

Press Release

Batiweb Group announces buyout of Clie'tel. The trading name "Le Bon Artisan" is to become "e-travaux".

Montigny-Le-Bretonneux, 16 January 2018. Months after Omnes Capital became a shareholder, with the support of Matmut Innovation, Golda Darty Partners and Swen Capital Partners, simultaneously with its acquisition of Easy Devis, the Batiweb Group is buying Clie'tel. Following discussions that have taken place mutually since last July, Arco Holding and the management are to divest all capital.

Clie'tel is a Nantes-based digital platform linking private individuals and craftspeople. Clie'tel generates €1.8M of sales revenue under the historic trading name "Le Bon Artisan". In a market with rapid growth and potential for consolidation, Clie'tel has extensive synergies with Batiweb. Their client base will reinforce its geographical coverage and range of crafts offered. The management team will continue the development of Clie'tel and will consolidate the Group's resources. Following this transaction, the trading name "Le Bon Artisan" is set to become "E-travaux", the flagship site of Batiweb.com. Existing customers will now benefit from the marketing power of Batiweb, which generates 45,000 quotation requests from private individuals every month.

Benefitting from 10 years' experience in linking private individuals and construction industry professionals, the Batiweb Group is reinforcing its position as number 2 in the market as a result of this new acquisition and its E-travaux, Active Prospects, Easy Devis and Renowizz platforms. With Clie'tel, the Batiweb Group will now have more than 4,500 clients/craftspeople, spread across France and Belgium, bringing its sales revenue for 2017 to almost €14M. With its "Premium" and "Make an appointment" product offering, it is a unique player in the market.

The transaction is being financed by Omnes Capital, Matmut Innovation, Golda Darty Partners and Swen Capital Partners.

"For this ambitious project, our objective was to become stronger in our role of active intermediation between private individuals and professionals. What's more, it made perfect sense for us to acquire the company Clie'tel with its unique commercial offering that complements our own. Their network of 2,300 clients will also allow us to double in size and therefore be able to better respond to private individuals' requests for works, according to their geographical region and the crafts they want. We are delighted to be able to announce this acquisition which is going to boost our firepower in a rapidly-growing intermediation market. Ultimately, we are building a team that is enormously talented and extremely motivated by the new plan we are proposing," explains Nicolas Ricart, CEO, Batiweb Group.

"We are thrilled to be able to support the Batiweb Group in its development with its acquisition of the company Clie'tel. This is a strategic transaction for the Group as it allows them to consolidate their position as a leader in the French market. With 45,000 quotation requests generated every single month by all of the Group's intermediation platforms, we will have the capacity to satisfy Clie'tel's network of professionals. The fact we are growing this network of professionals will also allow us to address another objective: to introduce new value-added services for the entire profession." adds Frédéric Mimoun, Director at Omnes Capital.

"In a very vibrant linking market, our "Le Bon Artisan" platform could no longer continue its development alone. That's why we started looking for a partner or buyer in early 2017. Obviously, it is the combined force of Batiweb/Omnes that has given our clients and teams the best outlook for development. Our clients and teams will now be able to continue their great story incorporated within a robust and ambitious Group." says Eric Rabilloud, Founder of Clie'tel.

Stakeholders:

- BatiwebGroup: Nicolas Ricart (CEO), Gaëtan Ovigneur (Marketing Manager), Sébastien Blot (Finance Manager)
- Omnes Capital: Frédéric Mimoun (Director), Antoine Joris (Associate)
- Matmut Group: Nicolas Gomart (CEO - Matmut Group), Maud Duval (CEO – Matmut Innovation), François Farcy (Deputy CEO - DGA Indemnities and Services)
- Golda Darty Partners: Jean Sarkozy and Julien Kakon (Directors)
- Swen Capital Partners: Julien Bourret

Buyer Consulting:

- Legal Consulting on the transaction and legal audit: Gaftarnik, Le Douarin & Associés (Mickael Lévi, Eric Gaftarnik and Sarah Mobtahij)
- Intellectual Property/digital law consulting: ME Haas (Marie-Emmanuel Haas)
- Data Protection Consulting: Granrut (Anne Cousin, Anne-Clémence Buttner)
- Financial Audit: Oderis (Thomas Claverie, Lan Chau)
- Tax Audit: Nabarro Hinge (Laurent Mamou)
- IT Audit: Exeis (Antoine Vallée)
- ESG Group Audit: Indefi (Emmanuel Parmentier)

Arco Holding & Manager Consulting:

- TGS Avocats: Jérôme Péron

About the Batiweb Group

The Batiweb Group is a website publisher and service creator for all of the construction and housing industry. The company is built around 2 activities: developing media around the market-leading brand Batiweb.com, and linking private individuals with construction professionals, coupled with innovative services to support businesses in carrying out their work

The company's ambition is to become an international, multi-service group bringing real expertise to the market by developing offerings with high added value for the entire housing industry, and professionals in particular. The Batiweb Group is currently majority owned by its management and intends to surround itself with the leading talent to achieve its objectives based on expertise, service and performance.

Batiweb incorporates the following brands: Batiweb.com – E-Travaux – Active Prospects – Easy Devis – Clien'tel et Renowizz.

About Omnes Capital

Omnes Capital is a major player in private equity and infrastructure. With €3.6 billion in assets under management, Omnes Capital provides companies with the capital needed to finance their growth and with key expertise in three main areas: Venture Capital, Buyout & Growth Capital and Infrastructure. Omnes Capital was a subsidiary of Crédit Agricole until March 2012. The firm is owned by its employees. Omnes Capital is a signatory to the United Nations Principles for Responsible Investment (PRI).

www.omnescapital.com



About Matmut Innovation

Matmut Innovation is the organisation of the Matmut Group aimed at investing in holdings and financing the development of players offering innovative technologies that fall within the value chain of insurance businesses.

With more than 3.3 million members and almost 6.8 million insurance policies under management (as of 31 December 2016), the Matmut Group is a major player on the French insurance market. It delivers to everyone – individuals, professionals, companies and non-profits – a complete range of insurance products covering people and property (motor, motorcycle, boat, home, liabilities, family, health, legal cover and emergency assistance) as well as financial services and savings (motor loans, project finance, borrower's insurance, savings accounts, life insurance, etc.). The Group currently has 6,200 employees. It achieved €2 billion in sales revenue during 2015/16.

About GOLDA DARTY PARTNERS

GOLDA DARTY PARTNERS is a long-term finance and strategy partner, engaged for an unspecified period with maturities companies and various sectors of activity.

Itself the product of a business venture, GOLDA DARTY PARTNERS provides capital to support entrepreneurs as they carry out their development and growth plans. Beyond its technical and industrial expertise for the projects it supports, GOLDA DARTY PARTNERS is also an investor in people.

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