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Acquisition

Secteur : Fire Safety
Date : July 2022

The EUROFEU group strengthens its positions in Fire Detection with the acquisition of AMI2S

Groupe
eu-ro-feu

AMI2S JOINS THE GROUP
eu-ro-feu



AMI2S

The EUROFEU group, French leader in fire safety with €150 million in revenue

Founded in 1972 and directed by Eric Hentgès, the EUROFEU group produces, sells and maintains fire safety equipment, in particular fire extinguishers, emergency units as well as fire detection and smoke extraction systems.

EUROFEU is France's leading producer of fire extinguishers and employs 1,500 people across its two production sites and its national network of 44 agencies. With a turnover of more than 150 million euros in 2021, the EUROFEU group benefits from a diversified activity serving nearly 180,000 customers and maintains an installed base of approximately 3.5 million fire safety devices.

The Security Systems Specialist AMI2S

Founded in 1997 by Farid Bayou, its current CEO, AMI2S specializes in the sale, installation and maintenance of electronic and fire safety systems.

Based in Poissy, AMI2S employs over 70 people and expects to achieve a turnover of more than 15 million euros this year.

This partnership with AMI2S is totally in line with the Group's strategy and allows EUROFEU to strengthen its service offer in the field of fire detection

It enables AMI2S to rely on EUROFEU's national network of agencies to deploy its know-how throughout France.

Eric Hentgès, President of EUROFEU: *"We are delighted to welcome the AMI2S teams, with whom we share common values such as quality of service, innovation and the DNA of an entrepreneurial group. We look forward to working with Farid Bayou and all AMI2S employees to put our shared expertise at the service of our clients throughout France."*

Farid Bayou, CEO of AMI2S: *"This collaboration between our two teams will allow us to combine our skills in the interest of our clients. 25 years after its creation, AMI2S and its employees are facing new challenges. I am proud to join Eric Hentgès and CAPZA in this exceptional project which will give birth to one of the national leaders in the field of fire safety."*



CAPZA



LINKERS had previously advised the EUROFEU group on the sale of a majority stake in the company to CAPZA in July 2020.

This is EUROFEU's sixth external growth operation further to the acquisitions of ISOGARD, LOIRE INCENDIE SECURITE, PROTEXFEU, PCI and VENDEE PROTECTION INCENDIE.

Fabien Bernez, Flex Equity Partner, CAPZA : *"LINKERS supported us in our process of identifying and selecting targets, but above all has enabled to build necessary trusting relationships and cohesion for the operation to succeed."*

LINKERS, advisor to the Acquirer

Advisors to EUROFEU and CAPZA:

financial: **LINKERS** : Sidney Serval and Jean-Marie Pichon

Hoche Avocats:

corporate: Grine Lahreche, Audrey Szultz, Marie Semaan, Agathe Olivier

tax: Jérôme Mas et Alexandre Thuau-Renaudet

financing: Ariane Berthoud

Advisors to the vendor:

legal: **PVB** : Laurent Miralles (Partner), Sylvain Lafont (Partner), Claire Feller

lender's legal: **Goodwin Procter:** Adrien Paturaud (Partner) and Laurent Bonnet

financial: **BNP M&A:** Xavier de Lestrang (Partner), Sarah Carlier

Liron group: Yannick Liron (Partner)

Based in Paris and Lyon, and present throughout the world via its M&A Worldwide network, LINKERS is an independent investment bank that supports managers and shareholders of ETIs and SMEs during their corporate finance transactions: disposals, acquisitions, fundraising, evaluation, engineering and financial strategy.

LINKERS has been ranked in the TOP 5 of the independent investment bankers for more than 10 years, with more than 20 transactions advised each year (Sources: AGEFI, CFNews, Le Magazine Des Affaires...).

Leaders de la Finance Trophies: 2020 Silver Trophy "Energy Sector", 2020 Special Mention "ESG Strategy", 2019 Silver Trophy "TMT Sector".



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