

ACQUISITION

Activity: Cleaning services

Date : June 2020

EMN Group completes its 12th and 13th acquisitions with the takeover of Caen Nettoyage and Point Bleu



EMN Group, a cleaning services specialist in France regions

EMN is a Normandy-based (northern France) family-owned business taken over in 2006 by current CEO Johann Moulin, the son of the founders. It specializes in cleaning services for offices, buildings and common areas of apartments blocks.

The EMN Group is established in the west of France: Normandy (*Cherbourg* and *Caen*), Brittany (*Brest* and *Rennes*), Loire-Atlantique (*Nantes*), New Aquitaine (*Poitiers*, *Angoulême*) and in Paris area. The Group has grown very rapidly both organically and through several acquisitions made since 2010. The company generated annual consolidated revenue of €33 million before these new acquisitions.



Two add-on external growth operations

The EMN Group completes its twelfth and thirteenth acquisitions with the acquisition of CAEN NETTOYAGE and POINT BLEU from their respective founders and managers. These two companies are partly specialized in the maintenance of the common areas of apartments blocks in Caen and Poitiers, respectively. Through the acquisition of POINT BLEU, the Group also acquires the multi-service activities of BRICO ASSISTANCE and MONSIEUR DEBARRAS.



Through these acquisitions, the EMN Group continues its rapid expansion and reinforces its specialization in the cleaning service of common areas of apartments blocks.

Together, these transactions are expected to bring in an incremental €4 million of revenue to the group and will enable EMN to strengthen its historic office in Caen as well as its foothold in Poitiers three years after establishing in the region through the previous acquisition of AZUR NET POITOU in 2017.

The EMN Group also strengthens its position as a key player among property managers as a specialist in the cleaning service of common areas of apartments blocks gained through the recent acquisitions of La Colombe Nettoyage (*Ile-de-France*), Clean'Heure (*Rennes*), Universel Services & Copronet (*Ile-de-France*), Azur (*Nantes*) and Les Balais de la Motte (*Nantes*) in 2018 and 2019.

Thanks to the acquisition of POINT BLEU, the EMN Group also set up business in La Rochelle and continues its territorial expansion.

Two acquisitions completed with the support the group's financial partners

Johann Moulin has been supported by its banking partners CIC, BPO (*BPCE Group*), as well as Bpifrance, to finance its acquisitions thus enabling it to ensure the sustained growth of its group.

The EMN Group intends to continue its external growth strategy and further acquisition projects throughout the country are being studied.

LINKERS acted as exclusive financial advisor to EMN Group

LINKERS has been advising the EMN Group on its external growth strategy since 2004. Philippe Laurent and Florent Coudray accompany Johann Moulin throughout the acquisition process from the identification and approach of the target companies to the negotiation of the terms and closing of the transaction.

Buy-side advisors:

Financial: LINKERS - Philippe LAURENT, Florent COUDRAY

Legal: FITECO - Magali RENARD

Financial audit: FITECO - Jérôme PEIGNEY

Advisors to Caen Nettoyage:

Financial: MBA CAPITAL - Valérie LEGENTIL, Philippe BROTONS

Legal: CAP JURIS - Béatrice LIOT

Advisors to Point Bleu:

Financial: EURALLIA FINANCE - Xavier LOUINEAU

Legal: TEN FRANCE - Laurent TAUREL



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