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## **CAPZA acquires a stake in the Coutot-Roehrig group, the European reference in probate genealogy, in association with Bpifrance**

PARIS, 23th OF OCTOBER 2019

CAPZA – a leading private investment platform specialising on small and midcaps – acquires, alongside Bpifrance, a minority stake in the capital of the Coutot-Roehrig group, a leader in inheritance genealogy. The purpose of this operation is to support the group's growth, both organic and external, and to establish its leadership in the sector worldwide.

Founded in 1894, Coutot-Roehrig's core activity consists in identifying heirs in the context of successions, a profession of "long-term" investigator (from a few months to a few years, in France and across the world).

In its more than 120 years of existence, the Coutot-Roehrig group has accumulated one of the largest private digital databases in the world. The 285 employees of the group (genealogists and lawyers) are able to leverage these vast resources with highly competitive reactivity and efficiency, standards for which the group is well-known.

With its global network of correspondents spanning 47 branches (including 12 abroad and one exclusive correspondent in Poland), the group is *de facto* the European leader in probate genealogy and generates over €50 million in sales.

CAPZA, which is leading this transaction, has chosen to support the group's CEO, Guillaume Roehrig, who remains the majority shareholder, by investing in the company in capital and mezzanine to support its development strategy. With the entry of its new partners, the group will accelerate its growth by positioning itself as a vector of consolidation in France and abroad, and by diversifying its activities to the management of dormant assets in collaboration with banking and insurance institutions.

*"We are thrilled to participate in the development of this fascinating profession that Guillaume Roehrig and his team have carried out with such talent. Our goal is to help this 125-year-old family business become the world leader in inheritance genealogy. We are very excited to contribute to the future expansion of Coutot-Roehrig,"* **said Benoit Choppin, Co-Head France Flex Equity at CAPZA.**

*"By partnering with CAPZA in this operation, Bpifrance is reaffirming its commitment to support and assist managers, particularly family ETIs, in their growth projects and thus to participate in the creation*

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of French global leaders. We are also especially proud to participate in the first capital opening of the Coutot-Roehrig group," added **Johanne Destrés, Investment Director at Bpifrance**.

"We are delighted to welcome CAPZA and Bpifrance as partners of Coutot-Roehrig to support us in a new stage of the company's development in France and abroad. We plan to maintain our sustained rate of organic growth whilst pursuing an ambitious acquisition strategy," concluded **Guillaume Roehrig, Chairman and CEO of Coutot-Roehrig**.

### Participants

- **Buyers: Management** (Guillaume Roehrig), **CAPZA** (Benoit Choppin, Olivier Guine, Emmanuel Fournial), **Bpifrance Investissement** (Johanne Destrés, Maud Moulin, Elise Carrera)
- **M&A Advisor : Edmond de Rothschild** (Arnaud Petit, Aurélien Bouvier, Antoine Georges)
- **Managing shareholder Advisor: Desfilis** (Guillaume Giuliani, Marie-Victoire James, Yann Fouquet-Michel, Eléonore Coquerel) for the corporate part, (David Malamed, Jonathan Devillard) for the financing part
- **Buyers Advisor: Hoche** (Grine Lahreche, Tassadit Cherifi, Audrey Szultz,) for the corporate part, (Christophe Bornes) for the financing part and (Eric Quentin) for the fiscal part
- **Legal, social and fiscal BDD: Hoche** (Grine Lahreche, Tassadit Cherifi, Audrey Szultz, Christophe Bornes)
- **Tax structuring Advisor: Desfilis** (Frédéric Bosc)
- **Financial BDD: Oderis** (Julien Passerat, Clément Hérout)
- **Strategic BDD: Indefi** (Julien Berger, Rabih Frangieh)
- **Financial VDD: Eight Advisory** (Christian Berling, Edouard de Nettancourt, Thibault Crochin)
- **Strategic VDD: Advention** (Alban Neveux, Stevens Ries)
- **Financial Advisor: Edmond de Rothschild** (Grégory Fradelizi)
- **Banks: Société Générale** (Caroline Marquaille), Banque Populaire Rives de Paris, Caisse Régionale de Crédit Agricole Mutuel de Paris et d'Île de France, LCL, BNP
- **Banks – Lawyer: Herbert Smith Freehills** (Laure Bonin)

### Press contacts

For CAPZA - Kristell Le Nadan - Citigate Dewe Rogerson

[Kristell.LeNadan@citigatedewerogerson.com](mailto:Kristell.LeNadan@citigatedewerogerson.com)

Tel: +33 (0)1 53 32 84 71 / +33 (0)6 98 49 22 27

For Bpifrance – Nathalie Police

[nathalie.police@bpifrance.fr](mailto:nathalie.police@bpifrance.fr)

Tel: +33(0)1 41 79 95 26

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## About CAPZA Flex Equity

Through the Capzanine Flex Equity range of funds, CAPZA offers flexible financing solutions combining majority or minority capital, convertible bonds and mezzanine to support small and mid-cap companies with EBITDA ranging from €3m to €10m in their development projects.

Since 2004, CAPZA Flex Equity teams have completed nearly 70 transactions combining capital and mezzanine. Close to entrepreneurs and benefiting from a deep knowledge of the local industry, the CAPZA Flex Equity teams offer hybrid long term financing solutions that adapt to the company's project.

## About CAPZA

Created in 2004, CAPZA<sup>1</sup> is an established European private investment platform focused on small and mid-cap companies. The company is majority owned by its teams and supported by the AXA Group.

With €3bn of assets<sup>2</sup>, CAPZA places its experience and passion for developing businesses at the service of investors in Europe and worldwide with its platform of 4 complementary areas of expertise: Flex Equity, Private Debt, Transition<sup>3</sup> and Artemid<sup>4</sup>.

CAPZA offers financing solutions to small and mid-cap companies at every stage of their development. Its unique platform allows CAPZA to support companies over the long term by providing them with custom made financing solutions (majority capital, minority capital, subordinated debt, senior debt, etc.). CAPZA is a generalist but has built up strong expertise in supporting companies in the health, technology, agri-food and services sectors.

CAPZA has about 50 employees based in Paris, Munich, Madrid and Milan.

<sup>1</sup> CAPZA (formerly Capzanine) is the commercial name of Atalante SAS, portfolio management company approved on 11/29/2014 by the « Autorité des Marchés Financiers » under GP-04000065.

<sup>2</sup> €3 billion as at 31 august 2019, of which assets advised by Artemid SAS and managed by a third party.

<sup>3</sup> The funds of the CAPZA Transition range are managed by the asset management company CAPZA, and advised by CAPZA Transition SAS which has financial investment advisor status (CIF in France), is registered under the Orias under the number 18001601 since the 23/03/2018.

<sup>4</sup> The funds of the Artemid range are managed by the asset management company CAPZA and advised by Artemid SAS, which is a subsidiary of CAPZA and Amiral Gestion and has financial investment advisor status (CIF in France). Artemid SAS is registered by the Orias under the number 14003497 since the 05/28/2014.

**More information:** <https://capza.co> **Twitter:** @capza\_co

## About Bpifrance

Bpifrance is the French national investment bank: it finances businesses – at every stage of their development – through loans, guarantees, equity investments and export insurances. Bpifrance also

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provides extrafinancial services (training, consultancy...). to help entrepreneurs meet their challenges (innovation, export...).

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