



2013-R080

Joint Announcement

NTT Communications Corporation

Arkadin International SAS

AXA Private Equity

August 5, 2013

## **NTT Com to Acquire a Maximum 91.2% Stake in Arkadin**

TOKYO, JAPAN and PARIS, FRANCE - NTT Communications Corporation (NTT Com), Arkadin International SAS (Arkadin) and AXA Private Equity jointly announce today that they have entered into exclusive negotiations over NTT Com's acquisition of a majority stake in Arkadin, the world's third-largest collaboration service provider<sup>1</sup>. The agreement will be implemented after the necessary notification and consultation with the relevant works council. The management of Arkadin will reinvest alongside NTT Com. The agreement remains subject to the authorization of the antitrust authorities.

Arkadin offers a wide range of conference-related solutions covering audio, web, video conferencing and unified communications services. It serves approximately 37,000 customers in 32 countries, including France, Germany, the UK, USA, Australia, China, Singapore and Japan. The company was launched in 2001 by CEO, Olivier de Puymorin.

Since AXA Private Equity's investment in 2012, Arkadin has experienced double digit revenue growth and has been able to reinforce its leading market position through a number of significant developments, including the acquisition of video conference specialist, Novasight.

To date, NTT Com's customers have been seeking to lower their costs and streamline operations by integrating internal communication tools with NTT Com's Arcstar Audio Conferencing, Arcstar Web Conferencing, Arcstar Video Conferencing and cloud-based Arcstar UCaaS unified communications service. NTT Com, under its Global Cloud Vision, is leveraging its strengths as a major telecom operator to deliver innovative Global

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<sup>1</sup> A collaboration service provider is a company that provides a full range of services and solutions using audio, web and video channels to enable organizations to communicate with each other remotely.



Total ICT Outsourcing services that meet customers' total cloud-based and other ICT needs.

Toru Maruoka, Senior Vice President, Voice and Video, at NTT Com said: "With the acquisition of one of the fastest growing players in the industry, NTT Com reaffirms its ambition to develop services in the collaboration business for all of its partners and clients across the world. Arkadin's global seamless customer service and infrastructure will strengthen NTT Com's offering in both global conferencing services and total solutions, incorporating unified communications."

Olivier de Puymorin, CEO of Arkadin, commented: "I would like to thank François Jerphagnon, his team at AXA Private Equity, all the Private Equity funds and Friends & Family for their great support in helping to develop Arkadin since its inception. Now, Arkadin will enter a new development phase, with the support and industrial expertise of NTT Com, to continue to serve our clients and partners throughout the world."

François Jerphagnon, Managing Director at AXA Private Equity, added: "Following our initial investment, we are proud to have worked together with Arkadin to support its ambitious growth strategy using our global network and operational expertise. Arkadin, under the strong management team led by Olivier de Puymorin, is a true role model for other French firms seeking international growth."

Ends

### **About NTT Communications Corporation**

NTT Communications provides consultancy, architecture, security and cloud services to optimize the information and communications technology (ICT) environments of enterprises. These offerings are backed by the company's worldwide infrastructure, including leading global tier-1 IP Network, Arcstar Universal One™ VPN network reaching over 160 countries/regions, and over 140 secure data centers. NTT Communications' solutions leverage the global resources of NTT Group companies including Dimension Data, NTT DOCOMO and NTT DATA.

Further information:

[www.ntt.com](http://www.ntt.com) | [www.twitter.com/nttcom](https://www.twitter.com/nttcom) | [www.facebook.com/nttcomtv](https://www.facebook.com/nttcomtv) |

<http://www.linkedin.com/company/ntt-communications>



### **About Arkadin**

Founded in 2001, Arkadin is one of the largest and fastest growing collaboration service providers in the world. With a vision rooted in the belief that progress emerges from people's desire to share, Arkadin offers a complete range of remote audio, web, and video conferencing and Unified Communications solutions. The services are delivered in the SaaS model for fast, scalable deployments and a high ROI. Its global network of 51 operating centers in 32 countries has dedicated local-language support teams to service its 37,000 customers.

Further information : [www.arkadin.com](http://www.arkadin.com)

### **About AXA Private Equity**

AXA Private Equity is a world leader in private equity, with assets of \$32 billion managed or advised in Europe, North America and Asia. The company offers its investors a wide choice of funds covering the full range of asset classes: Funds of Funds (primary, early secondary and secondary), Direct Funds including Infrastructure, Small and Mid-Market Enterprise Capital, Innovation & Growth, Co-Investment and Private Debt.

With offices in Beijing, Frankfurt, Jersey, London, Luxembourg, Milan, New York, Paris, Singapore, and Zurich, AXA Private Equity is committed to supporting companies in their long term growth by providing access to its international network. AXA Private Equity sets great store by the regularity and quality of its reporting on the performance of its funds and the performance of the companies in its portfolio, as a service to its investors.

AXA Private Equity, Global Investments the European way [www.axaprivateequity.com](http://www.axaprivateequity.com)

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