



**ADVISED THE AKENA GROUP
FOR THE ACQUISITION OF ABRISUD**

September 2020



Located in Vendée, AKENA Group is one of the French leaders in the design, manufacture and installation of verandas and pergolas. Controlled by the CHABOT Family and with a consolidated turnover of around € 100 million, the Group, which has more than 400 employees has more than 160,000 installations and 40 years of experience thanks to a network of 60 sales agencies spread across the country.

In 2018, the Group had already done a first diversification by acquiring AZENCO, a manufacturer of swimming pool enclosures based in Toulouse.

ABRISUD, with a turnover of around € 55 million, is the French leader in the manufacture and installation of swimming pool enclosures and is asserting itself as the benchmark brand in the sector. ABRISUD has started to internationalize its sales, with a recent establishment in Italy.

ATOOUT CAPITAL advised the AKENA Group on the acquisition of the ABRISUD Group, with its shareholders, the funds managed by ANDERA PARTNERS and ACTIVA CAPITAL which acquired it by LBO in 2011. ANDERA PARTNERS had become the majority shareholder in 2018 by converting its mezzanine debt.

During the disposal process initiated pre-covid by the ABRISUD shareholders, they chose AKENA, which intends to ensure the sustainability of the Group and implement the many synergies identified by the respective managers of the two entities. This will notably involve fertilizing cross-selling, boosting the purchasing policy by taking advantage of the strong increase in combined volumes and above all putting AKENA's sales and installation force at the service of ABRISUD, while ABRISUD's order book is at its highest.