



Paris, 7th July 2022

### Press release

**Taleo Capital is the new structure set up as part of a singular partnership between Taleo Consulting and Omnes.**

**International financial services advisory firm Taleo Consulting is embarking on its first minority LBO alongside experienced financial player Omnes, which will invest €7.8 million under its small cap funding arm.**

**Yann and Benjamin Rouveure, co-founders of Taleo Consulting, will reinvest substantially in the deal alongside the funds managed by the Omnes team.**

**As an international financial services specialist on a fast-growing market, Taleo Consulting is keenly aware of ESG issues.**

Taleo Consulting is a management consultancy and financial services specialist founded in 2014 by Yann and Benjamin Rouveure.

It works primarily with banks, asset managers and insurance companies, providing skilled professionals to help them manage their organisational, regulatory compliance and transformation projects within short timeframes.

With operations in eight countries, Taleo employs nearly 300 people and made revenue of €24 million at the end of 2021.

Present in France, Luxembourg and Belgium from the outset, Taleo has adopted agile methods to develop its activity in the main financial centres in Europe, most recently in Switzerland, the Netherlands, Spain and Portugal.

Its most recent offices in Singapore will serve to establish a new hub with a view to expansion in Asia.

Taleo Consulting operates in a deep market (the French, Belgian, Luxembourg and Swiss markets were estimated to be worth €10 billion in 2021) that offers very dynamic and structurally sustainable growth drivers.

As an industry benchmark, Taleo Consulting offers recognised expertise for which it is highly regarded by its clients; this is borne out in relationships maintained with tier-one clients over several years.

Keenly aware of ESG issues, Taleo has developed a strong internal CSR policy that puts the well-being of its employees at the centre of its development strategy.

### **Omnes: 7<sup>th</sup> investment by its third-generation small cap fund**

Omnes is a major player in private equity and infrastructure. With more than €5 billion in assets under management, Omnes 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. Omnes is committed to ESG issues and has set up the Omnes Foundation to fund initiatives in favour of children and young people. It is a signatory to the United Nations Principles for Responsible Investment (PRI).



€123 million of the third-generation funds has been deployed, i.e. nearly 60% of the funds raised in early 2020 from institutional investors, family offices and private individuals (in particular from LCL's Private Banking and Wealth Management network). The team's investment strategy targets minority or majority investments of between €5m and €15m in SMEs, leaders in their niche segment, active in particular in BtoB services, BtoC services and industry.

Yann Rouveure, co-founder of Taleo Capital: *"Thanks to this unprecedented association, which we are delighted to be part of, we now have the resources to strengthen our positions in Europe and become a key European management consultancy; at the same time, we will forge ahead with our international development through increasingly innovative solutions tailored to the needs of our clients and the market.*

*This deal will help us to meet our ambitious objective for 2025 when we will begin to write the second chapter of our development, namely bring our workforce above 500 and generate revenue of €50m while maintaining our strong ESG values."*

Benjamin Rouveure, co-founder of Taleo Capital: *"Yann and I are delighted to embark on this new chapter in Taleo's history with the support of a major financial player like Omnes and the experience and perspective of an advisory expert like François Enaud. We firmly believe that this new alliance will allow us to confidently address the challenges ahead and will help us to continue growing at a steady pace while focusing on our high value added financial services."*

Frédéric Mimoun, Senior Director, Omnes *"We are delighted to have the opportunity to work alongside Yann and Benjamin as part of this particularly ambitious development project which offers clear and structurally strong growth drivers and the potential for selective acquisitions."*

François Enaud: *"I am delighted and proud to be able to invest in this fast-growing gem and to support its leaders in this new phase of their development."*

#### **Participants:**

**Omnes** (LCL Expansion 3, LCL PME Expansion 3 and Omnes Expansion 3):

Frédéric Mimoun, Senior Director, Small Cap Buyout & Growth Capital

Victor Versmee, Principal, Small Cap Buyout & Growth Capital

Inès Talhouarne, Analyst, Small Cap Buyout & Growth Capital

#### **Advisors to the Buyer:**

Gide (M&A/Corporate lawyers): Charles de Reals, Anaïs Roudel, Magali Buchert

Mazars (Tax, Legal and Social DD): Alexis Martin, Jérôme Gertler, Claire Davaine-Marciniak, Nesrine Akkouche

Oderis (Financial DD): Thomas Claverie, Léo Placzek, Manon Bernas

CMI Stratégies (Market DD): Nicolas Kandel, Simon Colboc, Bastien Hontebeyrie

Aurys (valuation of financial instruments): Ghislain d'Ouince, Hugo Michelas

#### **Advisors to the Seller:**

Impulse Corporate Finance (M&A): Pierre Besson, Thomas Nagard, Sophie Cuq

Aramis (lawyers): Aymeric de Mol (Corporate/M&A), Frédéric Milcamps (Social), Nelson Da Riba (Tax), Benjamin May (IP)

BSP (Lawyers – Luxembourg): Cécile Jager, Pierre-Alexandre Degehet

Lexence (Lawyers – Netherlands): Kevin Beukeveld, Sabine Dokkum, Janice van der Have

Harvest (Lawyers – Belgium): Guillaume Beauthier, Bjorn Delmoitié

#### **Websites**



TALEO CONSULTING: [www.taleo-consulting.com](http://www.taleo-consulting.com)

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

**Press contacts**

Camille Peugnet – [camille.peugnet@taleo-consulting.com](mailto:camille.peugnet@taleo-consulting.com) +33 (0)6 74 42 54 36

Aurélie Blanchard Massoni – [aurelie.blanchard-massoni@omnescapital.com](mailto:aurelie.blanchard-massoni@omnescapital.com) +33 (0)1 80 48 79 52