



Paris, 29 May 2015

## **Press release**

### **Omnes Capital sells Exclusive Networks to a consortium of investors led by Cobepa**

Omnes Capital sells its stake in Exclusive Networks to a consortium of investors led by Cobepa, realising a 4.8x multiple on the deal. This is the second exit for Omnes' mid cap fund CACI 3. On this occasion, the fund has been repaid and six investments remain in portfolio. The private equity funds managed by Edmond de Rothschild Investment Partners (Edrip) and Socadif, which invested in the deal alongside Omnes Capital, are also selling their stake.

Exclusive Networks, based in Boulogne-Billancourt, is Europe's leading independent value-added distributor (VAD) for the EMEA region, specialising in the marketing of solutions for businesses in the areas of cybersecurity, data centres and associated value-added services.

The group connects established and emerging global technology vendors from all over the world to markets in the EMEA region via its 'Super VAD' value-added distribution model. A specialist in cybersecurity solutions, Exclusive Networks works with more than 7,000 value-added reseller (VAR) partners.

Omnes Capital acquired a stake in the company in 2010 in a primary leveraged buyout. In five years of achievement, the group has seen record growth - with revenues up more than 500% - driven by:

- robust organic growth;
- targeted international expansion with the creation of three subsidiaries in Austria, Switzerland and Denmark;
- and acquisitions of companies in Norway (Trigg Data), the United Kingdom (Vadition and ITEC), Germany (TLK), the Middle East (Secureway), the Benelux region (Terach), Turkey (Bilisimcim), Australia (Whitegold), Italy (Sidin) and France (Fibail System).

Olivier Breittmayer, Chairman and Chief Executive Officer of the Exclusive Networks Group, comments: *"During these five years together, Omnes Capital has given us full logistical and financial support to allow us to build up a truly pan-European organisation and become one of the leaders in this market. We have evolved from a French SME selling in a few countries in Europe into an international business for which France now represents just 15% of total revenues."*

Philippe Zurawski, Partner at Omnes Capital, adds: *"The relationship established with the management team is based on four core principles: daring, trust, a true partnership spirit and complete involvement. These factors, coupled with a winning strategy and a positioning that has been able to adapt to technological changes in the market, have allowed for outperformance in terms of growth, exceeding our initial targets, and improvement in the group's margins. We are proud to have played a role in the creation of a truly international medium-sized company."*

Benjamin Arm, Managing Director at Omnes Capital, concludes: *"Exclusive Networks perfectly fits the profile of SMEs we look for: companies with strong potential, a strategy of primary market transactions, value creation driven by organic growth and an active acquisitions policy. This deal illustrates the relevance of the investment strategy maintained for our new Omnes Croissance 4 fund."*



## **Parties involved**

### **Omnes Capital**

Philippe Zurawski, Partner, Mid Cap Buyout & Growth Capital  
Mikaël Schaller, Principal, Mid Cap Buyout & Growth Capital

### **Cobepa**

Jean-Marie Laurent Josi, Charles-Henri Chaliac, Aurélien Delavallée

### **Edrip**

Sylvain Charignon, Laurent Tourtois, Arthur Milliard

### **Socadif**

Carole Salabi

### **Sellers' advisors**

Financial: Leonardo & Co (M&A: Jean-Baptiste Marchand, Benjamin Giner, Jad Hariri, Romain Azoulai, debt advisory: Philippe Charbonnier)

VDD: financial: Eight Advisory (Stéphane Vanbergue, Christophe Puissegur, Alexandre Vesval); strategy: AMR International (Florent Jarry, Aziz Naitraiss); tax: Arsene Taxand (Frédéric Teper, Olivier Janoray)

Legal: King & Wood Mallesons (Jérôme Jouhannaud, Isabelle Meyrier, Lionel Cazajus, Aurélien Diday)

### **Buyer's advisors**

Financial due diligence: KPMG TS (Mathieu Wallich-Petit, Sophie Bougerolle, Bertrand Chaboussou) ;

Legal: White & Case (François Leloup)

**Management legal advisor**: Archers (Marc Baffreau)

### **About Omnes Capital**

Omnes Capital is a major player in private equity and infrastructure. 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 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](http://www.omnescapital.com)

### **About Exclusive Networks**

The Exclusive Networks group connects established and emerging global technology vendors from all over the world to markets in the EMEA region via its 'Super VAD' value-added distribution model.

A specialist in security, networking, infrastructure and storage solutions for the 'Smarter Social Enterprise', the Exclusive Networks group works with more than 4,600 VAR partners.

Operating as a tightly integrated group of independent and entrepreneurially led business units focusing on their national markets, the Exclusive Networks group is renowned for bringing innovative and disruptive technologies to the European market. Since 2003, the company has achieved significant growth and shared its commercial successes by providing accelerated go-to-market momentum for all of its partners (publishers, integrators, VARs and IT service providers) through consultancy, engineering, sales, marketing, training and technical support services.

Headquartered in France, the Exclusive Networks group operates in over 20 countries in Europe, the Middle East and North Africa. [www.exclusive-networks.com](http://www.exclusive-networks.com)



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