

Press Release  
Paris, 24 February 2020

## **Equistone to acquire Accès Industrie from Parquest Capital, along with its Management, Crédit Mutuel Equity and d'Irdi Soridec Gestion**

Equistone Partners Europe ("Equistone") has agreed to acquire Accès Industrie from Parquest Capital, the company's majority shareholder, along with its management team, Crédit Mutuel Equity and Irdi Soridec Gestion.

With this agreement, Equistone will become the majority shareholder of Accès Industrie, alongside its management, with the aim of enabling the existing team, led by Eric Lacombe and Pascal Meynard, to accelerate its growth strategy. This agreement will also provide an opportunity to further open the company's capital to its employees, following a first initial capital partnership with Parquest Capital. In 2017, Accès Industrie underwent a management buyout and delisting led by Parquest Capital, which enabled some sixty managers to become shareholders in the Group.

Based in Tonneins (47) and Bordeaux (33), and with a national network of 35 agencies and a fleet of more than 7,700 machines, Accès Industrie is a leading independent player in the rental of aerial work platforms and telescopic forklift trucks. A pioneer in France with more than 20 years of experience and an approach based on excellent service, proximity, responsiveness and sector-leading technical expertise, Accès Industrie has an established position in short-term rental for the construction industry. With the support of Parquest Capital, the company has accelerated its development by investing both in its portfolio and its network, opening two new branches in Lille and South Paris, and in the expansion of its commercial offering. The Group has also penetrated the long-term rental sector for the industrial market through a successful external growth strategy. The combination of these initiatives has enabled the Group to increase its turnover from €53m in 2016 to €91m in 2019.

Pierre Decré (Parquest Capital), said: "We are proud to have accompanied the Group in a key and transformative phase of its history. The high-quality collaborative approach between our team and the management team has accelerated the development of Accès Industrie. We are convinced that this team possesses all the necessary means to guide the Group to new heights."

Eric Lacombe (President of Accès Industrie Group) said: "This is a very important step, which allows us to give ourselves additional time and resources to continue to deploy our growth strategy."

Pascal Meynard (CEO of Accès Industrie Group) said: "The momentum started with Parquest is only the beginning. We and our employees are invested and united around a corporate culture that is itself at the service of performance and growth."

Grégoire Châtillon and Grégoire Schlumberger, (Equistone) said: "We have been impressed by the development of Accès Group over the last few years. This solid growth has been made possible by the quality of its management and teams, a strong corporate culture and a differentiating positioning in a thriving market. We are committed to supporting this strong dynamic by seizing the Group's development opportunities for both organic and external growth."

## **Ends**

### **About Equistone**

Equistone is an independent investment firm wholly owned and managed by its executives. The company is one of Europe's leading investors in mid-market buyouts with a strong, consistent track record spanning over 40 years, with more than 400 transactions completed in this period. Equistone has a strong focus on change of ownership deals and aims to invest between €25m and €200m+ of equity in businesses with enterprise values of between €50m and €500m. The company has a team of over 40 investment professionals operating across France, Germany, the Netherlands, Switzerland and the UK, investing as a strategic partner alongside management teams. Equistone is currently investing its sixth buyout fund, which held a final closing at its €2.8bn hard cap in March 2018.

Equistone Partners Europe is authorised and regulated by the Financial Conduct Authority and Equistone Partners Europe SAS is duly registered with the Autorité des Marchés Financiers.

To find out more : [www.equistonepe.fr](http://www.equistonepe.fr)

### **About Parquest Capital**

Created in 2002, Parquest Capital is a recognised player in the mid-market private equity sector in France. Since its creation, Parquest Capital has made 26 investments with a philosophy of long-term support for ambitious growth projects, alongside management teams. In 2017, Parquest Capital successfully completed the raising of its second fund since it became independent from ING Group in 2014, for a total of €310 million.

To find out more : [www.parquest.fr](http://www.parquest.fr)

### **Buyers :**

**Equistone** (Guillaume Jacqueau, Grégoire Châtillon, Grégoire Schlumberger, Jérémy Mathis)

**Investment bank** : Oaklins (Hadrien Mollard, Raphaël Petit)

**Legal advice and due diligence**: Goodwin (Thomas Maitrejean, Edouard Balades, Meryem Menjra)

**Financial due diligence** : Deloitte (Cyril Stivala, Aurélien Louis, Philippe Rollin)

**Strategic due diligence** : Roland Berger (Sébastien Manceau, Sébastien Murbach, Matthieu Daumas)

### **Sellers :**

**Parquest Capital** (Pierre Decré, Vincent Warlop, Marion Mazzariol)

**Investment bank** : Canaccord Genuity (Olivier Dardel, Denis Vidalinc, Hugo Granat, Erwan Robertet)

**Management Consulting** : Jeausserand Audouard (Alexandre Dejardin, Carole Furst, Faustine Paoluzzo)

**Legal advice and due diligence** : Mayer Brown (Emily Pennec, Ségolène Dufétel, Antoine Riom)

**Strategic due diligence** : L.E.K. (Arnaud Sergent, David Danon-Boileau, Adrien Korniloff,)

**Financial due diligence** : Eight Advisory (Katia Wagner, Mathilde Dussailant, Florent Venier)

**Financing** :

**Idinvest Partners** (Maxime de Roquette-Buisson)

**Artemid** (Cédric Lalain)

**Parquest Capital Press Contact:**

**Capmot**

Jean-Philippe Mocci

+ 33 (0)1 81 70 96 33 | + 33 (0)6 71 91 18 83

[jpmocci@capmot.com](mailto:jpmocci@capmot.com)

**Equistone Press Contact:**

**Brunswick**

Agnes Catineau

Acatineau@Brunswickgroup.com

+33 (0) 1 53 96 83 84

Gabriel Jabès

gjabes@brunswickgroup.com

+33 (0) 1 53 96 83 83