



Independent M&A Boutique

SALE

Sector: Electronic Security

Date : January 2020

SECURITE CONSULTANTS mergers with ERYMA, a SOGETREL's electronic security subsidiary

LINKERS confirms its expertise and its strong footprint in the Security sector with a new deal closed in the sector, following the acquisition of AUTOMATIC ALARM by SECURITAS, the sale of SVD Video-surveillance to EXERTIS and the sale of PROMAT SECURITE to COFELY / ENGIE...



SECURITE CONSULTANTS (€7m in turnover) specialist in the design, installation and maintenance of security systems

Based in Issy-les-Moulineaux, SECURITE CONSULTANTS, specializes in the design, installation and maintenance of security systems: fire, access control, intrusion detection, video surveillance, physical protection for sensitive sites.

From its traditional base in France, the company has grown internationally through the protection of sensitive sites over the past few years. The company has rolled out its offers in around twenty countries.

ERYMA, a SOGETREL's electronic security subsidiary (€640m in turnover)

SOGETREL is a leading French player in communication network installation and system integration, communicating solutions and "Smart Cities" and security solutions. SOGETREL, carried out its 3rd LBO in 2018 with Latour Capital, LT Capital and BNP Paribas Développement, acquired ERYMA in 2017.

Thanks to this merger with SECURITE CONSULTANTS, ERYMA intends to accelerate the development of its export activities, while consolidating its positions in the Ile-de-France region with major public/private operators and local authorities.

Xavier Vignon, President of SOGETREL: *"We are enthusiastic about this merger which allows us to mutually strengthen our teams and considerably enhance our service offering to our customers. We are delighted to welcome all the employees of SECURITE CONSULTANTS to work together and take up new challenges together."*





Lionel Bernard, President of SECURITE CONSULTANTS: *“Through a well-controlled process, LINKERS enabled us to find the right partner for SECURITE CONSULTANTS to face the future, who share the same values and the same culture of customer service. We believe that this combination represents a real opportunity for the company's teams and customers. “*

LINKERS, advisor to SECURITY CONSULTANTS

The LINKERS Security team advised Lionel BERNARD, director and shareholder of SECURITE CONSULTANTS, and supported him in all phases of the selling process of his business.

Advisors to the Vendor:

Financial:

LINKERS: Sidney Serval, Jean-Marie Pichon, Jérôme Luis

Legal:

EBL Lexington: Arnaud Demont, Magali Cazes

Advisors to the Buyer:

Financial audit:

Mazars: Reza Joomun, Firas Abour-Mehri

Legal:

Dolla Vial: Hervé Camadro, Alexandra Vigneron



LINKERS draws on the experience of its partners to assist companies from all sectors, and offers them personal advises concerning:

- Business valuation
- Financial engineering
- Disposals, Acquisitions, Transmissions
- Fundraisings, OBOs, MBOs, MBIs

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THE NETWORK FOR MERGERS & ACQUISITIONS

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