

ASTELLIA BEYOND THE NETWORK

Astellia to acquire Ingenia Telecom Blueprint acted as Buy-Side advisor of the transaction

PARIS, GENEVA – February 20th, 2014 - Blueprint a leading European corporate finance boutique focusing exclusively on High Tech and Media industries, today announced the acquisition of Ingenia Telecom by Astellia. Blueprint acted as advisor of the Acquirer.

Astellia is a leading provider of network and subscriber intelligence for mobile operators and is recognized as a worldwide RAN champion thanks to its probe-based, vendor-independent, real-time monitoring and troubleshooting solutions.

Founded in 2007 and based in Valencia (Spain), Ingenia Telecom has developed innovating technologies to optimize 2G, 3G and 4G networks and have rapidly been recognized as a leading telecommunications player in the Spanish and Latin American market.

With this acquisition, Astellia completes its E2E offering with Ingenia Telecom's probeless RAN and SON optimization solution and will bring these solutions to its large worldwide customer base. Technological and commercial synergies will quickly be implemented and initial customer contacts offering the complementary solutions are already underway.

Thus Astellia is now ideally placed on this SON and RAN optimization growing market (\$1 billion in 2015, compared to \$700 million in 2013 – source IDC).

Eric Plantier, Blueprint Partner in charge of the transaction commented “cultural similarities, product complementarities and commercial synergies helped us design with Astellia management a mutually beneficial transaction”.

This new transaction underlines Blueprint expertise in Telecoms and in the QoE in particular, a highly strategic segment at a time operators invest heavily in their networks to capture and serve the fast development of the mobile internet.

About Blueprint - Blueprint is a European corporate finance boutique focusing on Technology, Media and Telecom industries. With a team based in Paris and Geneva and a network of partners in Silicon Valley and Asia, Blueprint advises high growth companies on Mergers & Acquisitions and Fundraisings. Thanks to its broad international experience in the TMT sectors, the Team has delivered more than 50 successful transactions, ranging from 1 to 40m€.

[For more information](#)

Eric Plantier – Partner – ep@blueprint.pe

Marc Chancerel – Partner – mc@blueprint.pe