

## Press Release

### **20 M€ RECORD-BREAKING SERIES A FOR TEHTRIS LED BY ACE MANAGEMENT TO SUPPORT ITS EUROPEAN EXPANSION AND FIGHT AGAINST CYBER-ATTACKS**

Paris, November 12<sup>th</sup>, 2020 – TEHTRIS, a French software publisher of cybersecurity solutions and a European technology leader against cyber espionage and cyber sabotage, announces its first round of funding totaling 20 million euros from Ace Management, the European leader in private equity in digital security, together with Open CNP, the corporate venture fund of CNP Assurances, Nouvelle-Aquitaine Co-Investissement (NACO) and several business angels.

TEHTRIS develops and delivers an XDR platform (eXtended Detection and Response) enabling real-time, automated detection and neutralization of known and unknown digital threats in corporate infrastructures.

Founded in 2010 by **Eléna Poincet and Laurent Oudot**, respectively leaders in the field of operational and technical intelligence, TEHTRIS has more than 60 experts in France, and has experienced a strong, self-financed growth since 2017. Its ambition is to contribute to the European digital trust, by fighting against all forms of cyber-attacks, such as data breaches or ransomware.

The large-scale deployment of teleworking in response to the public health crisis and the migration to the Cloud are amplifying some IT vulnerabilities and are generating new security and resilience requirements for businesses. Cybersecurity players are therefore fighting against a sharp increase in attacks and intrusions, with a real asymmetry between offensive and defensive means.

In response to new threats that bypass traditional security solutions, the products, algorithms, software robots, and artificial intelligence created by TEHTRIS engineers are the core of its "TEHTRIS XDR Platform". With this technology, TEHTRIS and its international partners monitor millions of IP addresses in more than 60 countries and analyze billions of events every week. TEHTRIS customers are major players in industry, engineering and services, sometimes operating sensitive or even critical infrastructures.

*« We are delighted to raise €20 million to accelerate our role as a major player in the service of European digital sovereignty by strengthening our technical, sales and marketing teams, » explains Elena POINCET, CEO of TEHTRIS, "The volume, speed and variety of attacks rejected on a daily basis by TEHTRIS highlight the growing need for automatic security of all digital entities with trusted unified supervision ».*

*« To support our international expansion and to sustain our strong growth, we are announcing the creation of several hundred jobs in the next 3 years, mainly in the New Aquitaine region around Bordeaux, and in Paris », says Laurent OUDOT, CTO of TEHTRIS, « A better resilience of companies will require ubiquitous protections and a holistic vision, in order to always be able to face the unpredictable ».*

*« While the Covid-19 crisis demonstrates a little more each day that companies need to be highly reactive in their ability to detect and respond in an intelligent and automatic way to cyber attacks; we are very proud to support TEHTRIS, a technological leader renowned in Europe for its high level of expertise in digital security, Thanks to this investment, conducted with our sectorial fund dedicated to cybersecurity and with the contribution from our specialized experts, we will help TEHTRIS reach the next milestone in the pursuit of its development to meet this major challenge and to conquer new markets in France and abroad », adds François Lavaste from Ace Management.*

FACE THE UNPREDICTABLE

« We were convinced by the quality of the leading XDR platform of TEHTRIS which has already proven its efficiency. The team has built up a self-financed business and we are pleased to support its acceleration in France and internationally through our resources and expertise », adds Frank Van Caenegem, CISO of CNP Assurances.

### About TEHTRIS

TEHTRIS is a French cybersecurity company, created in 2010, developing an enhanced technical platform for cyberdefense, against spying and sabotage. TEHTRIS is the European editor with the widest range of automatic incident detection and response solutions for companies, for all devices, from computers to smartphones.

For more information: <https://tehtris.com>

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### About Ace Management

Ace Management, a subsidiary of Tikehau Capital, is a private equity firm specialised in strategic industries and technologies, with over €1Bn in assets under management.

Founded in 2000, Ace invests through sector-focused approaches (midmarket private equity in Aerospace & Defence and venture and growth capital investments in Cybersecurity / Digital Trust). Ace has built its model on strategic partnerships with large corporates (including Airbus, Safran, Dassault Aviation, Thales, EDF, Naval Group, Sopra Steria), which invest in its funds and maintain an ongoing dialogue with the firm, enabling Ace to take a differentiated approach to investing.

Ace operates offices in Paris (HQ), Toulouse, Bordeaux and Montréal, and benefits from the worldwide presence of Tikehau Capital. <https://www.acemanagement.fr/en/>

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### About CNP Assurances

A leading player in the French personal insurance market, CNP Assurances operates in 19 countries in Europe and Latin America, where it is very active in Brazil, its second largest market. As an insurance, coinsurance, and reinsurance provider, CNP Assurances designs innovative personal risk/protection and savings/retirement solutions. The company has more than 38 million insured in personal risk/protection insurance worldwide and more than 12 million in savings/retirement. In accordance with its business model, its solutions are distributed by multiple partners and adapt to their physical or digital distribution method as well as to the needs of customers in each country.

CNP Assurances has been listed on the Paris Stock Exchange since October 1998. The Group declared a net income of €1,412 million in 2019.

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### About NACO

NACO is a co-investment fund managed by AQUITI GESTION, a management company approved by the AMF. AQUITI GESTION has several investment funds enabling it to meet the needs of companies of Nouvelle-Aquitaine in the start-up, creation, development or buyout phase. With nearly €200M under management, AQUITI GESTION has already supported more than 500 companies in all types of sectors, from the most traditional to the most innovative.

More information: [www.aquiti.fr](http://www.aquiti.fr)

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**Team involved:**TEHTRIS:

- Elena Poincet – CEO
- Laurent Oudot – CTO

Ace Management:

- François Lavaste – Partner
- Stéphanie Hillard – Investment Director

Open CNP:

- Frank Van Caenegem – CISO
- Jonathan Denais – Partner

NACO:

- Camille Le Roux Larsabal – Investment Director

Argiduna Capital – Business Angel :

- Thierry Letailleur – Founder

**Councils:**TEHTRIS:

- Negotium : Richard Garutti

Investors:

- Operation:
  - Kramer Levin : Alexandre Omaggio and François Xavier Beauvisage
- Due diligence:
  - Kramer Levin : Paméla Le Jeune, Pierre Pérol, Clémentine de Guillebon, Olivia Chiron, Hélène Berion and Diana Dancea
  - EY Bordeaux : Hugo Primas and Aurelien Perilhou
  - Qantic Avocat : François Xavier Langlais
  - Arrowman : Franck Pasquet