

## CM-CIC Corporate Advisory announces the signature of a major capital partnership between Alma and Orona.

On 23 January, Alma entered into a major capital partnership with Spanish group Orona.

Alma was created over 40 years ago and is a leading provider of people and material lifting equipment in Paris area. The company is well-known for its industrial know-how and its customers' credentials including among public-sector organisations and corporates. Alma stands out by its value-added approach to its business, through which it supports clients at every stage of their projects and throughout the entire lifecycle of their equipment (including study/design, installation, renovation and modernisation phases). Alma's teams have installed over 10,000 elevators and have developed undeniable technical and technological expertise. This enables them to work on all brands and all types of lifting products (elevators, hoists, lifting tables, platforms for people with reduced mobility, garage doors etc.) and to offer tailor-made solutions.

With a turnover of around €600 million in 2013, the Orona group is a leading European provider of mobility solutions (elevators, escalators, moving walkways, conveyor belts, etc.). In the French market, Orona ranks fifth in terms of revenue and third regarding the volume of new equipment sold.

This strategic rapprochement with Alma will take Orona's sales in France to over €75 million. The deal is especially attractive because Alma is one of Orona's long-standing preferred partners. It will also enable both companies to generate major synergies and boost their growth in Paris, which is the largest regional market in France.

CM-CIC Corporate Advisory acted as the sole financial advisor to Alma Services, Alma's owner.

### CM-CIC Corporate Advisory

#### **Paris (head office):**

29-31, rue Saint-Augustin  
75002 Paris  
Tel: +33(0)1 56 75 26 70

#### **Lyon**

Espace Cordeliers  
2, rue du Président Carnot  
69293 Lyon Cedex 02  
Tel: +33 (0)4 72 56 91 05

#### **Nantes**

32, avenue Camus  
BP 50416  
44004 Nantes Cedex 01  
Tel: +33 (0)2 40 35 75 31

[www.cmcic-corporateadvisory.com](http://www.cmcic-corporateadvisory.com)

\* \* \*

#### Advisors:

Alma Services: Christian Laurent  
M&A advisors to Alma Services: CM-CIC Corporate Advisory (Michaël Chicheportiche, Alexandre Forget, Sylvain Reynier)  
Legal advisors to Alma Services: VDV Avocats (Fabienne van der Vleugel)  
Orona: Xavier Mutuberria (CEO, Orona), Carlos Orueta (Corporate Director, Orona Europe Atlantic), José A. Lizarraga (New Sales and Acquisitions Director, Orona Europe Atlantic)  
Legal advisors to Orona: Dal Cin-& Associés (Stéphane Dal Cin - Partner, Jean Grobost - Associate)

#### About CM-CIC Corporate Advisory

CM-CIC Corporate Advisory is a subsidiary of CM-CIC Capital Finance specialising in mergers and acquisitions. It is made up of a renowned team of professionals based in Paris and Lyon, and advises companies, executive directors and shareholders on French or cross-border transactions worth more than €10 million. Its range of services covers all aspects of equity financing, such as corporate buyouts, LBO/OBO/MBO transactions, acquisitions, spin-offs, mergers and fundraising.