



Press Release

Nantes, 7 September 2015

NAXICAP Partners announces its investment in OMIA

NAXICAP Partners announces the acquisition of OMIA from CICLAD. NAXICAP is the new majority shareholder of the company alongside the management team.

The transaction, for an undisclosed sum, was financed by a senior debt arranged by Société Générale and by NAXICAP Partners as majority investor, while the management team, led by Denis Delrieu, CEO of the Group since 2013, took a minority stake.

With revenues of c. 30 million euros and 190 staff, OMIA, headquartered in Angoulême, is specialized in the design, manufacture and sale of painting and surface treatment equipment for the car repair and industrial markets (aerospace, rail and agricultural machinery industries).

Based on its position as French market leader (55% market share), its positive image on the export market and its profitability, the Group is launching an ambitious strategic plan with the backing of its new shareholder, aimed at reinforcing its position in France by extending its range in the truck and surface treatment segments and generating strong international growth, specifically with the launch of a new entry-level paint booth for the high growth markets in Eastern Europe, North and West Africa.

This plan will be backed by an investment of €2 M over two years with the recruitment of around fifteen engineers and technicians in Angoulême, together with the creation of a new production workshop in Morocco, principally for the international market.

Denis Delrieu, CEO of OMIA Group, declares *“With this transaction, the Group now has the means to implement its strategy. NAXICAP Partners should facilitate our internal and external growth in the coming years, a close relationship between the financial partner and the entrepreneur for operational and strategic decisions being a major asset for the success of this operation.”*



"We were convinced by the excellent reputation of the company and its products, by the quality of the management team led by Denis Delrieu and by the success of its business model which enables it to plan for the next stage of its development, notably in the industrial and export markets. We intend to back this ambitious strategy and give OMIA the means to succeed," states Marc Le Gallais, Partner at NAXICAP Partners.

Contacts :

Buyers

Buyer:

NAXICAP Partners (Luc Bertholat, Marc Le Gallais, Cyriaque Viaud)

Legal Advisor: Cornet Vincent Ségurel Nantes (Olivier Greffard, Antoine Leroux)

Due Diligence:

Financial: PwC (Romain Engrand, Erwan Colder)

Strategic: Néovian (Francesco Di Giovanni, David Oliveira)

Legal, Social, Tax and Intellectual Property: Cornet Vincent Ségurel Nantes (Mathieu Guignard, Fanny Herbert, Didier Lacroix, Bertrand Salmon, Alfred Lortat-Jacob)

Sellers

Seller: CICLAD : Stéphane Billon

Investment Bank: UBS (Arnaud Fauqueur, Nicolas Senlis, Anne-Sophie Serre)

Legal Advisor: Lamartine : Vincent Libaud

Management

Management Package/Legal Advisor: EGYF (Sidonie Hill)



Financing

Senior Debt: Arranger/firm commitment: Société Générale (Patrick Evin, Julien Krebs),

Banks' Legal Advisor: CMS (Benjamin Guilleminot)

About NAXICAP Partners:

One of France's leading private equity companies, **Naxicap Partners** totals €2 billion of capital under management. Committed and responsible investors, we build solid, constructive partnerships with the entrepreneurs we support on which to base the success of their projects. A subsidiary of Natixis, the company's 38 investment professionals are organized in three teams: Innovation & Growth, Small Caps and Mid Caps, working from 5 regional offices: Paris, Lyons, Toulouse, Strasbourg and Nantes.

For more information visit www.naxicap.fr

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