

Press Release

Batiweb group announces purchase of helloArtisan digital platform, creating unique offering connecting individuals with construction professionals

Montigny le Bretonneux, 26th June 2018 - Batiweb Group announces the purchase of **helloArtisan** alongside the home help firm Se Faire Aider and its two managers, François Sorbier and Charles Coatalem. Omnes Capital, and co-investors Swen Capital Partners, Matmut Innovation and Golda Darty Partners are backing the deal, which allows the Batiweb group to complete its offering of connecting individuals with building professionals.

Founded in 2014, **helloArtisan** has developed a digital platform for connecting individuals with professionals by offering full support during project work, from selecting companies, signing quotes, monitoring and coordinating, through to project handover.

The platform positions itself as a single point of contact and a trusted third party that allows individuals to benefit from a tailor-made service ensuring a qualitative selection of craftsmen and management of all the necessary steps to carry out their work. The **helloArtisan** platform also manages the financial aspect of the relationship between craftsman and client, which is a key differentiating factor compared to most other platforms.

With **helloArtisan**, Batiweb is taking a new step towards the digitization of project work. This acquisition makes it possible to manage practically all the stages, and to answer the needs of individuals, while helping professionals in the day-to-day management of their companies.

Batiweb group will rely on quality management who will continue the venture and support **helloArtisan's** development within the firm.

With a decade's experience in connecting individuals with construction professionals, Batiweb Group is strengthening its position as the No. 2 in the market thanks to this new acquisition. It is acquiring a unique and disruptive know-how in the relationship between individuals and craft persons within the renovation industry.

With this third acquisition, Batiweb group has recorded nearly 8,000 artisanal customers in France and Belgium with a turnover of €14 million in 2017. It therefore possesses all the necessary elements in the value chain of digitalising project works. Its product offerings "Discovery", "Premium", and "Making Appointments" is completed with "Project Management Assistance" provided by **helloArtisan**. With its offering, Batiweb group positions itself as a unique player in the market.

"We are pleased to announce the acquisition of helloArtisan, as we believe this emerging business model has an incredible future. helloArtisan will allow us to digitize each step of project work and manage the value chain. This acquisition particularly strategic for the group as it responds to market demand for simplification, transparency and reassurance", declares Nicolas Ricart, Chairman of Batiweb group.

"After a year of partnership with Nicolas Ricart and his teams, we are particularly satisfied with the growth project, in terms of organic growth (doubling turnover and profitability) and of external growth (with three build-ups made). Our common ambitions remain significant in a very deep market. The group has tripled its customer base and now has the necessary know-how to digitize support for project work between private individuals and craftsmen" explains Frédéric Mimoun, Investment Director at Omnes Capital.

"I am convinced that Batiweb's acquisition of helloArtisan will allow us to accelerate and improve the support services we offer to individuals for their renovation work. Our common goal is to make French people want to work again. For this, we select the best companies in the sector, provide them with modern digital tools and ensure the smooth running of project work," says François Sorbier, Chairman of HelloArtisan.

Participants:

- Batiweb: Nicolas Ricart (CEO), Sébastien Blot (CFO), Gaëtan Ovigneur (Marketing Director)
- Omnes Capital: Frédéric Mimoun (Investment Director), Antoine Joris (Principal), Sandra Matas (Legal)
- Swen Capital Partners: Julien Bourret (Portfolio Manager)
- Groupe Matmut: François Farcy (Deputy Director-General – DDG Operations and Enterprises, Business Line Coordination)
- Golda Darty Partners: Jean Sarkozy and Julien Kakon (Administrators)

Buyside Advisors:

- Legal and Legal Due Diligence: Lerins & BCW (Cédric Vincent, Marc Gervais)

Sellside Advisors:

- Legal: Ginestié Magellan (François Devedjian, Fabienne Kerebel)

About Batiweb Group

Batiweb Group is a publisher of websites and service creators for all players in construction, project works and housing. The company is built around 2 activities: the media developed around the leading construction sector brand **Batiweb.com** and connecting individuals with construction professionals, coupled with new innovative services to support companies in carrying out their activity.

The firm's ambition is to become an international and multi-service group bringing real expertise to the market by developing high value-added offers for all housing stakeholders, from individuals to professionals.

The Batiweb group is now majority owned by its management and expects to surround itself with the most talented profiles to achieve its objectives based on expertise, service and performance.

Batiweb Group includes the following brands: **Batiweb.com – E-Travaux – Active Prospects – Easy Devis – Clie'tel, Renowizz et helloArtisan.**

About Omnes Capital

Omnes Capital is a leading Paris-based European investor in private equity and infrastructure. With €3.6 billion of assets under management, Omnes Capital provides SMEs with the capital needed to finance growth. The firm has dedicated investment teams across three key areas: Venture Capital, Buyout & Growth Capital and Infrastructure. Omnes Capital is owned by its employees. Omnes Capital is committed to ESG issues and has set up the Omnes Foundation in aid of children's charities. It is also a signatory to the United Nations Principles for Responsible Investment (PRI).

www.omnescapital.com



About SWEN Capital Partners

With €4.5 billion in assets under management in Private Equity, Debt and Infrastructure, SWEN Capital Partners invests through "primary" transactions (fund selection), "secondary" transactions (repurchases of units or fund portfolios) and "co-investments" (direct investments alongside partner managers in equity or mezzanine capital). SWEN Capital Partners offers a wide range of open-end and dedicated investment solutions for institutional and retail clients, as well as auxiliary services in portfolio tracking and monitoring. A subsidiary of OFI Group (Macif, Matmut, Ofivalmo Partenaires) and Federal Finance Gestion (Arkéa Investment Services), SWEN Capital Partners is a benchmark in non-listed European Responsible Investing and integrates ESG criteria in all of its institutional investment management.

About GOLDA DARTY PARTNERS

GOLDA DARTY PARTNERS financially backs entrepreneurs in implementing development and growth projects. Heirs to a great entrepreneurial venture, GOLDA DARTY PARTNERS is a long-term financial and strategic partner, involved without time constraints in companies of varying stages of maturity and across all sectors of activity. Above and beyond investing in the technical expertise of the projects backed, GOLDA DARTY PARTNERS invests in people.

About Matmut Innovation

Matmut Innovation is Matmut Group's structure aimed at buyout and growth capital financing of players offering technological innovation in the insurance business value chain. With more than 3.3 million members and more than 6.8 million managed insurance contracts (as of 31 December 2017), Matmut Group is a major player in the French insurance market. It offers everyone - individuals, professionals, companies, associations - a full range of insurance products for people and goods (car, motorcycle, boat, home, responsibilities, family protection, health, legal protection and assistance) and financial services and savings (car loans, project, borrower insurance, savings book, life insurance ...). The Group now has 6,200 employees. It achieved a €2.1 billion turnover in 2017.

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