



Paris, 14 September 2017

Press release

**Omnes Capital invests in Aero Negoce International (ANI)
through an Owner Buy-Out (OBO).**

Omnes Capital announces the acquisition of a minority stake in the ANI group through a €11.7 million investment from its Omnes Croissance 4 mid cap fund. The transaction enables the transmission of ANI from its founder, Claude Patin, to his step-daughter Nathalie Bianchini and her husband, Patrick Bianchini, ANI's current chief executive.

Based in Béziers (Occitanie region in France) and created in 1993, the ANI group is a fasteners distributor dedicated to the aerospace industry. Its main customers are aircraft manufacturers (e.g. Airbus, Dassault) and their main suppliers (e.g. Zodiac, Safran). The group, which employs 25 staff, generated annual revenue of €16 million as of 30 June 2017, up 17% compared with the previous financial year.

The aerospace fasteners market is very large, with more than 500,000 different references worldwide, of which approximately 45,000 are available through ANI's catalogue (fasteners, bearings, hinges, connectors, lights, etc.).

ANI offers bespoke value-added services to its customers, and benefits from its over 20 years' experience in the industry, its efficient sourcing capacities, especially for small quantities, as well as its reliability in outsourced inventory management.

Omnes' ambition through the deal is to support the company organic and external growth via the following key growth drivers:

- 1/ Product range diversification (e.g. kitting);
- 2/ Commercial development in the US (ANI is already present on the East coast via a dedicated sourcing division);
- 3/ Development in the Maintenance, Repair and Operations (MRO) space;
- 4/ Identification of external growth opportunities in Europe and the US.

Patrick Bianchini and Nathalie Bianchini, ANI's executives, say: *"Our group is experiencing very rapid growth, particularly through the signing of new long term supply agreements. The quality of our products and services combined with the flexibility of our structure, makes us very competitive and encourages industrial companies to award us an increasing number of contracts. We were looking for a motivated partner, capable of supporting us in our development, in particular internationally. It was for these reasons that we decided to work with Omnes Capital."*

Eric Rey, Managing Partner, Omnes Capital, adds: *"The group provides bespoke services to the aerospace industry which is growing strongly; its business model perfectly meets its customers' requirements in terms of high-quality sourcing and reliable deliveries. The company, now managed by Patrick Bianchini, has promising growth potential, underpinned by European excellence in aerospace. ANI is looking to strengthen the company's international operations."*



This transaction represents the sixth investment completed by the Omnes Croissance 4 fund. The fund has invested in Cogepart (express delivery service), Bimedia (software solutions for local retailers), Dispam (temperature-controlled transport) and Circet (telecoms infrastructure). The fund sold Capcom (fibre optics and cable network installation) in February 2017.

Participants

Omnes Capital

Eric Rey, Managing Partner, Mid Cap Buyout and Growth Capital

Etienne Chemel, Principal, Mid Cap Buyout and Growth Capital

Advisers

Acquisition legal/tax/social DD and corporate structuring: Paul Hastings (Olivier Deren, Edith Boucaya, Vincent Nacinovic, Etienne Bimbeau and Marc Zerah)

Acquisition financial DD: Oderis (Julien Passerat and Lan Chau)

Acquisition strategic DD: CMI (Nicolas Kandel and Hugo Perier)

Vendor and management financial advisers: Swisslife Banque Privée (Alain Kuperty and Caroline Martinez-Devillepoix)

Vendor and management legal advisers: Fieldfisher (Philippe Netto, Ludovic Bernet, Antoine Gabizon and Marion Cressely-Deneuville)

ESG DD: INDEFI (Emmanuel Parmentier)

Financing

LCL (Arranger – Bertrand Carassus), CIC, Société Marseillaise de Crédit

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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 a number of areas: Buyout & Growth Capital, Venture Capital, and Infrastructure. Omnes Capital was part of the Crédit Agricole group 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). www.omnescapital.com

