

Latour Capital exits Nextpool

Paris, 16th December 2020

Following a transaction closed yesterday, Latour Capital has fully exited its investment in Nextpool to a consortium of private equity funds led by B & Capital, comprising BNP Paribas Développement, Bpifrance, Alliance Entreprendre and Garibaldi Participations.

Latour was invested in Nextpool since December 2014, through its first-generation vehicle. Nextpool represents our sixth exit from Latour Capital I.

Nextpool is the French leader in the design, manufacturing and delivery of bespoke swimming pool equipment. The company is renowned for its just-in-time customised production and its installation capabilities. The company's product positioning is mid / high-end, and its clientele is entirely B2B. Its products include swimming pool safety covers, swimming pool liners, water treatment products and sun protection equipment.

The market is benefiting from positive market dynamics, including increasing appetite from end-clients, ageing of the population, global warming and 'stay-at-home' trends. In this context, Nextpool will achieve 2020 revenue at c.€65m, up +13% vs. 2019 of which in excess of 25% from exports.

Nicolas Osanno, Nextpool CEO, states : *"Nextpool has experienced a phase of sustained growth between 2014 and 2020, illustrated by a doubling of its revenue. We are delighted to launch this new development phase with B & Capital. Our ambitions are to consolidate our market share in France and increase our exports, whether organically or inorganically"*.

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.

Participants

Sellers

- **Latour Capital** (Philippe Léoni, Maxime Gutton, Nicholas Whitbeck)

Sell-side advisors

- M&A : **Amala Partners** (Jean-Baptiste Marchand, Benjamin Giner) and **Natixis Partners** (Thomas Flori, Guillaume Decombe, Léa Champas)
- Financing advisory : **Natixis Partners** (Patrice Raulin)
- Corporate lawyers / legal, tax & social DD : **Lamy Lexel** (Michel Masoero, Camille Naline, Edouard de Limairac, Quentin Martinet)
- Lawyers (Latour Capital) : **Walter Billet Avocats** (Fabien Billet)
- Financial DD : **Eight Advisory** (Christophe Delas, Maxime Goerens, Nicolas Bassi, Francois Garnier)
- Commercial DD : **Roland Berger** (Sébastien Manceau, Matthieu Dumas, Anatole de La Touanne)

Buyers

- **B & Capital** (Philippe Zurawski, Mikaël Schaller, Charles Gaudry)
- **BNP Paribas Développement** (Patrice, Vandenbossche, Guillaume Wolf)
- **Bpifrance** (Lionel Gaii-Gischia, Romain Maitre, Thibaut Labrosse)
- **Alliance Entreprendre** (Philippe Boudriot, Bertrand Penicaud, Paul Eeckman)
- **Garibaldi Participations** (Laurent Gelpi, Damien Demers)

Buy-side advisors

- M&A : **Yris Corporate Finance** (Céline Lagniez)
- Financial DD : **D'Ornano + Co** (Raphaëlle d'Ornano, Nicolas Bayle, Grégoire Longou)
- Commercial DD : **CMI** (Simon Colboc, Mathilde Mailhé, Alexandre Fournier)
- Legal, tax & social DD : **D'Ornano + Co** (Raphaëlle d'Ornano, Marine Blondeau, Lauriane Miel-Gautier)
- ESG DD : **Sirsa** (Yannick Grandjean, Mathilde Rouquet)
- Financial advisory managers : **Oloryn Partners** (Cyrille Leclerc, Roland de Farcy)
- Lawyers managers : **Lamy Lexel** (Michel Masoero, Camille Naline, Edouard de Limairac)
- Valuation auditor : **Aurys** (Ghislain d'Ouinice, Hugo Michelas)
- Corporate lawyers : **AyacheSalama** (Bernard Ayache, Grégoire Zeitoun, Marie Thomine, Inès Hamdi-Dziadyk)
- Tax lawyers : **AyacheSalama** (Bruno Erard, Laurent Bibaut)
- Financing lawyers : **AyacheSalama** (Linda Bessa, Aude Galelli)

Financing

- Unitranche : **Idinvest** (Eric Gallerne, Maxime de Roquette-Buisson, Olivier Sesboüé, Victoire Vanheuerswyn)
- Idinvest lawyers : **DLA Piper** (Maud Manon, Arnaud Riou, Méliné Torikian)

Press contact

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