

MEDTECH GROUP

<i>Countries</i>	→ Morocco, Sub-Saharan Africa and Europe
<i>Sector</i>	→ Information and Communication Technologies
<i>Business focus</i>	→ ICT system integrator
<i>Key figures 2015</i>	→ € 78 million in revenues; 450 employees
<i>Investment date</i>	→ May 2016

THE COMPANY

Medtech Group is Morocco's leading ICT business system integrator incorporating solutions from corporations such as Oracle, Microsoft, NCR, Alcatel-Lucent, Cisco, EMC and IBM.

With 25 years of experience in the ICT industry, nowadays Medtech Group is operating in the software, hardware and middleware infrastructure, payment solutions, and telecom and network systems sectors in addition to its historical horizontal and vertical Enterprise IT solution integration business.

Through its specialised subsidiaries, Medtech Group is able to partner with any business in all phases of the development cycle. This partnership includes the design, development, maintenance, hosting, and optimisation of its clients' solutions as well as the training of their staff.

With over 400 customers, Medtech Group has developed recognised expertise around Information and Communication Technologies in various industries (finance, industry, administration, services, etc.).

Over the past three years, Medtech Group has conducted a proactive acquisition strategy, acquiring several companies with the objective of widening its portfolio of added value services. The Group recently acquired a significant stake in S2M, the leading electronic money solution provider in Morocco, which is listed on the Casablanca Stock Exchange. Through these acquisitions and its continued focus on R&D, Medtech Group aims to become a major player in the rapidly growing "Fintech" industry in Africa.

Besides having a consolidated position in Morocco, the Group also has a strong presence in France, Benelux and Sub-Saharan Africa.

THE ROLE OF MEDITERRANIA CAPITAL PARTNERS

Mediterrania Capital Partners has supported Medtech Group in the financing and integration of its acquisition strategy, assisting during its negotiations, due diligence work and synergies integration following a number of acquisitions undertaken shortly prior to the acquisition.

Additionally, Mediterrania has helped define and implement a diligent budgeting process strongly linked to the strategic process.

Medtech Group's team has put together a solid strategic plan whose execution has been supported by Mediterrania Capital Partners, introducing a strong governance process especially related to the various integration programmes.

THE FUTURE

The strategic plan of Medtech Group has set a number of milestones for the product services and geographical expansion required to complete the Group's acquisitions. Today Medtech is delivering on all its objectives, increasing its customer range and product portfolio.

In the next 3-5 years, Medtech should be able to offer one of the most comprehensive ranges of ICT products and services on the African continent.



“ 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, with its strong value creation model, has been key to achieve our expansion plans. ”

Said Rkaibi, CEO and Founder of Medtech Group



Revenues 2015

€78 million



Worforce 2015

450 employees