

Latour Capital acquires Sogetrel

Paris, 18 October 2018

Created in 1985, Sogetrel is a major player in the integration of communication networks across its territories. It has established itself as the preferred partner of major public / private operators and local authorities, particularly in the deployment of very high-speed networks. Sogetrel is also a leading player in the electronic security market as well as the communicating solutions market (smart objects and smart cities). Sogetrel employs around 4000 people covering France, Belgium and Switzerland. Its headquarters are in Issy-les-Moulineaux, near Paris.

Quilvest Private Equity, alongside Bpifrance and the management team, acquired a majority stake in Sogetrel early 2016 to support its deployment of very high-speed networks. The company has grown rapidly since 2016 on both an organic and inorganic basis. Turnover has increased from €250m in 2015 to nearly €500m in 2018.

In the spring of 2018, the existing shareholders decided to look for a new majority shareholder, capable of supporting Sogetrel's strong growth ambitions and further acquisitions. Latour Capital ("Latour") acquired Sogetrel, alongside Bpifrance and management that both reinvested significantly in the deal. Latour also brought in two minority shareholders to complete the funding (BNP Paribas Développement and Paluel-Marmont Capital). Latour intends to pursue Sogetrel's growth ambitions and help the company identify and execute additional M&A transactions in both its existing and adjacent sectors.

Xavier Vignon, CEO of Sogetrel noted the following : *"Sogetrel has demonstrated its ability to successfully capture sustainable growth, driven by increasing client satisfaction. We are delighted to have Latour support us for the next phase of our development and to have Bpifrance reinvest at their side."*

Philippe Léoni, founding partner of Latour Capital added the following : *"From our first meeting onwards, we were impressed by Sogetrel's highly relevant business model and the quality of its management team that executed an ambitious development plan. We are impatient to support the company in its next development phase that appears particularly promising."*

Alexis Guinard, investment director at Bpifrance stated the following : *"We are delighted to have supported Sogetrel during this phase of very strong organic and inorganic growth. Through our reinvestment, we wish to renew our full support to Xavier Vignon and his team, in their ability to position themselves as a major integrator of communication networks in France"*

Investors

- **Latour Capital** : Philippe Léoni, Maxime Gutton, Nicholas Whitbeck
- **Bpifrance** : Alexandre Ossola, Alexis Guinard, Nicolas Sluys
- **BNP Paribas Développement** : Jean-Charles Moulin, Delphine Larrandaburu
- **Paluel Marmont Capital** : François Poupée, Thomas Geneton

Sellers

- **Quilvest** : Thomas Vatier, Loeiz Lagadec, Hichem Hadjoudj
- **Andera Partners** : Arnaud Faure, Jean-Baptiste Bessieres

Financing banks

- **BNP Paribas** : Bertrand Montford, Michel Siciliano
- **Société Générale** : Paul Philippe Bernier
- **Crédit Lyonnais** : Quentin Viltard, Sébastien Alexandre
- **Banque Palatine** : Pascal Augé-Cabanier, Thomas Vidal

Management / Sogetrel advisors

- Lawyers : **McDermott Will and Emery** (Henri Pieyre de Mandiargues, Félix Huon)
- Management financial advisor : **The Silver Company** (Stéphane Argyropoulos)
- Financing advisory : **Finaxeed** (Vincent Rivaillon)

Advisors (investors)

- M&A : **Bryan, Garnier & Co** (Thibaut De Smedt)
- Financial DD : **Eight Advisory** (Mathieu Morisot)
- Lawyers (Latour Capital) : **Willkie Farr & Gallagher** (Christophe Garaud, Philippe Grudé, Thomas Saint-Loubert-Bié)
- Lawyers (Bpifrance) : **Bichot & Associés** (Nicolas Bichot, Vanina Paolaggi, Aurélie Thomas-Magnin)
- Lawyers (financing banks) : **Simmons & Simmons** (Colin Millar, Aurelien Jugand)

Advisors (sellers)

- M&A : **DC Advisory** (Eric Hamou, François Prioux, Nicolas Cofflard, Thomas Brulé, Bertrand Ciron, Camille Doss)
- Lawyers : **Mayer Brown** (Olivier Aubouin, Renan Lombard-Platet)
- Strategic DD : **Parthenon-EY** (Olivier Wolf, Elyes Zemni, Christophe Georges, Zoe Huczok)
- Legal, tax & social DD : **Agilys** (Baptiste Bellone, Carolle Thain-Navarro) and **Dentons** (Julie Caussade, Emmanuelle van den Broucke)
- Financial DD : **KPMG** (Axel Rebaudières, Antoine Bernabeu, Damien Moron, Joseph Aouad)

Press contacts

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About Latour Capital

Latour Capital is an independent management company, acting on the French private equity midcap segment, with nearly €430 million AUM. Latour Capital leverages the entrepreneurial mindset and operational expertise of its investment professionals to work alongside management teams and develop companies while creating value for all stakeholders. Since inception, Latour Capital completed around fifteen investments.

For more information: www.latour-capital.co.uk