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CM-CIC Conseil advises the shareholders in the sale of Fouchard to Fayat

Founded in 1947 by Eugène Fouchard and taken over in 1990 by his son Frédéric, the eponym group evolving in Normandy, is a leading actor in HVAC systems.

Based in Coutances, near Caen, with revenues of around €40m and a network of six branches in Normandy, the group benefits from a high level of expertise in healthcare, hospital air treatment and centralised facilities management.

Founded in 1957 in Libourne, Fayat is a French family-owned group with an international presence.

The group, which generated revenues of €4.4bn in 2018, is made up of several business lines, the most significant of which are road equipment construction and maintenance (37% of revenues), public works (24%), building (17%), energy services (9%) and metal construction (8%). This acquisition forms part of Fayat Energie Services' growth strategy, looking to structure its air conditioning operations around Fouchard and with the aim of rolling out its air conditioning services – which offer a strategic fit with the electrical engineering activities of its subsidiary Satelec – across France.

CM-CIC Conseil acted as exclusive financial advisor to Fouchard's shareholders.

Seller:

Financial advisor: CM-CIC Conseil (César Darcy, Florent Obry, Jacques Schwab)
Legal advisor: ACR - LB AVOCATS (Emmanuelle Belland, Isabelle Coguic)
Financial due diligence: Oderis (Aurelien Vion)

Buyer:

Legal advisor: PwC Avocats (Emilie Rees, Christophe Guenard, Idris Hebbat)

About CM-CIC Conseil

CM-CIC Conseil is Groupe Crédit Mutuel Alliance Fédérale's subsidiary specialising in mergers and acquisitions. Its renowned team of professionals, based in Paris and Lyon, advises companies, managers and shareholders with French and cross-border transactions. Its range of services covers all aspects of equity financing, such as corporate buyouts, LBO/OBO/MBO transactions, acquisitions, spin-offs, mergers and fundraising.