

Latour Capital completes the acquisition of Rollakin, alongside Initiative & Finance and the management team

Paris, May 22, 2025

Latour Capital announces the closing of the acquisition of Rollakin, an international group specializing in the online distribution of power transmission parts. Initiative & Finance, through its Tomorrow fund (SFDR 9), focused on environmental transition, is also investing alongside Latour Capital and the management team in the transaction.

The new shareholders are taking over from Trajan Capital, LT Capital and Bpifrance, who have been the group's main shareholders since 2021. The management team, led since 2021 by Pierre Seznec, is significantly reinvesting in the operation.

The acquisition of Rollakin marks the first investment of Latour Capital's newly launched Small Cap vehicle.

With a catalog of 300,000 references, Rollakin boasts the largest inventory of transmission parts (e.g., bearings, seals, belts) in Europe and can fulfill single-item orders with a promise of delivery in under 24 hours across the continent. The group currently serves over 100 countries globally through its two complementary brands: 123Roulement and Simply Bearings.

Rollakin has experienced very strong growth in recent years, with revenue increasing from €12m in 2021 to nearly €30m in 2024. The group has established itself as a leading distributor for the largest power transmission parts manufacturers, particularly thanks to its leadership in customer satisfaction.

With the support of its new shareholders, the management team led by Pierre Seznec intends to maintain this momentum as the group enters a new phase focused on expanding its B2B offering, diversifying its product catalog, and accelerating its international presence.

This growth will be driven by both strong organic development and a proactive acquisition strategy, as the group aims to explore new, high-potential geographies.

Nicholas Whitbeck, Partner at Latour Capital, said: *"From our very first discussions, we were impressed by the quality of the management team and the operational excellence of Rollakin, evidenced by its high levels of customer satisfaction and loyalty. This acquisition perfectly fits the DNA of Latour Capital's new Small Cap vehicle: Rollakin is exactly the kind of high-performing company we target for this portfolio, where we can also bring our operational expertise in several verticals. We are particularly pleased to support Pierre Seznec and his teams in this new phase of development, focused on optimizing the offer and seizing external growth opportunities in a market where digitalization is becoming increasingly critical."*

Caroline Pihan, Partner at Initiative & Finance, added: *"We are delighted to invest in Rollakin, a fast-growing company led by an outstanding team headed by Pierre Seznec. Beyond its robust business model, which is built on the quality and breadth of its digital offering, Rollakin is a key player in the circular economy. We are excited to work alongside Latour Capital to support the development of this virtuous model, fully aligned with the investment strategy of the Tomorrow fund."*

Thomas Duteil, Founding Partner of Trajan Capital, joined by **Antoine Joris**, Partner at LT Capital said: *“We are proud to have structured and supported this primary deal alongside Pierre Seznec – a talented and ambitious entrepreneur – to take over from the founders of 123Roulement. This successful transition has enabled the launch of a new development phase for the group, now known as Rollakin. Through an active strategy of organic and external growth, Rollakin has become a key player in the online distribution of technical parts in Europe. We are confident that Rollakin will continue its outstanding story of growth and innovation under Pierre’s leadership, supported by its new partners Latour Capital and Initiative & Finance.”*

Pierre Seznec, CEO of Rollakin, said: *“We would like to express our sincere thanks to Trajan Capital, LT Capital, and Bpifrance for four years of fruitful collaboration, which allowed us to achieve the goals we had set together. We are now thrilled to open a new chapter with Latour Capital and Initiative & Finance and welcome them as our new partners. Their deep understanding of our sector, operational expertise, and shared human and entrepreneurial values are major assets to support Rollakin in the next phase of its growth.”*

About Latour Capital

Latour Capital is an independent French investment firm with an entrepreneurial culture and strong operational experience, led by ten partners. With nearly €4.5bn in assets under management and investments in France, Germany, and Switzerland, it prioritizes companies with strong growth potential in Europe.

Latour Capital received the Large cap Award at the 20th edition of the *Grands Prix* from Private Equity Magazine in May 2025.

More information at: www.latour-capital.co.uk

About Initiative & Finance

Since its inception in 1984, Initiative & Finance has completed nearly 350 growth and buyout capital transactions, helping to build many mid-sized companies. Formerly a subsidiary of Natixis, the management company became independent in 2010 through its own MBO and now manages around €700m on behalf of leading institutional investors and family offices in France and Europe.

Through its Midmarket LBO fund “Tomorrow,” Initiative & Finance invests in companies from various sectors that contribute to solutions addressing the Sustainable Development Goals (SDGs) defined by the UN, with a particular focus on environmental challenges.

