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GLG expertise in France

The American group is adding a Parisian competitor, TGR Research, to its expert network. GLG is acquiring the group from its three founders and Tikehau Capital and The Financière de l'Echiquier.

Two and a half years after its creation, TGR Research is joining up with its American model Gerson Lehrman Group (GLG) and will become the Parisian branch. This international leader in experts, with 17 offices and 850 clients, is gaining a foothold in France by getting its hands on the French pioneer in the sector. TGR Research currently brings together 8,500 specialists in different areas and offers their services to institutions and advisory firms. Created by Alex Ronteix, Antoine Tartiere and Sebastien Goge, the Parisian company made up of nine employees, did not communicate on its results nor on the amount of the transaction. Two investors, Tikehau Capital and the Financière de l'Echiquier, have been holding around 20% of the capital since its creation and are today exiting from the capital like the founders.

Four offices in Europe

"This acquisition of TGR Research, will allow us build a position in France and to establish our fourth office in Europe, after London, Zurich and Dublin, so as to pursue our international growth strategy," said Alastair Coutts, Director, Head for European development of GLG. The company launched the concept of connecting experts in 1998 in the US. Since then it has brought together a worldwide network of more than 200 000 experts and offers its intermediary services on a subscription basis or through annual commissions to private equity companies, advisory firms or hedge funds, who are looking to learn more about a sector from specialists before signing a deal.

A strong growing business

It is a business which is profitable and with strong growth, as evidenced at the end of 2007 when GLG received financing of \$200m from Silver Lake, an American technological fund, who valued the company at around \$1bn. In 2008, the company generated revenues of \$284m, a growth of 20% when compared to the previous year. TGR Research has developed a business that is just as flourishing but on a smaller scale. "Our market in France is difficult to quantify in so far as we are the first to offer this kind of service. We work with advisory firms, private equity funds or asset managers. With regard to the latter, we know that they pay €400m in commissions to their broker to finance their needs in research," commented Axel Ronteix, Managing Director and co-founder of TGR Research.