



## **Montefiore Investment invests in Koesio, the main SMEs' and local authorities' digital service provider**

**Paris, 12<sup>th</sup> October 2023.** Montefiore Investment, the reference investor in SMEs and ISE in service, announces its investment in Koesio, alongside Pierre-Eric Brenier, Chairman and Founder, and Gilles Perrot, CEO. The deal also brings together the Group's senior executives, employees via a FCPE, BNP Paribas Développement, Société Générale Capital Partenaires, and the Crédit Agricole Group, through IDIA Capital Investissement, Crédit Agricole Alpes Développement and Crédit Agricole Régions Investissement.

Historically specialised in printing solutions, Koesio has successfully developed a full and complementary range of digital and telecom solutions to address French businesses' growing digital needs, particularly for SMEs and local authorities.

Created in 1991, in Valence, under the leadership of its founder, Pierre-Eric Brenier, subsequently joined in 2018 by Gilles Perrot, Koesio has grown from 415 million euros in 2020 to over 1 billion euros in sales in 2023. This growth, enhanced by all of the Group's activities, has been fuelled by a double-digit organic growth since its creation. At the same time, the Group has pursued an outstanding dynamic external growth strategy, enabling it to expand its range of services, reinforce its national network and initiate its international expansion.

*Pierre-Eric Brenier (Koesio): "I'm delighted to welcome Montefiore Investment as the leading partner of our first capital transaction. We share common values combined with a human scaled French team, headquartered just behind our Paris offices. For this first step, we needed the proximity that we have always emphasised with our customers."*

*Gilles Perrot (Koesio): "We are very proud of this consortium, which reflects both our determination to move forward and our loyalty to our history and culture, with Montefiore Investment alongside us, funds managed by our banks who have faithfully been with us for many years in the development of the group."*

*Henri Topiol (Partner at Montefiore Investment): "We met an outstanding management team, whose ability to sustain constant and dynamic growth and ambitious development projects amazed us, while being perfectly in line with our DNA, our values and our ESG commitment. We are very honoured that Montefiore Investment has been chosen by Koesio's management to open their capital to a financial investor for the first time."*

The transaction is subject to the usual regulatory approvals and is expected to be closed by the end of 2023.

### **About Koesio**

Koesio, founded in 1991 by Pierre-Eric Brenier, is a French key player in the distribution of hardware and software, operating across printing, IT and telecom, mainly targeting SMEs and local authorities through a dense local network. The Group employs over 3,600 people and has 180 branches in France, Luxembourg and Belgium. Koesio has experienced a significant

growth since 2020, duplicating its sales (1.1 billion euros at the end of March 2023) thanks to strong organic growth and an active external growth strategy. For further information, please visit <http://www.koesio.com/>

### **About Montefiore Investment**

Created in 2005, Montefiore Investment is the reference Private Equity firm dedicated to service SMEs and mid-market companies. With a team of 50 employees, and relying on its sector expertise and know-how, the company successfully supports companies in their growth and development projects. Montefiore Investment has demonstrated its ability to transform SMEs and midcap companies into true European champions. Its performance has enabled it to establish itself as a key player in mid-market private equity. Based in Paris and Milan, Montefiore Investment currently manages 4 billion euros of equity and invests ticket sizes ranging from 20 million euros to 200 million euros to finance sustainable and profitable growth for its portfolio companies. Since 2021, Montefiore Investment has also been a shareholder and strategic partner of Starquest, dedicated to investments in innovative companies with a strong environmental impact (GreenTech). For further information, please visit [www.montefiore.eu](http://www.montefiore.eu)

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### **About BNP Paribas Développement**

BNP Paribas Développement, an autonomous subsidiary of the international banking group BNP Paribas, is a limited company which, for over 30 years, has been investing its own funds directly as a minority shareholder to enhance successful SMEs development and ensure long-lasting financial and equity sustainability. In addition to providing companies with stable financial resources, BNP Paribas Développement's mission is to support the management team by implementing medium-term strategic projects. Our position as a minority shareholder ensures that our partners benefit from appropriate governance without interference in day-to-day management, while benefiting from our group strengths and the partners' experience, with over 500 diversified portfolio companies.

For more information : <https://www.bnpparibasdeveloppement.com/> / <https://www.linkedin.com/company/bnp-paribas-d%C3%A9veloppement>

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### **About Société Générale Capital Partenaires**

Société Générale Capital Partenaires (SGCP) supports Managers of SMEs in their development and local presence. SGCP takes minority stakes in companies, for amounts ranging from 1 to 35 million euros, in a variety of contexts: development through external or organic growth, transfer of capital, reorganisation of the shareholder base, optimisation of the financial structure. Each year, SGCP's teams in Paris, Lille, Strasbourg, Lyon, Marseille,

Bordeaux and Rennes invest between 150 and 200 million euros in some twenty transactions, confirming their long-term commitment to financing companies and the economy.

For more information, please visit: <https://capitalpartenaires.societegenerale.com>

### **About IDIA Capital Investissement**

IDIA Capital Investissement brings together the Crédit Agricole Group's national private equity activities, supporting small and medium-sized businesses in all sectors, with recognized expertise in the agri-food, wine and energy transition sectors. IDIA Capital Investissement also manages the Crédit Agricole Group's land and forestry groups, and monitors Crédit Agricole S.A.'s investments in specific funds.

Total funds managed by IDIA Capital Investissement amount to 2.2 billion euros. Target investments range from 1 to 50 million euros. IDIA is a portfolio management company approved by the AMF under no. GP-15000010.

For more information, please visit: [www.ca-idia.com](http://www.ca-idia.com)

### **About Crédit Agricole Alpes Développement (C2AD)**

C2AD is the private equity entity of the Crédit Agricole Sud Rhône Alpes and Crédit Agricole des Savoie Regional Banks. C2AD acts as a local investor for SMEs in the Alpine region. Committed to the development of its regions, C2AD supports more than 150 companies in all business sectors in their growth, transfer and capital reorganization projects.

For further information, please visit: [www.ca-alpes-développement.fr](http://www.ca-alpes-développement.fr)

### **About Crédit Agricole Régions Investissement (CARVEST)**

A joint subsidiary of 11 Crédit Agricole Group Regional Banks, including Crédit Agricole Centre-Est, Crédit Agricole Régions Investissement (Carvest) supports regional companies in their development capital and buyout operations. A responsible, committed minority investor, Crédit Agricole Régions Investissement is a long-term partner that currently manages 300 million euros in nearly 150 regional holdings. Carvest relies on a team of experienced professionals based in the regions (Lyon, Orléans, Dijon, Strasbourg and Reims).

Our interventions are part of medium-term support projects designed to enhance the value of a shared asset alongside the company's managers, by focusing on the long-term viability of companies and jobs in the regions, rather than on financial cycles that may be constrained by exogenous factors.