



PRESS RELEASE

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Sia Partners Announces the Acquisition of Management Consulting Firm Molten Group

Sia Partners, a leading international independent consulting firm, announces the acquisition of Molten Group (“Molten”), a management consulting firm of 35 consultants based in London and Houston.

Founded in 2003, Molten specialises in Transformation with clients primarily in the Financial Services, Oil & Gas and Consumer sectors, generating more than £6m (\$8m) in revenues.

By integrating Molten with the London office of Sia Partners, the company increases its critical size in the UK middle market, with close to 60 consultants in four practices and £9m (\$12m) in combined revenue. In North America, Sia Partners will have a fourth office (New York, Charlotte, Montreal and now Houston) and 80 consultants, for revenues totalling £13m (\$17m).

The co-founders and Managing Partners of Molten, Irene Molodtsov and Rory Colfer, will become co-CEOs of Sia Partners UK. *“This merger of two independent consulting companies is a natural combination. We’ve known Sia Partners’ executives for several years now, and we have had the occasion to collaborate on a few projects. By quickly integrating the two teams, we can achieve our ambitions in the UK market, reaching over 100 consultants in less than two years thanks to Sia Partners’ financial capabilities”*, say Molodtsov and Colfer.

Sia Partners now offers its clients:

- A global Energy practice with capacity to serve key Oil & Gas locations with over 250 dedicated consultants and more than £30m (\$40m) in revenue.
- A Banking practice present in all international hubs, with over 250 dedicated consultants and more than £30m (\$40m) in revenue.

“With this acquisition, Sia Partners becomes a global player in management consultancy to companies including those in the Oil & Gas sector (IOC, NOC, OFS), with a reach spanning from the USA to Southeast Asia, as well as Europe and the Middle East. We are very well-placed to advise companies in the sector as we start to see a more stable commodity pricing environment and companies return to growth,” says Matthieu Courtecuisse, Founder and CEO of Sia Partners. *“And though Brexit is going to complicate matters for many companies in Britain, we will be able to accompany our clients through their transformations, beyond the financial sector.”*

Sia Partners has achieved a double-digit annual growth since its creation in 1999. After four consecutive years of growth exceeding 20% (22% in the 2016/2017 fiscal year), the firm’s objective is to attain over £115m (\$150m) this fiscal year and more than 1,000 consultants by the end of 2017.



BIOGRAPHIES

MATTHIEU COURTECUISSÉ

Matthieu Courtecuisse founded Sia Partners at the age of 26 after three years at the World Bank/IFC, where he worked on issues of funding in new technologies in emerging countries. Today he coordinates the international partnership to define and implement the company's strategy.

IRENE MOLODTSOV

Irene Molodtsov is a leader in designing and running global transformation programmes. Her functional areas of expertise include programme management, change management and organisation design. She has worked in most sectors with particular focus on Finance, Industrial and Energy. Prior to Molten, she worked in KPMG Consulting. Irene holds a Bachelor of Commerce and Post Grad in Industrial Relations.

RORY COLFER

*As a chartered accountant and a former CEO & Finance Director, **Rory Colfer** brings industry as well as business experience to consulting. Rory has led significant programmes from corporate strategy assignments for Global Service businesses, Oil Supermajors and Consumer Goods businesses through to the development of optimal organisation structures and post-acquisition and merger integration restructuring.*

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ABOUT SIA PARTNERS

In the past 17 years, Sia Partners has become a leading international independent consulting firm. The firm is recognized for its advanced expertise in the energy, banks, insurance, telecoms and transportation sectors. Cofounded in 1999 by Matthieu Courtecuisse, the group is now present in 15 countries and counts the United States as its second-largest market. Its global presence is supported by 850 consultants across these markets and the group generates a turnover of 100 million pounds.