

## Investors

TCR Europe has led the management buyout of Echafaudages from Groupe Fabricom. The deal was carried out via newco ScaffHolding, in which TCR Europe has taken a 52% equity stake. Baring Private Equity France also invested, acquiring a 38% stake in newco, while the management team of the company takes a 2% interest, which could increase following the conversion of stock options. The balance of the equity is held by Synergie Finance, which is part of the Crédit Mutuel de Bretagne. A and B tranches of senior debt, with bullet repayments, were provided by Fortis Bank. While the value of the deal has not been disclosed, unconfirmed reports have placed it at around €60m.

## Company

The Echafaudages group includes the Echafaudages and Mills businesses. The group is based in **La Corneuve** and was founded in 1939 and is leader in the French market for construction materials. The business is currently growing at a rate of 56% each year and has clients working on public building programmes as well as industrial programmes. It runs 25 agencies in France and generated a €80m turnover in 2001 with an EBIT of €7.6m. It has 600 staff. Although the value of the deal has not been disclosed, the proportion of equity to debt is known to be roughly equal.

## People

Jean-François Borde, Christian Dorléac and David Robin coordinated the investment from TCR Europe while Baring Private Equity was represented in the deal by Jean-Christophe Guillou. Both institutions have appointed representatives to the company's board of non-executive directors. Jacques Brisse worked on the deal on behalf of Synergie Finance. Pauline Godillot structured the debt package on behalf of Fortis Bank.

## Advisors

**Equity - PricewaterhouseCoopers, Paris**, Didier Sidois (*Market due diligence*); **Siaci**, Pierre Delaplanque (*Insurance due diligence*); **URS Dames & Moore, Paris**, Bertrand Latobe; **Moquet Borde & Associés, Paris**, Olivier Deren (*Legal*).

**Vendor - Tristone Partners, Paris**, William Saarbach (*Corporate finance*).