More information at: www.initiative-finance.com/en

About Rollakin

Rollakin is a group specializing in the distribution of industrial spare parts, structured around two complementary brands: 123Roulement and Simply Bearings. With more than 300,000 references and the ability to deliver across Europe in under 24 hours, Rollakin has developed recognized expertise, becoming the first digital platform to serve as an official distributor for the largest brands in the power transmission sector.

Participants

Acquirers

- **Latour Capital:** Philippe Leoni, Nicholas Whitbeck, Antoine Bonnefous, Adrien Andral
- **Initiative & Finance:** Caroline Pihan, Chloé Nonat, Nicolas Bobby, Sacha Azuelos

Sellers

- **Trajan Capital:** Thomas Duteil, Alexis Huignard, Tanguy Tauzinat, Claire de La Verpillière
- **LT Capital:** François-Xavier Deren, Antoine Joris
- **Bpifrance:** Pierre de Miscal

Advisors – Latour Capital

- **Financial advisor (M&A):** **Rothschild & Co** (Benjamin Osdoit, Jérémy Daunit, Erwan Pineau)
- **Financial advisor (financing):** **Rothschild & Co** (Grégory Fradelizi, Alexandre Duhem)
- **Legal advisor (corporate):** **Willkie Farr & Gallagher** (Christophe Garaud, Marie Aubard, Sarah Bibas, Akim Quint, Alice Luciani)
- **Legal advisor (financing):** **Willkie Farr & Gallagher** (Paul Lombard, Ralph Unger, Anne Deltombe)
- **Commercial due diligence:** **EY-Parthenon / EY-Fabernovel** (Fabien Bouskila, Alexandre Mahe, Lilia Sadiki)
- **Financial due diligence:** **Deloitte** (Lisa Lauv, Andrey Dikiy, David Benattar, Louise Moissenet, Mohamed Mouline)
- **Legal due diligence:** **Deloitte** (Laure Maffre, Tony Baudot, Edouard Dumas, Maeva Tardivel, Laura Mallard)
- **Tax due diligence:** **Deloitte** (Olivier Venzal, Boris Nigoux, Clémentine Vandeputte, Guillaume Dandurand)
- **Labour due diligence:** **Deloitte** (Eric Guillemet, Carole Torres Ribeiro, Marie Poirier)
- **IT due diligence:** **Deloitte** (Mathieu Correia, Steven Barthelemy, Diego Guzman)
- **ESG due diligence:** **Deloitte** (Charlotte Bancilhon, Ulysse Hahang)

Advisors – Initiative & Finance

- **Financial advisor (M&A):** **Natixis Partners** (Driss Mernissi), **Oaklins** (Hadrien Mollard)
- **Legal advisor:** **Proskauer** (Matthieu Lampel, Laurent Asquin, Fadoua Nounnouhi, Hugo Monteiro Vieira)
- **Commercial due diligence:** **Indefi** (Julien Berger, Inigo Gonzalez de Castejon, Jorge Llopis-Siles, Valentin Portes, Gonzalo Carbajo)
- **Financial due diligence:** **Alvarez & Marsal** (Frédéric Steiner, Guillaume Descamps, Arnaud Rolland, Jean-Hugues Vaissade, Thomas Porcher)
- **Legal due diligence:** **EY** (Frédéric Reliquet, Annaëlle Derhy)
- **Tax due diligence:** **EY** (Didier Tixier, Anis Mezni)
- **Labour due diligence:** **EY** (Anne-Elisabeth Combes, Sophie Muyard)
- **IT due diligence:** **Deepdil.ai** (Mike Ymélé)

Advisors – Rollakin (sellers)

- **Financial advisor (M&A): Edmond de Rothschild Corporate Finance** (Arnaud Petit, Julien Donarier, Sébastien Brasy, Alexandre Haie, Lucas Penhoat)
- **Commercial vendor due diligence: Digital Value** (Arnaud de Baynast, Romain Bury, Xudong Zhang)
- **Financial vendor due diligence: Oderis** (Aurélien Vion, Louis Templier, Margaux Chabre, Gaëtan Chateigner)
- **Legal & labour vendor due diligence: Squire Patton Boggs** (Charles Fabry, Anthony Guillaume, Victor Dransard, Pauline Pierce, Romane Vernier, Estelle Vernejoul, Angélique Charrier, Marion Cavalier, Marion Seranne, Charles Monnot)
- **Tax vendor due diligence: Keels Avocats** (Laurent Partouche-Sebban, Pierre-Olivier Madelon, Emily Benedetti)
- **Management advisor: C-Level Partners** (Camille Perrin, Nicolas Menard-Durand, Agnès Lafont)

Press contacts

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