

DATE

September 12, 2018

SECTORS

Media & Telecom

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



François Prioux
Managing Director



Nicolas Cofflard
Managing Director

DC Advisory advised Sogetrel on its sale to Latour Capital and Bpifrance



Background:

- Founded in 1985, Sogetrel is a major player in deployment and maintenance of telecommunication networks in France
- The fast-growing company has established itself as the preferred partner of major public and private telecommunication operators, as well as local authorities, notably in the deployment of very high speed networks. In addition, Sogetrel is a leading player in the electronic security markets
- Quilvest Private Equity, alongside Bpifrance and the management team, had taken a majority position in Sogetrel at the beginning of 2016 to support the company's development in the very high speed telecom networks and security activities
- Since 2016, the group has grown rapidly through both organic growth and acquisitions, under the leadership of its President Xavier Vignon. Revenues have increased from more than €250m in 2015 to more than €450m expected for 2018. The number of employees has doubled over the same period, now reaching more than 4,000

Process:

- In March of 2018, Quilvest Private Equity, Bpifrance and the management team initiated the search for a new majority shareholder
- In April 2018, DC Advisory was mandated as exclusive financial advisor to Sogetrel's shareholders for the disposal of the company
- Following a competitive process involving a restricted number of financial sponsors, Latour Capital signed an agreement with the current shareholders in July 2018, under

which the management team and Bpifrance reinvest

- Latour Capital aims to continue to support the company's organic and external growth in the network and communication systems integration as well as in the electronic security markets
- This transaction illustrates DC Advisory's expertise in the TMT sector and highlights its ability to conduct a competitive process within a tight timeframe