



ADVISED MALVAUX ON ITS €9,1M FUNDRAISING

December 2018



Created in 1928 and located in Loulay near La Rochelle (Charente Maritime), MALVAUX Group is the French leader in decorative and technical wood panels. Its know-how of excellence enabled the Group to obtain in 2017 the *Entreprise du Patrimoine Vivant* label.

Historically present through its Industry and Distribution division (45 % of 2018 sales), the Group has diversified itself through a successful build-up strategy aimed at integrating the maximum added value and at gaining proximity with the end-customer. Thereby its Fitting division has been built around five successful acquisitions: NAVI LINE, ST BOIS, AMORIS, BARBEAU and GRIFFON and represents 55 % of total Group's activity. This constant growing division offers high-quality services and technical expertise in the field of prestigious interior fittings in the sectors of boating, rail and hospitality.

With €62m in sales for the achieving financial year, growing by 20 % over one year on a like-for-like basis, MALVAUX Group has accelerated the deployment of its industrial strategy pace around a global multi-product offer, thanks to the acquisition in December 2018 of ROUGIER SYLVACO PANNEAUX (€30m of sales).

ATOUT CAPITAL advised MALVAUX Group for a global fundraising of €9.1m. On this occasion, BPIFRANCE's Bois 2 and Croissance rail funds inject €5.6m in equity and equity-linked. Confident in the management and the project, OCEAN PARTICIPATIONS continues its support as a minority partner. The Group's banking pool completes the financing for €3.5m.

Philippe DENAVIT, the CEO and main shareholder of the Group wishes through this transaction to accelerate the development of MALVAUX, and quickly cross the €100m turnover threshold and consolidate its position as a major player in the field of wood interior fitting, but also to remain opportunist in the consolidation of the sector.