

DATE

November 24, 2020

SECTORS

Media & Telecom

DEAL LOCATIONS



DEAL TEAM



François Prioux
Managing Director



Grégoire Philippe
Executive Director

DC Advisory advised the shareholders of Sogetrel on the company's capital reorganisation

Sogetrel

bpifrance

LATOUR CAPITAL

andera
PARTNERS

Background

- Founded in 1985, Sogetrel is a major player in the installation and maintenance of communication and electronic security networks and systems, as well as digital

solutions for tomorrow's cities and territories (eg smart cities)

- Sogetrel has established itself as the preferred partner for major public and private operators, as well as local authorities in network deployment - notably through the France Très Haut Débit plan initiated in 2013
- Sogetrel has also become a leading player in the electronic security and smart cities markets
- In 2018, following a process led by DC Advisory, Latour Capital, alongside Bpifrance and the management team, took a majority position in Sogetrel to support Sogetrel's development strategy
- In recent years, Sogetrel, with c.5,000 employees, has delivered strong organic growth in the installation and maintenance of communication networks and systems
- Sogetrel's growth has been coupled with targeted acquisitions in the electronic security and smart cities markets
- In 2018, revenues rose from more than €490 million to over €720 million forecast for the 2020 financial year

Process

- DC Advisory acted as exclusive financial advisor to Sogetrel's shareholders on the company's capital reorganisation

Outcome

- In November 2020 the management team, led by the CEO Xavier Vignon took a controlling stake in Sogetrel thanks to financing set up by its historic banking pool, as well as by Andera Partners, Luxempart and BNP Paribas Développement
- Together, they aim to provide Sogetrel with the means to expand its leading position in the installation and maintenance of communication networks and systems, while continuing to support the company's organic and external growth strategy in the electronic security and smart cities markets
- This transaction further illustrates DC Advisory's expertise in the Media & Telecom sector