

## Press Release

### **Batiweb completes acquisition of Archionline and creates first 100% digital service "Work from A to Z" for housing professionals and individuals**

**Montigny Le Bretonneux, September 26, 2019** - Batiweb Group announces the acquisition of **Archionline** which completes its pivotal marketplace strategy. The founding managers, Victor Thoulouze and Grégoire Leveque, will remain as shareholders, in charge of the company's operational management. Omnes is backing the acquisition with the help of mezzanine debt raised from Idinvest, totalling €6 million. This is intended both for the acquisition of Archionline and for the development needs of this auspicious activity, all centred around a very ambitious technological innovation plan.

Founded in 2013 and based in Paris, Archionline is the foremost national web platform linking individuals, architects and local artisans working for the construction, extension and renovation of residential housing.

The company has developed a fully automated online solution for supporting individuals at every phase of their projects: custom architectural blueprints, planning permission filing and enlisting certified professionals, thereby assuring the successful completion of projects. The goal is to allow everyone to carry out their work with confidence.

Archionline has a network of 450 professionals (300 architects and 150 accredited construction companies) and carries out 1,200 projects every year throughout France with a 98% satisfaction rate. Turnover has risen by nearly 70% annually since 2016, amounting to €18 million worth of completed projects expected this year.

With Archionline, Batiweb is carrying out its fourth external growth deal since Omnes became a shareholder in 2017 (helloArtisan was acquired in June 2018, Clie'n'tel in January 2018 and Habitat Trade in April 2017). In addition to its strategic nature (consolidating deals in the digitization of tasks), this acquisition is particularly accretive for the Group as well as very profitable.

This new acquisition strengthens its offering in the digitization of tasks and allows it to create the very first 100%-digital "A to Z" solution, right from the initial quote to the hiring of labour and building site supervision.

With ten years' experience forging connections across the construction industry, Batiweb is consolidating its No.2 market position and is now solidly based along three complementary divisions. The Batiweb.com website is the leading player among building professionals. The media business generates advertising revenues from major industry brands. With 4,500 trade customers and 40,000 bid requests per month, Batiweb Group is the second-biggest intermediary between private individuals and tradespeople in a fast-growing and burgeoning market. The acquisitions of helloArtisan and Archionline have enabled the Group to become the key French player in 100% all-digital "A to Z" solutions, from invitation to tender through to project completion, as well as fee collection on behalf of third parties.

In addition, Batiweb announces the merger of its historic brands around the unique brand **helloArtisan**, thereby strengthening its position in the intermediation market.

The Group is expected to achieve an aggregate turnover of €17 million in 2019 -- a threefold increase since 2017 -- and a dramatic fivefold double-digit upturn in profitability since Omnes became shareholders. Today the company has 130 employees, up from 70 in 2017.

Nicolas Ricart, Chairman of the Batiweb Group: *"We are delighted to welcome Archionline to the Group. Archionline has a peerless understanding of that special relationship between the architect and the domestic construction, renovation and extension marketplace. With this acquisition, we are infusing value across the entire chain through the digitization of tasks, thus providing a unique market solution*

*and meeting the needs of private individuals. With the help of Omnes, I am particularly pleased to welcome Idinvest to my turn at the table, enabling us to continue our active and discerning policy of external growth operations."*

Victor Thoulouze and Gregoire Leveque, co-founders of Archionline: *"We are thrilled to be joining Batiweb in fulfilling the mission that we set ourselves six years ago to facilitate housing with or without an architect. Our architectural DNA and our customer-oriented approach offer us an unprecedented position in this almost completely untapped market for digital players. This combination gives us the human and financial resources of our ambitions by together developing a strong brand for both private individuals and professionals to revolutionize the work experience".*

Nicolas Nedelec and Olivier Sesboüé, Investors at Idinvest: *"We are very pleased to become a long-term partner of the Batiweb Group and to be able to support it in accelerating its growth through this deal which is both relevant and productive".*

Frédéric Mimoun, Senior Director at Omnes: *"After two years of particularly active support, we are pleased with this 4th external expansion which gives Batiweb solid expertise in the digitization of work from A to Z which is for us a most promising market segment".*

#### **Participants:**

- Batiweb: Nicolas Ricart (CEO), Sébastien Blot (CFO)
- Omnes: Frédéric Mimoun (Senior Director), Antoine Joris (Principal)

#### **Buyside Advisors:**

- Deal Legal Counsel and Legal Audit: LL-Berg (Olivier Abergel, Gaele Quillivic, Julien Carrascosa, Houzefa Moula Mamoudjy)
- Financial Consultant: Oderis (Thomas Claverie, Lan Chau)
- NG Finance (Guislain d'Ouince)

#### **Sellside Advisors:**

- Legal Counsel: Vaughan (Antoine Denis-Bertin)
- Financial Advisor: La Financière des Entrepreneurs (Sebastien Steinmetz)

#### **Financial:**

- Idinvest (Mezzanine) : Nicolas Nedelec, Olivier Sesboüé, Camille Le Jossec
- Villechenon (Tristan Segonds, Martin Kyuchukov-Roglev)

#### **About Batiweb Group**

Batiweb Group is a website publisher and service creator for all construction, labour and housing stakeholders. The company is centred around three activities: media relating to the construction industry's leading brand [www.batiweb.com](http://www.batiweb.com), the relationship between private individuals and experts, and A to Z project delivery ([www.helloartisan.com](http://www.helloartisan.com)).

The Batiweb group is now majority-owned by its management and plans to surround itself with the greatest talents available in order to achieve its objectives, based on expertise, service and performance. [www.batiwebgroup.com](http://www.batiwebgroup.com)

## About Archionline

Archionline.com is the trusted third party for all the tasks providing a framework for 450 architects and companies all over France, assisting private individuals from the very first plans to the final stroke of paint, ensuring that each project is a success and not a headache.

Founded in 2013, the start-up has established itself as the industry standard for craftsmen and architects, thanks to the simplicity of its services, its technology, the quality of its customer service and its guarantee of completion. [www.archionline.com](http://www.archionline.com)

## About Idinvest

Idinvest Partners is a leading European mid-market private equity firm. With €8bn under management, the firm has developed several areas of expertise including innovative startup venture capital transactions; mid-market private debt, i.e. single-tranche, senior and subordinated debt; primary and secondary investment and private equity advisory services. Founded in 1997, Idinvest Partners used to belong to the Allianz Group until 2010, when it branched out as an independent firm. In January 2018, Idinvest Partners became a subsidiary of Eurazeo, a leading global investment company, with a diversified portfolio of €17bn in assets under management, including approximately €11bn from investment partners, invested in over 350 companies.

## About Omnes

Omnes is a major player in private equity and infrastructure. With €3.6 billion in assets under management, Omnes provides companies with the capital required for their development through its three core businesses: Venture Capital, Capital Development & Transmission and Infrastructure. Omnes is wholly owned by its employees. Omnes is committed to ESG issues. The company created the Omnes Foundation for Children and Youth and is a signatory to the United Nations Principles for Responsible Investment (PRI). [www.omnescapital.com](http://www.omnescapital.com)



## Press contacts

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