



Press release

Omnes Capital invests in Heidrich alongside buyer François Sabaté

Omnes Capital is investing in Heidrich as part of a management buy-in (MBI) alongside François Sabaté. Francis Heidrich, the founding manager and the owner of the company's entire capital, is selling all of his shares. A veteran manager with experience of sales and marketing and of running an international subsidiary, François Sabaté is acquiring a majority shareholding in the company.

And Omnes Capital's Small Cap Buyout & Growth Capital team is making this its third investment of the year via the LCL Expansion 2 fund.

Headquartered in Sélestat (Bas-Rhin department) and led for the past 20 years by its founder Francis Heidrich, the company specialises in buying, selling and fitting external joinery (windows, doors, shutters, garage doors, etc.), which it sells directly to consumers in the Alsace region. It has positioned itself at the high end of the market and offers made-to-measure products. On average, it handles 1,500 projects p.a.

As a leading player in the Alsace regional market, the company has enjoyed steady and consistent growth in recent years despite inauspicious economic conditions. In 2013, it recorded sales of €11.2 million.

This buy-in opens a new chapter in the company's development. Heidrich, which now boasts two retail outlets in Sélestat and Lutterbach, is soon set to broaden its catchment area to the entire Alsace region once it opens an additional showroom in the Strasbourg area.

François Sabaté, Chairman of Heidrich, commented: *"I am delighted to have acquired Heidrich, a specialist with very high-calibre teams and an excellent reputation. Our goal is to continue pursuing the same strategy and to further the company's expansion in Alsace."*

François Lory and Bertrand Dupray from Omnes Capital added: *"François Sabaté was looking to buy a SME that has excellent fundamentals and provides a good fit with his experience. We are delighted to be supporting this entrepreneur with the acquisition and development of a strong performer."*



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Participants

Omnes Capital

François Lory, Director, Small-Cap Buyout & Growth Capital

Bertrand Dupray, Associate, Small-Cap Buyout & Growth Capital

Legal counsel for the investors:

DKIS: Djamel Seoudi, Amélie Dupin de Saint Cyr

Investment adviser for the Manager

Wagram Conseil: Olivier Larrat

Legal counsel for the Manager:

Lealta: Olivier Toury, Anne-Marie Carvalho

Audits:

Accounting and financial: ACA Nexia – Fabrice Huglin

Legal and tax: Lealta – Olivier Toury

Employment: Muel Avocats – Joseph Muel

Banks:

LCL (arranger): Dirk Weinand, Xavier Bailen

Caisse d'Épargne et de Prévoyance d'Alsace: Daniel Thomen/Estelle Box

Banque Populaire d'Alsace: Mathieu Meyer/Thierry Kormann

BPI France.

About Omnes Capital (formerly Crédit Agricole Private Equity)

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: Buyout & Growth Capital, Venture Capital, Renewable Energy, Co-Investment, Secondary Funds of Funds. Omnes Capital, formerly Crédit Agricole Private Equity, was a subsidiary of Crédit Agricole until March 2012. The firm is now owned by its employees.

Omnes Capital is a signatory to the United Nations Principles for Responsible Investment (PRI).

Further information: www.omnescapital.com

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