

DATE

June 14, 2019

SECTORS

Infrastructure

DEAL LOCATIONS



DEAL TEAM



Nicolas Cofflard
Managing Director



Grégory Roquier
Managing Director

DC Advisory advised ICG on the acquisition of OCEA Smart Building from InfraVia



Background

- Headquartered in Paris, OCEA Smart Building (“OSB”) is a leading player in the French market for smart metering infrastructure, with more than 3 million water and heat sub-meters installed
- The Group provides a comprehensive range of services enabling a greater control of water and heat consumption by its customers, including installation & rental of sub-meters, reading & data collection, maintenance, as well as value-added auxiliary data management services. Since early 2019, OSB has expanded its activities into the installation, rental and management of Electric Vehicles Charging Stations
- OSB operates across 27 operating sites in France with over 450 employees

Process

- Leveraging on its strong knowledge of the sub-metering market and contacts in the sector, DC Advisory was mandated by the Infrastructure team of Intermediate Capital Group (ICG) to act as both its exclusive M&A and financing adviser
- DC Advisory assisted ICG Infra which successfully pre-empted a highly competitive sale process with the backing of the management team. In parallel, DC Advisory helped ICG secure a binding financing package within an accelerated time frame

Outcome

- ICG entered into exclusive negotiations for the acquisition of OSB from InfraVia
- This transaction will be the second investment of ICG's European Infrastructure team, which was established in 2018