



ADVISED AIRWELL FOR A PRIVATE PLACEMENT AND THE RAISING OF A BOND ISSUE FOR A TOTAL AMOUNT OF €6.5M

January 2023



Founded in 1947 in France, AIRWELL is a reference supplier of climatic and thermal engineering which evolves on a market supported by the energy transition, with the ambition to become a global player at the global leveraging its existing footprint in 80 countries. Under the direction of its CEO Laurent ROEGEL, AIRWELL has repositioned itself as a supplier of smart energy ecosystems that adapts to the needs of individuals and businesses, in order to meet the current challenges of energy sobriety, while improving thermal comfort and air quality in buildings.

In 2022, AIRWELL continued to show dynamism both in terms of product development and commercial expansion. Thus, new innovative products and concepts have been launched, combining hardware integrations and digital solutions which enhance low carbon footprint energy.

Group revenues were €43m for the first 9 months of 2022, an increase of 28% compared to the same period in 2021 with a very positive outlook for the end of the year and the beginning of 2023. AIRWELL is listed on EURONEXT ACCESS+ since July 2021 (MLAIR - FR0014003V77).

ATOUT CAPITAL advised AIRWELL for a double operation to strengthen its long-term resources.

The Group raised €1.5m in equity from two Norwegian family offices, which took a position exceeding 10% of the capital. In addition, a €5m bond issue (in fine) with a maturity of over 5 years was raised from the France Economie Réelle fund managed by DELTA AM.

These financial resources will enable the Group to arbitrate its financing by reducing its short-term exposure, to accelerate its organic growth (to finance of WCR) and to carry out targeted acquisitions (geographical expansion through the acquisition of local distributors).