



Paris, 18th May 2021

### Press Release

#### **Omnes is arranging unitranche financing for the majority shareholding acquisition of EuroCave by Falco PH**

**Omnes, via its fund Omnes Mezzanis 3, is performing a unitranche operation enabling it to back Falcon Private Holdings to acquire EuroCave Group, a global leader in high-end wine cabinets and storage solutions.**

Founded in 1976, EuroCave is a global leader in high-end wine cellars, aimed at private and professional clients. The group oversees the design, manufacturing and distribution of its wine preservation and aging products. EuroCave cellars currently store more than 30 million bottles of wine throughout the world, and the company possesses more than 300,000 clients. The company, headquartered in Villeurbanne, generated a turnover of circa €30 m in 2020, via its brands EuroCave, EuroCave Professional, ArteVino and Transtherm which offers free-standing or integrated racking solutions for private and professional clients.

The aim of this investment is to support Falcon Private Holdings to acquire a majority shareholding in EuroCave's capital. The American investment fund wishes to develop the group internationally. Talis, the majority shareholder in EuroCave group since 1997, wished to reinvest in this new operation in order to remain a minority shareholder in the company.

EuroCave is the 9th investment by the fund Omnes Mezzanis 3.

David Walker, the Chairman of EuroCave, announced that: *“As the high-end market leader and the only pure player in wine storage, EuroCave is the best placed actor to strengthen the penetration of wine cabinets aimed at B2C and B2B clients, and therefore to develop its market share. We are very enthusiastic about the idea of combining forces with Talis, a partner that shares our vision and will preserve EuroCave’s French DNA and heritage in the context of accelerating the company’s investments and growth.”*

Philip Marxen, a Director of EuroCave and Managing Director of Falcon Private Holdings, added: *“EuroCave is an iconic brand, synonymous with the art of French living. The growth and shift towards upmarket wine consumption is boosting awareness of the importance of correct storage. We believe that EuroCave will continue to support the transition towards improved wine storage techniques, by promoting the use of equipment specially designed to control temperature and humidity, while also blocking out ultraviolet rays and minimising vibrations.”*

*“We are very happy to support the Falcon PH team in this transaction to acquire control of the EuroCave group, alongside Talis. Both companies will enable the group to pursue its growth in France and internationally, with strong operational involvement.”*, Camille Delibes, Partner responsible for Omnes Capital's Private Debt business.



**Participants:**

**Omnes (Omnes Mezzanis 3):**

Camille Delibes, *Partner*

Benoît Faguer, *Director of Investments*

Thomas Churlet, *Analyst*

**Financing advisory:**

Simmons & Simmons (Legal): Colin Millar, Aurélien Jugand, Antoine Venier, Galina Petrova

**Buyers:**

Falcon Private Holdings: Philip Marxen, David Walker, Adam Martin

Talis: Robert Léon

**Buyer's consultants:**

Kepler (Financial advisory): Sandrine Tran Roithner, Fady Alaoui Belrhiti

Jeanet and Morgan Lewis (Legal)

EY (Financial and Tax)

Golder (Environmental)

**Senior Lenders:**

Crédit du Nord: Yvan Mathieu,

**Senior Lender's consultants:**

Hogan Lovells (Legal): Sophie Lok

**Sellers:**

Talis: Robert Léon

**Seller's consultants:**

M&A: Kepler

Argos Avocats legal firm (Legal): Magali Carosso

Benichou & Rontchevsky (Tax)

**About Omnes**

Omnes is a leading private equity and infrastructure investor. With €5 billion in assets under management, it provides companies with the capital they need to fund their growth, in three key areas: venture capital, growth & buyout capital and infrastructure. Omnes is wholly-owned by its employees. It is committed to ESG factors and has founded the Fondation Omnes to fund initiatives in favour of children and young people. It is a signatory to the United Nations Principles for Responsible Investment (PRI).

[www.omnescapital.com](http://www.omnescapital.com)

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