation at the end of the IT equipment's lifecycle and forbids its disposal in landfill, where the toxic substances it contains can leak into groundwater, cause water and air pollution and eventually affect humans and wildlife.

MedTech also works with many of the major hardware manufacturers who offer free takeback programmes. The group applies the same policy with its clients.

These actions have had the added benefit of increasing Medtech's employee retention and recruitment rates among its generally young engineers, who tend to be environmentally conscious and consider it a differentiator to work for a "green" group.



“Medtech’s leading position and comprehensive offering of integrated ICT business solutions place the Group in the ideal position to capture the expected market growth in Morocco and the rest of Africa. Partnering with Mediterrania Capital Partners, with its strong value creation model, has been key to achieving our expansion plans.”

SAID RKAIBI, CEO AND FOUNDER OF MEDTECH GROUP

REVENUES 2020 (€)

€91 million

118% workforce  
growth since 2015