



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

Investment in Eratome group, social housing renovation - July 2013

Key features of the deal

Date: July 2013
Description: Acquisition of a majority interest in a primary LBO
Omnes Capital investment: €15.6 million
Funds: FCPR CACI 3 and CACI PI
Co-investors: Management, FSI Régions - bpifrance

About Eratome group

Business: Social housing renovation
2012 revenue: €31 million
Employees: 120



“We have found a dynamic and ambitious team that matches our needs. This collaboration will enable us to maintain our market-leading position, while also reinforcing our expansion in the renovations market.”

JEAN-MICHEL NUCERA,
Chairman and Chief Executive Officer,
Eratome group

Omnes Capital has invested in an initial LBO of the Eratome group, a social housing renovation specialist, alongside the company’s management led by its Chairman and Chief Executive, Jean-Michel Nucera, and FSI Régions - bpifrance.

Founded in 1991 by Jean-Michel Nucera, the Eratome group is a leading player in the buildings repair, maintenance market and in social housing renovation and refurbishment. As a multi-specialist, Eratome has recognised expertise in all trades (plumbing, painting and decorating, electricity and wiring, floor coverings, carpentry, etc.). It has a 10% market share of the greater Paris region with a customer portfolio comprised exclusively of social housing landlords and four-year contracts.

The purpose of the deal is to strengthen the group’s structure and support its growth, based on an ambitious build-up strategy. Many opportunities have already been identified in the greater Paris region where the market is highly fragmented.

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

MID CAP BUYOUT & GROWTH CAPITAL TEAM

A tried and tested investment strategy

- French SMEs with an enterprise value of €25-80 million for core targets
- Equity tickets of €8-20 million
- Market leaders with robust fundamentals, a resilient business model and strong organic or build-up growth potential

Operational value-added

- Mainly driven by revenue growth of underlying portfolio companies

A differentiating deal flow

- Strong personal networks and regional footprint with an edge for primary transactions

First-class track record

- CACI 2 (2005 vintage) has earned a gross multiple of 3x on eight exits