

Latour capital exits Sogetrel

Paris, 29th January 2021

Following a transaction closed yesterday, Latour Capital has fully exited its investment in Sogetrel via a sale to its management team, supported by a consortium of funds led by Andera Partners.

Latour was invested in Sogetrel since Octobre 2018, through its second-generation vehicle. Sogetrel represents our second exit for Latour Capital II (after Syclef in 2020).

Created in 1985, Sogetrel is a major player in the integration of communication networks across its territories. It has established itself as a preferred partner of major public / private operators and local authorities, particularly in the deployment of very high-speed fiber networks.

Sogetrel is also a leading player in the electronic security market as well as the communicating solutions market (smart objects and smart cities). The company underwent significant growth both organic and inorganic under the leadership of its CEO Xavier Vignon.

Sogetrel's revenue increased from €250m in 2015 to more than €700m in 2020. The company employs around 4,500 employees, spread across 100+ agencies in France. The business is headquartered in Issy-les-Moulineaux (right next to Paris).

Latour Capital (accompagné par BPI France, BNP Paribas Développement and Paluel Marmont Capital) supported the company's strategy, notably with respect to its relationship with Orange and public authorities, as well as through targeted acquisitions (Aubelec, Infratel, Sécurité Consultants, Sur&tis and Sysca).

Yesterday, Sogetrel's management team acquired a majority stake in the company. They are supported by a consortium of funds led by Andera Partners. This consortium notably includes Luxempart, CAPZA (via its CAPZA Mid Cap Expansion Fund), BNP Paribas Développement and IDIA Capital Investissement (via its LCL Croissance Fund).

About Latour Capital

Latour Capital is an independent French private equity firm with an entrepreneurial culture and a strong operational experience. With over €1.5bn assets under management and a team of c.15 investment professionals, Latour Capital is an active shareholder, strongly involved in its portfolio companies alongside management teams. Latour Capital mainly invests in companies with strong growth potential both in France and abroad.

Sellers :

Latour Capital

- Philippe Léoni
- Maxime Gutton
- Nicholas Whitbeck

BPI FRANCE Investissement

- Alexis Guinard
- Raphaël Guterma

BNP Paribas Développement

- Delphine Larrandaburu

Paluel Marmont Capital

- François Poupée

Investors :

Andera Partners

- Arnaud Faure
- Jean-Baptiste Bessières
- Antoine Soucaze

Luxempart

- Olaf Kordes
- John Penning
- Jean-Philippe Kamm
- Sébastien Aaron

CAPZA

- Christophe Karvelis
- Maureen Planchard
- Laure Tallon

BNP Paribas Développement

- Delphine Larrandaburu
- Arthur May
- Sophie Hemond

IDIA Capital Investissement

- Anne-Caroline Pace-Tuffery
- Ludovic Kessler
- Eric Le Cann

Advisors :

Latour Capital

- M&A: DC Advisory (François Prioux, Nicolas Cofflard, Grégoire Philippe)
- Lawyers : Willkie Farr Gallagher (Christophe Garaud, Gil Kiener)

Management / Sogetrel

- Financial advisory : The Silver Company (Stéphane Argyropoulos)
- Corporate lawyers : McDermott Will Emery (Henri Pieyre de Mandiargues, Carole Degonse, Marie-Muriel Barthelet)
- Financing lawyers : McDermott Will Emery (Pierre-Arnoux Mayoly, Shirin Deyhim)
- Financing advisory : Finaxeed (Vincent Rivaillon)
- Strategic DD : EY Parthenon (Etienne Costes, Elyes Zemni)
- Financial DD : KMPG (Vincent Delmas, Damien Moron)
- Legal, tax & social DD : Agilys Avocats (Baptiste Bellone, Carolle Thain-Navarro), Dentons (Emmanuelle Van den Broucke, Julie Caussade)

Financial investors

- M&A : Messier Maris (Driss Mernissi, Guillaume Dumesnil)
- Financing advisory : Messier Maris (Laura Scolan, Elodie Dewynter, Clémence Richardot)
- Corporate lawyers : Hogan Lovells (Stéphane Hutten, Paul Leroy, Alexandre Jeannerot, Arnaud Deparday)
- Financing lawyers : Hogan Lovells (Alexander Premont, Sophie Lok)
- Tax lawyers : Hogan Lovells (Laurent Ragot, Adrian Gaina)
- Strategic DD : Roland Berger (Jean-Michel Cagin, Yaroslav Stetsenko, Remi Gancel)
- Legal DD : Oderis (Aurélien Vion, Nicolas Boucher)

Press contact

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