

## **Circet and KN Group to create market leader in telecom infrastructure services**

**Dublin and Paris, XX November 2018** – Circet, France's leading telecommunications network service provider and KN Group ("KN"), a leader in the telecommunications network services market in Ireland and the UK, today announce a merger that will see the enlarged group become a major force in European telecom infrastructure services.

The combination of the two businesses will create a diversified player in European telecom services, offering full turnkey solutions across all network technologies in France, the UK, Ireland, Germany, Morocco and the Caribbean. It is anticipated that the company will generate sales in excess of €1.1bn in 2018.

Circet and KN already individually service numerous major network operators, and through this partnership will further increase the scale and expertise offered to their clients. The sharing of best practices across the group will further help improve the services provided to the group's existing and new customers. The group will retain both historical brands and management teams in their respective home markets.

Philippe Lamazou, Chief Executive Officer at Circet, commented: "This is a transformative development for our company which will see Circet consolidate its position as the leading telecommunications outsourcing partner in Europe. We look forward to sharing know-how and best practice across our teams and further enhancing the solutions we can provide to our client base. With an expanded offering and geographical footprint, we are very well-positioned to capitalise on the significant growth opportunities we see across markets, underpinned by the stellar growth in data consumption, extensive fibre deployment plans and the continued international investment in mobile networks. We are very pleased with this first step in our European expansion strategy. We very much welcome Donagh and his team into the Circet group, and look forward to continuing our expansion into new geographies"

Donagh Kelly, Chief Executive Officer at KN Group, commented: "KN's growth has been built on the hard work and loyalty of our staff, contractors and clients. I would like to sincerely thank all who have played a part in helping to establish the business as it stands today and look forward to its continued evolution in partnership with Circet under my leadership. We now have a platform from which to undertake some of the most ambitious network roll-out plans ever seen in Ireland, the UK and internationally."

Michael Ogrinz, Partner at Advent International, added: "This first major step outside France for Circet just a few months after our initial investment is a great example of how our international network here at Advent can help bring together the best companies in a given sector. Circet and KN together will become Europe's foremost telecom services company, and we very much look forward to continuing to help it achieve this objective."

Circet was acquired by Advent International, one of the largest and most experienced global private equity investors in April 2018. Following the acquisition of KN Group, shareholders of Circet will consist of Circet's management team, KN's management team and Advent International.

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**About Circet**

Circet ([www.circet.fr](http://www.circet.fr)) is the number one provider of telecom infrastructure services in France, with annual revenues approaching €800m. Circet provides a wide range of services, including engineering, deployment, installation and maintenance services to telecom operators, covering both mobile and fixed technologies. Based in the south of France (near Toulon), Circet operates a network of c.75 local branches ensuring full coverage of the French territory, employs c. 3,200 people and works with more than 2,000 subcontractors. Circet's customer base includes all of the major players within the French telecoms industry, including all of the French national telecommunications operators, local authorities and specialist rural deployment players, equipment manufacturers, tower companies, utility companies and the French government.

**About KN Group**

KN is a €350 million turnover specialist utilities services provider ([www.kngroup.com](http://www.kngroup.com)). The company employs more than 2,500 people and provides services to clients including Eir, Vodafone, Sky, Virgin, BT, ESB and the London Underground. Established in 1975 it has built an ever-growing portfolio of specialist utilities services across telecoms, transport infrastructure, power and multimedia installation. In the last 15 years the Group has achieved staggering growth in both the UK, Ireland and international markets including Africa, India and the Caribbean.