

# ARDIAN



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FOR IMMEDIATE RELEASE:

## **Ardian to Acquire Stake in Ariane Systems**

**Paris, May 20<sup>th</sup> 2015** – Ardian, the independent private investment company, today announces the acquisition of a minority stake in Ariane Systems, the leader in self check-in technology solutions for the hospitality industry, for €3 million. Ardian's investment will allow the founders of Ariane Systems to regain control of the group, and will provide a partner to accelerate the firm's international expansion.

Founded in 2001 by Laurent Cardot and Michel Lavandier, Ariane Systems provides hotels with innovative tools to improve their customer experience. It provides online software to streamline the check-in and check-out process, along with self-service kiosks and keycard dispensers.

Through its subsidiaries, the company has an existing presence in Europe and the United States, supplying more than 2,500 sites in 20 countries.

Ariane Systems' products can be used with the majority of other industry providers' technology, including hotel management software (Oracle Micros, Protel, Infor, Cenium...), magnetic card and RFID access control systems (VingCard, Kaba, Onity, Salto...), payment systems (Verifone, Ingenico, Six Card...) as well as with a range of other applications centered around concierge services and upselling (Iris, Runtriz, Nor 1, Guest Driven...) where Ariane is developing partnerships.

Online service and the broader client experience are both key challenges for major hotel groups. Ariane Systems partners with groups such as the Louvre Hotels Group, (Campanile, Premiere Classe, Kyriad, Golden Tulip...), Mövenpick, B&B and Scandic as they seek to differentiate their service and innovation provision.

Laurent Cardot, Managing Director of Ariane Systems, said: “We found in Ardian the partner that we were looking for to help us develop our offer and international positioning. With the support of their expertise and network, we are able to move to the next stage in our company’s growth plan. We are looking to capitalize on underlying trends in the hospitality market, focusing on consumers’ ever-changing demands, notably toward a focus on personalization of offers, mobility and self-service.”

Laurent Foata, Head of Ardian Growth, Managing Director, said: “We are delighted to work alongside Ariane’s founding team. We are sure that this partnership will allow the group to enter a new phase of growth and will increase its international footprint.”

**About Ariane Systems** | Ariane Systems is the world’s leading provider of self-check-in / check-out technology solutions for the hospitality industry. Founded in 2001 by Michel Lavandier and Laurent Cardot, Ariane now has more than 2,500 installations running at hotel properties in over 20 countries. Numerous hotel chains utilize Ariane’s electronic kiosk, mobile and web solutions to streamline the check-in/out process. These include B&B Hotels, Choice Hotels, Scandic, Mövenpick, Park Inn, Radisson Blu, and Louvre Hotels among others. With corporate headquarters based in Paris, France, Ariane Systems maintains regional offices in North America, UK, Germany, Spain, Benelux, Scandinavia, and the Middle East. For more information, please visit [www.ariane.com](http://www.ariane.com).

**About Ardian** | Ardian, founded in 1996 and led by Dominique Senequier, is an independent private investment company with assets of US\$50bn managed or advised in Europe, North America and Asia. The company, which is majority-owned by its employees, keeps entrepreneurship at its heart and delivers investment performance to its global investors while fuelling growth in economies across the world. Ardian’s investment process embodies three values: excellence, loyalty and entrepreneurship. The employees of Ardian form the largest group of shareholders. Indeed 80% of them have chosen to invest in the company, reflecting their confidence in the strategy implemented by the management team. Ardian maintains a truly global network, with more than 350 employees working through ten offices in Paris, London, New York, Beijing, Frankfurt, Jersey, Luxembourg, Milan, Singapore and Zurich. The company offers its 355 investors a diversified choice of funds covering the full range of asset classes, including Fund of Funds (primary, early secondary and secondary), Direct Funds including Infrastructure, Expansion, Mid Cap Buyout, Ardian Growth, Co-Investment and Private Debt.

#### **Parties Involved:**

##### **Ardian**

- Ardian: Laurent Foata, Alexis Saada
- Legal advisor: Lamartine Conseil (Fabien Mauvais)
- Audit: KPMG (Antoine Bernabeu)

##### **Ariane**

- Ariane: Laurent Cardot, Michel Lavandier
- Legal advisor: Cleach (Cyrille Decavele)
- Financial advisor: Financière Cambon (Morgann Lesné, Edwina Bassil)