



Omnes Capital is a major player in private equity, with a commitment to financing SMEs. With €2.1 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 until March 2012 when the company gained its independence. Omnes Capital is a signatory to the United Nations Principles for Responsible Investment (PRI).

MID CAP BUYOUT & GROWTH CAPITAL

Omnes Capital sells its shareholding in the Melkonian Group to the founders

Key features of the deal

Date: February 2014
Operation: Exit / OBO
Buyers : Family / Bpifrance / Amundi PEF / Sofipaca
Omnes Capital investment date: 2008
Funds: CACI 3

About the Melkonian group

Activity: Construction, rental and sales of mining and underground works equipment.
2010 revenue: 21 M€
2013 revenue: 33 M€
Presence: +70 countries
Production units: 28
Employees: 70



Key dates

2008: Omnes Capital enters group's capital

2011: Subsidiary opened in Niger

2013: Subsidiary opened in Burkina-Faso

2014: sale to founding family

Omnes Capital sells its stake in the Melkonian Group, the leader in mining and underground works equipment, to the founding family, as well as Bpifrance, Amundi PEF and Sofipaca. Based in Aix-en-Provence (Bouches-du-Rhône), the Melkonian Group is a family-owned company that designs, manufactures and sells equipment and spare parts for extracting and transporting minerals in the hard rock underground mining segment. Its offer includes the sale and construction of new or reconditioned equipment and the supply of spare parts and accessories.

Omnes Capital had acquired an equity interest alongside the Melkonian family in the Melkonian Group as part of an owner buy-out (OBO) in 2008.

Supported by Omnes Capital, the Melkonian Group experienced a strong growth with an increase of over 60% of the turnover over the period. The quality of its business model, the dynamism of its sales force (sales staff increase of over 50% between 2008 and 2012), the development of a specific range produced in own and dedicated to the extraction of vein deposits, as well as the opening of new subsidiaries in Niger and Burkina-Faso are all elements that have enabled the Group to grow faster than the market.

“The support we received from Omnes Capital was in all points essential. Both because they have given us a total confidence in all our decisions, even during the severe financial crisis that followed their arrival in the capital, and because they gave us advice and trust that allowed us to achieve a performance of over 60% of sales and operating income between 2008 and 2012. We are the second generation of entrepreneurs in the family-owned Group and we will never forget the Omnes Capital – Melkonian Group partnership.”

GENEVIÈVE, MARC & CHRISTOPHE MELKONIAN
 Co-presidents of the Melkonian Group

“We are proud to have supported the strong growth of the Melkonian Group by contributing to the strategic evolutions implemented.”

BENJAMIN ARM,
 Director, Omnes Capital

MID CAP TEAM

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