

SAPIAN Group makes its first acquisition with the takeover of Groupe Vallier



The SAPIAN group, one of France's leading providers of hygiene and protection services for living and working environments, has taken a further step in its development strategy with the acquisition of Groupe Vallier, a specialist in sewerage in the Gex region. This acquisition, backed by Weinberg Capital Partners, confirms the company's determination to become a key player in the consolidation of its markets.

Founded in 1987, Groupe Vallier is an expert in sewerage services in the Pays de Gex region. The company enjoys a solid reputation and unquestionable expertise in its field. Thanks to its fleet of vehicles, it offers its varied clientele a complete range of conventional services, such as hydrocuring, pumping, cleaning and clogging, as well as innovative televised inspection services including geolocation of buried networks, leak detection and leak testing. Groupe Vallier generates sales of over 3 million euros.

The acquisition of Groupe Vallier marks the first external growth operation for the SAPIAN Group, the only player in France present in the pest control, sewerage, air hygiene and fire protection markets, and having achieved growth of +8.5% by 2023, with annual sales more than 133 million euros. The Group intends to continue consolidating its various businesses.

Fabien Sfez, Chairman and CEO of the SAPIAN Group, reported: *"We are looking forward to working together, for the greater benefit of both our organizations, and to consolidating our position in the*

sewerage market. This union will enable us to combine our strengths and skills to offer even more innovative and efficient solutions to our customers."

Olivier Bouisset, Chairman of Groupe Vallier, comments: *"The Vallier teams are delighted to be joining a leading group and to be contributing their experience of the local market in the Pays de Gex, as well as their know-how in the sewerage sector, particularly in televised inspection techniques."*

Dimitri Fotopoulos, Senior Director of Weinberg Capital Partners, adds: *"This transaction is the first building block in the SAPIAN Group's external growth strategy. The fragmentation of the 4 underlying markets offers the group numerous opportunities to consolidate its position as a leading national player"*.

About SAPIAN Group

Created in 2019 following the carve-out of ISS Group's "Hygiene and Prevention" branch, the group is one of France's leading providers of hygiene and protection services for living and working environments. It covers four key areas: air hygiene, pest control, sewerage, and fire protection. The company is present throughout France via its forty agencies, and has almost 48,000 customers, including players in the private housing sector, social housing, commercial property, the hotel, and catering industry, as well as industry. With over 55 years' experience, the company boasts a team of over 1,500 employees.

About Weinberg Capital Partners

Founded in 2005, Weinberg Capital Partners is an independent investment company historically active in buy-out capital, which expanded its field of intervention to real estate assets in 2008 and has been investing since 2015 in the capital of listed French SMEs/mid-caps as a minority shareholder with an active, friendly, and long-term approach. In 2020, Weinberg Capital Partners added its capacity to invest in SMEs/mid-caps with a minority strategy focused on sustainable development issues, which offers extra-financial support known as impact, to better prepare companies for environmental and societal challenges. In 2023, Weinberg Capital Partners created a new fund, Eiréné, dedicated to the development of SMEs/mid-caps in the security and defense sector.

With €1,3 billion of assets under management, Weinberg Capital Partners is a significant player in the mid-market equity segment in France.

Weinberg Capital Partners is a signatory of the PRI, a member of the International Climate Initiative and an active responsible investor.

★★★★☆ with a score of 77/100 in the PRI Direct – Private Equity category.

Weinberg Capital Partners supports [Télémaque](#), an association for equal opportunities in education.

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Sapian group: Fabien Sfez, Christophe Thumarin

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Legal advice for sellers: Boileau Avocats (Stéphane Boileau, Charlotte Dupont)

Buyer audits

- **Financial audit** : NG finance (Jacques-Henri Hacquin, Luc Epouhe)
- **Corporate audit** : Lamartine Conseil (Félix Huon, Agathe Fraiman, Mélissa Munoz)
- **Regulatory audit / contracts** : Lamartine Conseil (Benoît Philippe, Claire Auffret)
- **Tax audit** : Lamartine Conseil (Bertrand Hermant, Thala Imadah, Katia Boudaoud)
- **Social audit** : Lamartine Conseil (Charlotte Moreau, Jeanne Marchand)

Legal advice for buyers : Lamartine Conseil (Félix Huon, Agathe Fraiman, Mélissa Munoz)

