



SATEB, supported by Galiena Capital, acquires RVM , a specialist in ventilation on rehabilitation sites

Construction - Ventilation

S A T E B

Participation of

galiena
CAPITAL

acquired 100% of the capital of

RVM

 **societex**
CORPORATE FINANCE

CONSULTANCY FOR THE BUYERS

About RVM

- Founded in 1995 in Thourotte, near Compiègne, RVM is a specialist in ventilation on social housing rehabilitation sites.
- RVM works alongside social and private landlords, owners of collective housing, and as a subcontractor for major construction companies.
- RVM is a recognised player in the rehabilitation market, which is characterised by high barriers to entry due to the constraints of working in occupied housing and the reuse of existing systems.

About SATEB

- Based in Normandy for more than 40 years, SATEB offers plumbing, heating, ventilation and air conditioning services, both for new work and renovations.
- SATEB is now one of the oldest plumbing companies in Normandy.
- Throughout these years of evolution, the company has been able to diversify and increase its skills by creating a Tertiary department in 2015 and a Housing Rehabilitation department in 2018.
- The company has 150 employees and operates mainly in the Paris region and Normandy.
- SATEB has been supported for a year by Galiena Capital, which became the majority shareholder in a primary LBO.

The Project

- With the acquisition of RVM, SATEB confirms its position as a key player in the HVAC market and strengthens its position in the rehabilitation segment. At the same time, the company is extending its territorial coverage and its presence in the Paris region.
- The two companies will be able to rely on their complementarities and synergies to develop their service offer by responding together to calls for tender on the ventilation/plumbing packages.

Customer testimonial

Nelly BAUDRY – CEO (RVM) :

"Selling a business is not an easy task, and I was perfectly accompanied by Thomas, Clément and their team throughout the sale process. I appreciated the simplicity of our exchanges, the support they gave me in preparing and transmitting the long lists of documents to be presented, the transparency they showed throughout the negotiations they conducted, and their fair analysis which helped me in the final choice of our buyers."

Our consulting mission

SOCIETEX has been exclusively commissioned by RVM's shareholder to look for an industrial buyer willing to support the company's next phase of development.

Societex Team



Thomas BEURAIN
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Intervenants

Vendor:

- RVM (Nelly BAUDRY)

Buyers:

- SATEB (Gilles LOURENCO)
- GALIENA CAPITAL (Pascal NOGUERA, Yuan BIAN, Alexis BRETXA)

Advisor to the vendor:

- M&A : Societex Corporate Finance (Thomas BEURAIN, Clément MATELOT)
- Legal : Vauban Avocats (Grégory LEFEBVRE, Katia DECANTER)

Advisor to the buyers :

- Legal : Winston & Strawn (Nicola DI GIOVANNI, Leslie GINAPE)
- Financial Due Diligence : NEXT (Hervé KRISSI, Laura GUERIN, Baptiste DOCHE)