

LBO France announces the purchase of a majority stake in Alliance Marine

LBO France has taken a majority stake in French company Alliance Marine, alongside the management team led by Jean-Paul Roche, to increase the company's position on its markets.

Alliance Marine is the expert in third-party and proprietary equipment and spare parts, for renovation and maintenance in the boating and marine industry sectors. With 650 employees and a portfolio of more than 500 brands, Alliance Marine is not only the undisputed industry leader in France but also in Europe, where it has a nearly 10% market share with revenues in excess of €210m. Following several external growth transactions, the group, created in 1999, is now made up of 18 operational companies including Accastillage Diffusion, Ocean-Safety and Typhoon Bukh-Bremen, Forniture Nautiche Italiana, Kent, Plastimo, Vidal Diffusion Marine-Rey, and Seimi. The group is pursuing its international development with the recent acquisitions of Dismarina, Navinordic, and 12Seemeilen.

Investment bank Natixis Partners had been selected by Weinberg Capital Partners for the market launch of their stake and the bidding process with majority-only investment funds.

LBO France's investment means that Weinberg Capital Partners, which had taken a majority stake in the company in 2016, can exit. The management team, led by Jean-Paul Roche, is reinvesting alongside LBO France, marking their alignment on growth and value creation drivers.

Jérôme Guez of LBO France comments:

"By supporting Alliance Marine in its second LBO, LBO France has chosen a premium partnership with the French and European leader in equipment distribution for leisure boating and the marine industry. We are thoroughly convinced that this is a resilient market and by the robustness of its business and logistics, driven by its founder since 1999. Alliance Marine shows a great potential to consolidate its offering and its presence in Europe, by pursuing strategic acquisitions all along the value chain."

Jean-Paul Roche, CEO of Alliance Marine, adds:

"In the past few years, Alliance Marine has resized while maintaining the balances that optimise its model, with high after-market exposure, a diversified presence on the recreational boating and professional marine markets, and a competitive portfolio of its own brands. We are pleased to continue our development alongside LBO France which, in addition to its reputation in private equity, has acquired great expertise in specialised distribution."

About Alliance Marine

In addition to being a pioneer in the distribution of boating accessories, Alliance Marine has grown into an industrial group which incorporates the design and production of home-branded safety at sea and rescue systems. Alliance Marine Group focuses on constant innovation and the on-boarding of new talent, paired with real service agility in a modern, efficient digital environment. Since its creation in 1999, the Group has completed more than 20 acquisitions to create a model that is unmatched in terms of product, suppliers and client diversification, and an international presence in the United Kingdom, Germany, Italy, Spain, and Sweden.

www.alliancemarine.fr

About LBO France

As a key player in private equity with €6.5bn of commitments raised, LBO France is an independent company that has been supporting French and Italian companies in their growth for more than 30 years. Its investment strategy is built on 5 distinct segments managed by dedicated teams: (i) Mid Cap Buyout through the White Knight funds and Small Cap Buyout through the Small Caps Opportunities funds, (ii) Venture Capital through the SISA/Digital Health funds, (iii) Real Estate through the White Stone, Lapillus and NewStone funds, (iv) Debt and (v) Public Equity through the France Développement fund. Historically focused on Institutional and Family Office investors, LBO France has launched a private equity fund accessible to individuals through multi-strategy funds. LBO France is 100% owned by its management and employs nearly 60 professionals.

Find out more: www.lbofrance.com

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Stakeholders:

- Investor Buyer:
 - LBO France: Jérôme Guez, Eva Hoel, Franck Abadia
- Counsel to the Buyer: Mc Dermott – Henri Pieyre de Mandiargues, Herschel Guez, Boris Wolkoff
- Investor Sellers:
 - Weinberg Capital: Philippe Klocanas, Paul Cordahi, Camille Duxin
- Counsel to the Sellers: Allen & Overy - Marc Castagnède, Romy Richter - Jeausserand Audouard: Carole Degonse, Maxime Aps, Carole Furst
- M&A Advisor: Natixis Partners - Anne Hiebler, Antoine Poupard, Manon Boyer, Ambre Devis
- Strategic VDD: EY Parthenon - Henri-Pierre Vacher
- Financial/Tax VDD: 8Advisory: Christian Berling, Arnaud Bensaid, Guillaume Rembry
- Financing: Goldman Sachs - Patrick Badaro
- Financing Lawyers: Allen & Overy - Thomas Roy / Mayer Brown - Patrick Teboul, Constance Bouchet
- Strategic BDD: Adventon Business Partners - Alban Neveux, Eric Lesavre, Marianne Benichou
- Financial BDD: KPMG - Vincent Delmas, Romain de Bisschop, Marcia Aleixo
- Tax BDD: Mayer Brown - Olivier Parawan
- IT BDD: Netsystem - Olivier Cazzulo, Cévinia Preira, Rémi Mézelle