



## Press release



### Lincoln expands its talent representation services with the acquisition of Shapr

Recruitment consulting  
Digital Platform

**THE  
TALENT  
CLUB**

Lincoln 

acquired the activity

 shapr talent



**societex**  
CORPORATE FINANCE

COUNCIL OF BUYERS

#### The operation

- Lincoln, the internationally renowned talent management consultancy, has announced the acquisition of Shapr Talent, the recruitment platform that connects startups with the top 5% of sales, marketing and HR candidates.
- Launched in 2020, Shapr Talent is an innovative platform that has developed a technological expertise to identify and highlight the most promising Talents. With nearly 1,500 startup clients and thousands of candidates in active search, Shapr has quickly become a reference in the online recruitment industry.
- "We are delighted to welcome Shapr to our group, this acquisition is part of our strategy to develop innovative activities beyond traditional recruitment consulting," said Gwenael Perrot, CEO of Lincoln. "Their expertise in platform and lead generation, digital marketing and recruitment allows us to explore new ways to represent Talent and thus offer the Talents we support the opportunity to be present in the entire ecosystem of tomorrow."
- "Our mission has always been to connect the most promising talent with the most successful companies," said Ludovic Huriaux, CEO of Shapr, "We are therefore very proud to join Lincoln and to pursue this mission with a major player in recruitment consulting and a pioneer in Talent Representation. We are convinced that Lincoln's expertise in talent management and Shapr's technological expertise will create unique opportunities for talent and companies around the world."
- Through Lincoln, Shapr also joins The Talent Club, an international association of companies specialising in talent management and representation, a network of over 20 leading brands. The Talent Club is the majority shareholder of Lincoln.
- With this acquisition Lincoln continues its growth strategy following the recent acquisitions of Cooper Fitch in the United Arab Emirates and Whyz and The Executive Network in the Netherlands. Lincoln's commitment to providing increasingly effective and inspiring talent management solutions is evident.



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### About Lincoln

- Founded in 1992 in Paris, Lincoln is a leading provider of Talent Management and Talent Representation services and has been identified as a key player in Executive Search. Lincoln brings together Talent Acquisition - Executive Search and Executive Interim Management - and Talent Development - Leadership Advisory and Outplacement, within specialised sectoral practices. With a presence in Europe, the Middle East and Asia, Lincoln supports leaders and managers throughout their professional lives. Lincoln had a turnover of €52 million in 2022 and employs over 250 people.

### About Shapr

- Founded in 2015, Shapr launched as a professional networking app based on a matching algorithm with over 2.5 million registered users in the US and Europe. The company diversified its offering from 2020 by launching Shapr Talent which has become one of the leading platforms for recruiting the best Sales, Marketing and HR profiles in startups.

### Our consulting mission

- SOCIETEX CF has been commissioned exclusively by Lincoln's shareholders to advise and support them in this acquisition.

### SOCIETEX CF team



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### Participants

#### Buyer

- **Lincoln** (Gwenael PERROT, Priscilla de KERVILER)
- **Advisors** :
  - M&A Advisor : Societex (Thomas BEURAIN, Yoann SUZANNE)
  - Lawyers : Ginesié Magellan Paley-Vincent (Pierre MUDET, Pierre COUGNENC, Patricia BODALO, Marie VANHOUCHE)

#### Seller

- **Trust and Share** (Ludovic HURAUX)
- **Advisors** :
  - Lawyers : AGN Avocats (Antonin CUBERTAFOND)

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SOCIETEX is an independent investment bank created in 1952 and specialized in advising on business disposals and acquisitions, fundraising, valuation and financial engineering in France and abroad.