

PRESS RELEASE

Paris, 3 December 2019

## **PALUEL-MARMONT CAPITAL acquires majority stake in QUADRILATERE, the Space Planning specialist**

**Quadrilatère** is a space planning pure player, specialised in tertiary spaces such as offices, mainly based in the Paris region.

As a space planning specialist for premises covering 500 to 50,000 sqm., Quadrilatère provides its services to lessor-owners, the senior management of the companies that occupy such spaces. It works for both large and mid-cap companies, as well as investment companies, law firms and consulting firms. Its teams strive to design and build smart and nurturing work places conducive to promoting corporate values, as well as employee well-being and performance.

The Paris-based company which employs a team of about fifty people, reported revenue of €38 million in 2019.

QUADRILATERE was founded in 1989 by Jérôme Malet, a serial entrepreneur passionate about wine, design and architecture. After handing over the managerial reigns two years ago to Emmanuel Fougère, property specialist and previously at Kering, Jérôme Malet is now organising the transmission of QUADRILATERE's capital. Emmanuel Fougère and the management team are taking control of the company together with PALUEL-MARMONT CAPITAL, the new majority shareholder.

*"After 30 years devoted to this fabulous company, in a booming business on a high potential market, one has to know how to stand out and be innovative. I have therefore decided to maximise QUADRILATERE's potential as much as possible, while retaining our desire to pursue a client-centric strategy. Emmanuel Fougère, Chief Executive Officer since August 2017, has perfectly handled the company's development in the past two years, with the assistance of a solid team. We have found in PALUEL-MARMONT CAPITAL, a new partner who pays attention to what others have to say, who is courteous and ready to serve the company to ensure that we can move forward with peace of mind. I have kept a significant stake in QUADRILATERE as a token of my trust in this change."* clarified founder Malet.

*"With the increasing demand in co-working space and new trends, our market is undergoing radical changes. We needed a trustworthy and agile partner with an entrepreneurial spirit to share our ambition, and that is what we have found in PALUEL-MARMONT CAPITAL. I'm excited about this new stage",* added Emmanuel Fougère, chairman of the Quadrilatère Group.

PALUEL-MARMONT CAPITAL, which is signing its fifth venture since the arrival at the end of 2017 of its new senior management, François Poupée and Thomas Geneton, organised this LBO in conjunction with a club deal of private investors and HSBC for the senior debt. *“We are pleased to assist Quadrilatère as we were fascinated by its vitality: the vitality of an impressive team and the vitality of a market driven by new planning ideas, such as co-working and far-reaching trends to change working conditions”*, stressed the pair.

#### Parties to the transaction

**Acquirers:** Paluel Marmont Capital (Thomas Geneton, Fabien Guidali, François Poupée), Management  
**Acquirers’ legal team:** Villechenon (Gilles Roux, Gaspard le Pommellec, Martin Kyuchukov-Roglev, Quentin Allibert)  
**Financial DD:** Grant Thornton (Thierry Dartus, Camille Burnand)  
**Legal DD:** Villechenon (Gilles Roux, Catherine Nahmias-Ferrandini, Eric Hebras, Gaspard le Pommellec)  
**Strategic DD:** Adventon (Alban Neveux, Iska Pivois)  
**CSR DD:** Demain Aussi (Laurence Anciaux)  
**Banks:** HSBC (Cyril-Henri Prévost, Nicolas Saint Sever)  
**Vendors:** Les Panoramas (Jérôme Malet)  
**Vendors’ M&A advisers:** Transation R (Pierpaolo Carpinelli, Nicolas Aftimos, Laura Benzaquen)  
**Vendors’ legal team:** PBA (Philippe Pech de Laclause, Nicolas Blanchenay)  
**Management Advisers:** Aston law firm (Michel Zavalichine, Partner, Philippe Latorre, Senior Advisor)

#### **About PALUEL-MARMONT CAPITAL**

PALUEL-MARMONT CAPITAL is the private equity subsidiary of COMPAGNIE LEBON, a company listed on Euronext Paris controlled by the Paluel-Marmont family. Compagnie Lebon  
KEY FIGURES: NAV at 31/12/2018: €228 million - 2018 NIGS: €4.5 million - Staff: 597 employees.

PALUEL-MARMONT CAPITAL handles growth capital or capital transmission ventures ranging between €5 million and €15 million, alone or in a club deal, either as a minority or majority partner, in French SMEs and mid-market companies.

#### **Media contacts Paluel-Marmont Capital – Compagnie Lebon**

Karima Doukkali / Alice Polack  
karimadoukkali@shadowcommunication.fr / alicepolack@shadowcommunication.fr  
Tel.: +33 (0)7 77 36 64 10 / +33 (0)6 33 71 91 58

#### **Quadrilatère media contact**

Emilia Etcheberry, communications manager  
communication@quadrilatere.com  
Tel.: 07 63 71 13 99 / 01 49 26 90 78