



## **Freelance.com strengthens its service offering on the training market through the planned acquisition of TMC France, a qualiopi certified organisation**

Press release Paris, 25  
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**Freelance.com (Euronext Growth Paris - FR0004187367 - ALFRE)**, a leading player in the relationship between companies and external talent, announces the signature of a letter of intent to acquire a majority stake in the capital of TMC, a training operator. The merger could take place in the 2nd quarter of 2021.

Freelance.com, already present on the training market with a community of more than 1,400 trainers, wishes to strengthen its positioning with large accounts and develop a global offer of multi-expertise training via the skills of its communities of freelancers and pure players. This strategy of consolidating its offer is in line with the standardisation of the training sector.

*“Our objective is to structure our training offer around the main certifications in order to strengthen our position as an expertise operator for our key accounts.”*

Laurent Levy, CEO of Freelance.com

*“In a market that is hyper-atomised but in a phase of strong standardisation, the objective will be to offer freelance experts and pure players in the sector access to an organisation that is positioned on all the new certifications.”*

Fabrice Martinez, President of TMC France

With this acquisition, freelance.com will be able to draw on the expertise of a recognised training player that is already well established in the field of mandatory certifications. TMC France covers the main types of training intervention: face-to-face, distance learning, e-learning, virtual 3D and multimodal.

### **About the freelance.com group**

Positioned at the heart of the transformation of the labour market, the French leader in the relationship between companies and their external talent, freelance.com relies on a community of 370,000 consultants and experts working as freelancers or in hyper-specialised SMEs.

The Freelance.com group offers a complete range of services: sourcing of expertise, external resource management, project management, wage portage, compliance, etc.

With a pro forma turnover of €321.6M in 2019\* and a presence in France and abroad (Germany, Morocco, Singapore, Switzerland, UK), Freelance.com is also one of the leading players in the Future of Work with a mission: to liberate, simplify and secure the relationship between companies and their external talent.

\* Pro forma turnover for 2019 following the merger with INOP'S, which was made official on 18 June.

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Number of shares comprising the share capital:

36,423,699 More information on [Freelance.com](https://freelance.com)

### **About TMC**

TMC France, Training & Management Conseil, is a professional training organisation, animating an ecosystem of salaried or freelance trainers.

A recognised player on the market since 1993 and positioned on the key account market, TMC is a certified (Qualiopi, ISQ) and certifying training organisation, member of the Fédération de la Formation Professionnelle.

TMC is now present in France, Southern Europe and North Africa. More information on <https://tmcfrance.fr/>

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