

BUILD UP OPERATION FOR ERI WITH ELSIA

Paris, October 8th, 2019 – Latour Capital has announced the completion of a build-up operation for its portfolio company ERI with the acquisition of Elsia, integrator of energy management and safety / security systems.

This acquisition is a new step in the strategic development of ERI: it will enrich the value-add of the group's offering for its existing clients and boost customer acquisition. Elsia generates €12m turnover with public and private customers mainly based in Ile-de-France by leveraging its expertise in fire safety, video monitoring, access management, intrusion detection systems, energy management, communication networks and technical building surveillance. The activity is highly recurring notably due to many maintenance contracts that complement a large offer covering the design, installation, audit and training. The company has 87 FTEs.

This acquisition completed by ERI, a group specialized in energy and network (strong / weak current, heating, airflow, air conditioning, telecom, technical furniture, plumbing, multi technical maintenance...) for renovation, maintenance and rehabilitation of all types of buildings, leads to the creation of a €190m turnover group in Ile-de-France, ideally positioned to pursue the consolidation of the industry by targeting companies with a strong expertise in technical trades.

Didier Gaudoux, Partner at Latour Capital comments :

“The transmission of Elsia by its founders represents an opportunity matching perfectly with the strategic plan of ERI that consists in reinforcing the offer on high value-add technical operations. The integration of Elsia will be eased by its highly skilled management team and will enable the group to position itself as a true integrator and to set up many commercial synergies”.

François Lhoutellier, CEO at ERI, adds :

«The partnership with Elsia, a renowned multi-brand integrator, is a new step in the strategic development of ERI. Elsia will spearhead our push into building technologies and building intelligence. Elsia opens new growth horizons for the group, both organic and external”.

About Latour Capital

Latour Capital is an independent French private equity company with an entrepreneurial culture and strong operational expertise. With €1bn in assets under management and c.15 investment professionals, Latour Capital is an active shareholder, strongly involved in its portfolio companies alongside management teams. It invests primarily in companies showing strong growth potential, both in France and abroad.

<http://www.latour-capital.co.uk/>

Investors:

- **Latour Capital** : Didier Gaudoux, Camille Defaye