



**naxicap**  
PARTNERS

GROUPE  
**E.CF**

## Press release

Paris, 6 July 2017

### **NAXICAP Partners takes a majority stake in E.CF Group Ecotel Chomette Favor**

**NAXICAP Partners acquired a holding in E.CF, the European leader in the distribution of small equipment and consumables to professionals in the hospitality and catering sectors. E.CF generated turnover of €270m by the end of March 2017.**

The E.CF Group has become a market leader notably as a result of its excellent coverage in France, with a powerful multichannel sales network (field sales agents, network of franchised shops, call centres, online sales, etc.) and value chain expertise. This allows for E.CF to have sole control of its logistics.

Originally located in France, the E.CF Group mirrored its growth strategy and its business model to expand internationally. Global expansion was successful, as demonstrated by the Group's acquisition and integration of Australian group Reward in 2015, development of a cash & carry franchise in the Middle East and the continuation of its traditional European acquisitions.

Established in 1880, the E.CF Group has more than 900 employees and 50,000 product references, making it possible to support its clients' projects across the globe and provide targeted offers to independent restaurateurs, restaurant groups, communities and large hotel chains.

"The E.CF Group has made extraordinary progress since it was created. We are lucky to be able to count on an experienced team led by Thierry Drecq and Corinne Leduc. NAXICAP Partners is thrilled to support E.CF in its development projects and provide the means to carry out its active policy of organic and external growth", *said Axel Bernia, management board member at Naxicap Partners.*



“E.CF employees and its management team unanimously welcome NAXICAP Partners’ investment and support for our upcoming development plans.

The E.CF Group, which posted strong growth over the past few years, will fully benefit from the experience and expertise of the NAXICAP Partners teams as we embark on a new growth phase in France and around the world”, said Thierry Drecq, Chairman of the board of E.CF Group.

### **About NAXICAP Partners:**

One of France's leading private equity companies, **NAXICAP Partners** totals €2.6 billion of capital under management. As a committed, responsible investor, NAXICAP Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. A subsidiary of Natixis, the company is organised in 3 teams: Innovation & Growth, Small Caps and Mid Caps, employing 38 investment professionals in 4 offices in France: Paris, Lyon, Toulouse and Nantes.

For more information, please visit [www.naxicap.fr](http://www.naxicap.fr)

### **About E.CF Group:**

The E.CF Group is the European leader in the distribution of small equipment and consumables to professionals in the hospitality and catering sectors.

With more than 900 employees, the group offers its approximately 50,000 customers and 900 partner suppliers the expertise it has acquired since it was created in 1880. The Group offers the widest range of products on the market with more than 50,000 references in the fields of tableware, kitchenware, hygiene, consumables and furniture in Europe, Australia and the Middle East.

For more information, please visit [www.ecf.fr](http://www.ecf.fr)

### **Participants in the transaction:**

#### **Investors: NAXICAP PARTNERS**

- Axel BERNIA, Management Board Member
- Frédéric JOUENNE, Investment Director
- Zeineb SLIMANE, Senior Business Manager
- Nicolas BONILLO, Business Manager

#### **Sellers: WEIMBERG CAPITAL PARTNERS**

- Philippe KLOCANAS, Partner
- Baptiste FOURNIER, Associate Director
- Anthony Guillen, Business Manager



**Corporate and M&A Advisor: WEIL, GOTSHAL & MANGES LLP**

- Jean BEAUCHATAUD, Partner
- Pierre-Alexandre KAHN, Lawyer
- Nahla SHAMSEDDINE, Lawyer

**Buyer's Advisors & Due Diligence:**

**Legal Debt Advisor: WEIL, GOTSHAL & MANGES LLP**

- Cassandre PORGES
- Timothee BUCHET

**Structuring and Taxation Advisor: WEIL, GOTSHAL & MANGES LLP**

- Edouard DE LAMY
- Frédéric BOSC

**Antitrust/Competition Advisor: WEIL, GOTSHAL & MANGES LLP**

- Romain FERLA
- Athena CHANTER

**Legal Audit Advisor: EDGE AVOCATS**

- Claire BAUFINE
- Stéphanie DOURDIN

**Debt Advisor: FINAVIK**

- Vincent RIVAILLON

**Taxation Audit Advisor: ARSENE TAXAND**

- Laurent PARTOUCHE

**Financial Due Diligence: ACCURACY**

- Stéphane PERROTTO
- Florence WESTERMANN

**Strategic Due Diligence: OC&C**

- Guy-Noël CHATELIN
- Frédéric FESSART
- Raphaëlle MARGAIL



ESG Due Diligence: PWC

- **Emilie BOBIN**
- **Aurélie VERRONEAU**

**Seller's Corporate and M&A Advisors:**

Corporate, Legal, Tax and Social Audits Advisor: Allen & Overy

- Marc CASTAGNÈDE
- Romy RICHTER
- Marine LE QUILLEC
- David SOREL
- Arthur LECLERC

M&A Advisor: Lazard Frères

- Nicolas CONSTANT
- Samuel KNOSSOW

**Buyer's Advisors & Due Diligence:**

Strategic Due Diligence: L.E.K.

- Arnaud SERGENT
- Rémy OSSMAN

Financial Due Diligence: 8ADVISORY

- Christian BERLING
- Paul Henri CHOPIN

**Management Advisors:**

Lamartine Conseil:

- Maxime DEQUESNES
- Vincent LIBAUD

Licorne Finance:

- Étienne KELLER

ACCUITEM:

- Gonzague CHAUSSOIS

**Banks:**

Senior Arrangers:

- Alexandre COSSON - CREDIT LYONNAIS
- Marie de TAISNE - CM-CIC PRIVATE DEBT
- Hervé RINJONNEAU - BANQUE PALATINE



Senior Advisor:

- **Christophe GAILLARD - DE PARDIEU BROCAS**

Mezzanine Arrangers:

- **François PETIT - CM-CIC PRIVATE DEBT**
- **Pierre-Jean MOUESCA - CM-CIC PRIVATE DEBT**
- **Laurent BENARD - CAPZANINE/ATALANTE**
- **Bruno BONNIN - CAPZANINE/ATALANTE**
- **Clément Collin - CAPZANINE/ATALANTE**

Mezzanine Advisor:

- **Colin MILLAR – SIMMONS & SIMMONS**

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