



Apex Corporate Finance
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APEX INITIATES ZEDRA ACQUISITION OF AXELIA, US BASED GLOBAL EXPANSION SPECIALIST

In an acquisition originated by Apex, ZEDRA, a global specialist in Global Expansion and Corporate Services, Active Wealth and Fund Solutions has acquired Axelia Partners, the US based Global Expansion Specialist.

Axelia Partners has been privately owned by Alexandra and Philippe Suhas since 2013 and is headquartered in Boston (Massachusetts) with offices in New York. The company facilitates the US expansion of predominantly European headquartered businesses and entrepreneurs by providing all the administrative and accounting services necessary to operate compliantly in the US. Services include Talent Search, HR and Operations alongside Accounting, Financial Control, Tax Compliance and Payroll.

The announcement boosts ZEDRA's Global Expansion and Corporate Service offering in the US, a core market for the firm, and enhances the company's geographical presence. The deal will add 35 professionals to ZEDRA's US teams currently based in Miami, San Francisco and New York.

The announcement follows the acquisition of Fitzgerald & Law in 2020 (a transaction also originated by Apex Corporate Finance), whose Global Expansion team already provide the full suite of award-winning tax, HR and financial compliance services to fast-growing US headquartered companies expanding into EMEA and beyond. The additional footprint of Axelia Partners will enhance ZEDRA's capabilities to further support companies from all over the world expanding into other territories globally.

Ivo Hemelraad, ZEDRA Chief Executive Officer, commented,

"We are delighted to welcome Axelia Partners to ZEDRA. The US is a key market for us, following the acquisition of Fitzgerald & Law in 2020 when we started to expand our corporate services reach to the US West Coast. Now, with the addition of Axelia Partners, we have a lead operation in the US for corporate services. Axelia Partners perfectly fits with our ambitious growth strategy and entrepreneurial spirit. The majority of Axelia Partners' clients are European tech companies, so we see significant opportunities to extend the level of expertise and support we already offer to our international corporate clients. We are very much looking forward to working closely with Alexandra and Philippe's team and welcoming them and their clients."

Alexandra Suhas, Partner at Axelia Partners, said:

"This is a significant milestone for Axelia Partners to strengthen our position as an industry leader. ZEDRA's existing Global Expansion services across offices worldwide will bring additional scale, resources and expertise to our already fast-growing operations. ZEDRA's approach to business is very similar to ours. Hence it is a natural fit and a logical step forward in our international growth plans. Our clients will now have access to a growing range of services to support their business ambitions, as well as continued access to the same people, the same culture and the same level of service."



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Last week, ZEDRA announced a strategic minority investment (subject to regulatory approval) from British Columbia Investment Management Corporation (“BCI”), one of Canada’s largest institutional investors. This investment is made in partnership with ZEDRA’s management team, led by Executive Chairman Bart Deconinck and CEO Ivo Hemelraad, and the Company’s existing majority investor, Corsair, which remains the majority shareholder.

Paul Warren, MD of Apex Corporate Finance commented

“The acquisition of Axelia by ZEDRA is a very significant step in growing ZEDRA’s international corporate services capability and further expanding in the US. The combination of ZEDRA’s existing international network, the previously acquired Fitzgerald & Law and Axelia will be a compelling proposition for high growth and multi-national clients”.

Apex Corporate Finance

Apex Corporate Finance is a leading Independent Corporate Finance house specialising in Acquisition and Sale Initiation Services in the international expansion, corporate, fund, trust, fiduciary, private wealth, financial services, professional services and other sectors for FTSE 100, small and mid-cap plcs, private equity funds and portfolio companies and independent businesses.

There are significant drivers of consolidation in these markets and there remains a keen appetite for high quality acquisitions across a number of jurisdictions.

For further information regarding our services or to discuss M&A opportunities, please contact Paul Warren, Managing Director on +44 7970 727531 or by e-mail on paul.warren@apexcorporatefinance.co.uk.