



Omnes Capital is a major player in private equity, with a commitment to financing SMEs. With €1.8 billion in assets under management, Omnes Capital provides companies with the capital needed to finance their growth and with key expertise in a number of areas: Mid and Small Cap Buyout & Growth Capital, Venture Capital in technology and life sciences, Renewable Energy, Mezzanine, Secondary Funds of Funds, Co-Investment. Omnes Capital, formerly Crédit Agricole Private Equity, was a subsidiary of Crédit Agricole S.A. until March 2012 when the company gained its independence. Omnes Capital is a signatory to the United Nations Principles for Responsible Investment.

MID CAP BUYOUT & GROWTH CAPITAL

Omnes Capital supports Exclusive Networks in its acquisition programme

Key features of the deal

Date: Q4 2013
Opération: Build-up
Capital Increase: 12 M€
Debt: 60 M€ (ICG Debt Partner)
Funds: CACI 3 ; CACI PI
Co-investors: Management, EDRIP, SOCADIF

About Exclusive Networks group

Activity: Specialised value added distributor of security, unified communications and network infrastructure solutions.
2010 revenue: 100 M€
2013 revenue (est.): 400 M€
Presence: 16 countries
Employees: 400



Key Dates

2010: Omnes Capital investment & acquisition of **Trygg Data** (Norway)

2011: acquisition of **VADition** (UK & Netherlands) & **TLK** (Germany)

2013: Capital increase and acquisition of **Secureway** (Dubai)

The Exclusive Networks Group, the leading independent value-added distributor (VAD) specialising in the marketing of security, storage and networking solutions for businesses, has signed the acquisition of Secureway. Based in Dubai, the company is a leading security specialist value added distributor in the Middle East, with clients in ten countries in the Gulf region and revenue of 50 million euros expected in 2013.

This acquisition follows the implementation last September by Omnes Capital and all shareholders of a capital increase of 12 million euros for the Exclusive Networks group and acquisition financing of 60 million euros raised entirely from ICG Senior Debt Partner.

Omnes Capital, who acquired a stake in the company in July 2010 during a primary LBO, has supported the company's growth by multiplying its revenue by 4 in 3 years.

This operation will allow the Exclusive Networks Group to establish itself in the Middle East, the fastest growing region of EMEA, and to expand its portfolio of suppliers. With growth expected over 10% a year until 2016, new technologies represent a strong growing market in this area.

The company maintains its stated aim to make three acquisitions per year, and to reach revenues of 1 billion Euros by 2017.

“It is a very important step for the group because we now have the resources we need to serve our ambition. Our satisfaction is double, first because Omnes Capital adhered to our strategic plan and accepted to support us financially and second because ICG joined us on this project, replacing the exiting bank pool and bringing us the resources as well as the flexibility and dynamism we need. This acquisition allows us to complete our geographical coverage with a company with which we share vision and values, led by a high quality team.”

OLIVIER BREITTMAYER,
 Chief Executive Officer of Exclusive Networks Group

“Since our initial investment in 2010, the company has had an outstanding track-record and has become the European leader. We have therefore chosen to provide it with sufficient financing to allow it to reach a one billion euros turnover by 2017. It is a strong satisfaction for us to see the Exclusive Networks Group finalise its fourth acquisition since 2010 and start deploying the new resources provided.”

PHILIPPE ZURAWSKI,
 Partner, Mid Cap Buyout & Growth Capital

AN INDEPENDENT AND EXPERIENCED TEAM

Fabien Prévost, CEO
Eric Rey, Partner
Bertrand Tissot, Partner
Philippe Zurawski, Partner
Benjamin Arm, Director
Mikaël Schaller, Investment Manager
Alice Calvez-Pignot, Associate
Rémy Deloffre, Associate