



Press release

## **Extens sells its stake in Teranga, completing a second strategic exit in 2024**

**Paris, December 11, 2024** - Extens, the dedicated European software investor for healthcare, announces the sale of Teranga to Orisha, a European software publisher serving the healthcare, real estate, retail, construction, and agrifood sectors, supported by Francisco Partners and TA Associates. With Extens' support, Teranga has established itself as a key player in the French medico-social sector.

### **A Success Story in the Medico-Social Sector**

Based in Paris and employing nearly 150 staff, Teranga has developed a comprehensive and user-friendly SaaS software suite designed for nursing homes, senior residences, disability care structures, child protection structures, special needs structures, integration and emergency housing. Today, the software is used by over 5,000 institutions.

A leader in its historical market segment for elderly care facilities with its flagship solution NetSoins, Teranga has expanded its offerings to include disability care facilities with NETVie. This solution centralizes all data related to resident care, including personalized care plans, activity planning, educational and medical records, and prescriptions.

Leveraging its specialized platform for patient care management, Teranga has developed complementary modules and ERP solutions addressing all essential needs of medico-social structures. These include NetContact for admission management, NetFactu for administrative and billing management, and NetPlanning for staff scheduling. These solutions are designed to meet the needs of caregivers, patients, and their families comprehensively.

### **Strong and Steady Growth with Extens**

Extens joined Teranga's capital in June 2018, alongside its founder and Bpifrance, with the aim of consolidating its leadership position in management software for nursing homes while diversifying its offerings into the disability and homecare sectors. During this period, Teranga's revenue grew by 3x, reaching nearly EUR 25 million in 2024.

### **A Recognized Specialist Model**

This sale to Orisha, supported by two leading international funds, once again highlights the quality of the assets developed by Extens and the relevance of its specialized investment model in healthcare software. Following the sale of Must last summer, this marks Extens' second strategic exit in 2024.

**Philippe Thalamy, CEO of Teranga**, said: *"Extens' support has been a true accelerator for Teranga. Thanks to their sector expertise and strategic guidance, we were able to structure our offering, strengthen our leadership position, and diversify into new markets. We are excited to enter a new phase of our development by joining Orisha. Since our inception, our ambition has always been to support medico-social institutions in their digital transformation by offering them innovative solutions tailored to their specific needs. This integration into Orisha's Health & Safety business unit opens unique opportunities to accelerate this mission while benefiting from the strength and strategic vision of a European tech leader."*

**Jacques Ollivier, CEO of Orisha**, added: *"Teranga represents a strategic opportunity for Orisha to strengthen its expertise in the medico-social sector and drive the evolution of practices toward more flexible service models that better serve users. Enhancing our Health vertical is a strategic priority for Orisha. It is a demanding sector of public interest, and it is only natural that it remains at the heart of our focus in the years to come."*

**Quentin Jacomet, Managing Partner at Extens**, concluded: *"Since joining Teranga's capital, we have supported the company's growth to make it a key player in digital solutions for the medico-social sector. This acquisition by Orisha is a testament to the exceptional work accomplished by Teranga's teams and a natural step to further accelerate its development."*

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**Extens** is the dedicated European private equity software investor for healthcare. The team consists of 11 professionals from the private equity and healthcare industries. Leveraging its extensive knowledge of the software ecosystem for healthcare, Extens focuses on transforming promising companies into industry leaders by enhancing their value-creation potential. This commitment benefits not only the companies and their teams but also the broader healthcare system. To date, Extens has invested in 24 companies, including Enovacom, a publisher of interoperability software; Kayentis, software for collecting and analysing patient data for clinical trials; Teranga, a publisher of a business platform for the medico-social sector; and Sofia Développement, a provider of management solutions for the liberal paramedical professions and care centres. Val Solutions, Software for prevention and occupational health services. Medicare, software for mental health and youth care facilities in the Netherlands.

For more information, please visit: <https://www.extens.eu>



Since 2008, **Teranga Software** is recognized as a French leader in software market for nursing and retirement homes, either independent structures or multi-institutions, having developed innovative solutions suitable to all professional functions related to resident support.

For more information, please visit: <https://www.teranga-software.com/>

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Founded in 2003, **Orisha** is a European software publisher dedicated to companies in the retail, real estate, healthcare, construction and agri-food sectors. Since its creation, Orisha has been helping companies to succeed by offering them solutions tailored to their business needs and essential to their activity (cash collection, commercial and financial management, stock management, CRM, HR, unified commerce...). Each day, Orisha's solutions facilitate millions of interactions and transactions in a hyper-connected world. Since 2021, Orisha has been backed by TA Associates, a global private equity player and leader in the technology sector. In July 2024, Francisco Partners, another prominent private equity firm specializing in technology companies, partnered with TA Associates by acquiring a stake in the group to support its continued growth. The group, which was born in France, employs 1,940 people in Europe and supports clients in over 50 countries.

For more information, please visit: <https://www.orisha.com/>

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#### Deal participants:

- **Teranga:** Philippe Thalamy, Jean-Baptiste Scherer
  - **Extens:** Quentin Jacomet, Charles Bourgain, Vincent Céré
  - **Bpifrance:** Axel Piriou, Ludovic Soulabaille
  - **Seller advisers:**
    - **M&A:** Cambon Partners (Laurent Azout, Nicolas Pirot, Télió Le Brun, Chadi Agoumi)
    - **Lawyers:** Chammas & Marcheteau (Nicolas Lecocq, Pierre Rougemond, Sandie Dion), Jeausserand (Patrick Loiseau, Pascal Gour, Benjamin Marcuzzo, Bastien Derrieux)
    - **Financial VDD:** Eight Advisory (Nabil Saci, Paul Marlin)
    - **Strategic VDD:** Indéfi (Julien Berger, Nicolas Lamour, Yannick Hamida, Stanislas Bernard, Gabriel Leny, Samuel Bocquet Mairovitz)
  - **Orisha:** Jacques Ollivier (CEO), Daniel Kofie (Head of M&A), Daniel Seroux (VP M&A)
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#### Media relations:

- **Extens:** Thomas Ploquin – thomas.ploquin@extens.eu – 01.88.40.16.90