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CM-CIC Conseil advises the shareholders-managers of TSM, Sopralu and Sotrapose on their MBO with the support of Martek

Founded in 1990 by the current shareholders-managers Philippe and Nathalie Graffin, TSM, Sopralu and Sotrapose are specialised in bespoke metalwork for the construction industry.

Based at Saint-Cyr-en-Val (Loiret), the three companies are leading players in the Paris region for highly technical projects, offering a full range of complex metalwork in steel (staircases, balustrades, railings, etc.) and aluminium (facades, curtain walls, doors, etc.).

The companies offer design, production and installation services. They have recently produced curved metal frames for La Poste du Louvre, high security fire-proof and blast-proof facades for various clients as well as the 63m-long water wall at the new Orly Airport hub building.

With around €15m of revenues, the three companies have been grouped together under a holding company, ensuring growth and a sustainable future in a context of rapidly rising demand (Grand Paris-related projects, Olympic Games, etc.). They will continue to ensure operational leadership.

With the current transaction, the Katz family holding company (Martek) will become the majority shareholder, alongside the Graffin family and the three main TSM executives.

CM-CIC Conseil acted as the exclusive financial advisor to the shareholders-managers of TSM, Sopralu and Sotrapose.

TSM, Sopralu and Sotrapose:

Financial advisor: CM-CIC Conseil (César Darcy, Antoine Cucciaioni, Floriane Claudé)
Legal advisor: LMP Avocats (Daniel Petard)
Financial due diligence: BM&A (Alexis Thura, Laurent Pény, Barbara Rigaud)

Martek:

Martek: Marcel Katz, Thibault Manquin
Legal advisor: Bersay Associés (Anya Hristova, Océane Vassard, David Faravelon)
Tax advisor: Bersay Associés (Alain Jouain, Manuela Bitton)
Legal advisor - Financing: Nabarro & Hinge (Pierre Chatelain, Sarah Sadeg)
Financial due diligence: Advance Capital (Thomas Recipon)
Strategic due diligence: Adventon (Alban Neveux)
Structured financing: CIC Ouest (Philippe Florentin, Guillaume Colosiez)

About Martek

Martek is a family-owned group active in real estate and private equity.

Martek today is backed by the financial resources produced by the entrepreneurial success of René and Marcel Katz, founders of Martek Promotion (real estate) and Martek Power (energy conversion).

Martek's goal is to support talented management teams in their growth plans by making available the expertise and experience of its directors in industry and services both in France and abroad.

Martek is a responsible shareholder, driven by an entrepreneurial spirit and the ability to understand and facilitate strategic projects.

Martek invests without time constraints and has positioned itself as an alternative to investment funds and industrial buyers.

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.