

Press release

## NextPool becomes one of the leaders in swimming pool water treatment solutions in Europe with the acquisition of Pool Technologie

**Oullins, December 15<sup>th</sup>, 2021**

NextPool Capital, the 8<sup>th</sup> investment of RB Capital France 1 since December 2020 alongside a pool of co-investors comprising BNP Paribas Développement, Bpifrance, Alliance Entreprendre and Garibaldi Participations, becomes one of the leaders in swimming pool water treatment solutions in Europe with the acquisition of Pool Technologie.

Based in Valergues, Pool Technologie designs, manufactures, and sells water treatment devices, salt chlorinators, ionizers, pH regulators, salt / pH combinations, dosing devices, in-situ chlorine generators, as well as spare parts for the private and collective swimming pool market.

Its client base is mainly made up of professional distributors, swimming pool manufacturers, store networks or independent pool specialists, both in France and abroad, notably in Spain, Italy, and Portugal.

Pool Technologie's key executives, among which the Chief Production Officer, the Industrial and Digital Transformation Director, the R&D Director, the France and Export Sales Managers, will continue in their current roles. Pool Technologie's top managers will ensure a smooth transition to secure the success of the operation.

Through its four operational subsidiaries in France (AS Pool, Albon, Albigès, and Pool Technologie) as well as its two export subsidiaries (Spain and Germany), NextPool Group now employs nearly 600 people at its peak and should achieve revenues of circa € 110 million for the current fiscal year.

*"NextPool is now a leading player in shutters, covers, and liners, while Pool Technologie is the standard in water treatment solutions. Their merger will create a major player in France and abroad." says Nicolas Osanno, CEO of NextPool. He adds: "We are very proud to take over from Sarah Guezbar and Philippe Grard and help create an undisputed European champion by pooling our strengths and assets to serve all our professional clients."*

*Philippe Zurawski, Partner at B & Capital, declares: "Less than a year after the investment in NextPool by RB Capital France 1, the Group has made a major move with the completion of this transforming acquisition. Leveraging on NextPool's operational teams, particularly in Spain and Germany, Pool Technologie will be able to accelerate its international expansion."*

*Sarah Guezbar and Philippe Grard, top managers and owners of Pool Technologie, comment: "We started the Pool Technologie venture thirty years ago. Now, a new step begins as we join NextPool Group. We will continue to support Pool Technologie's customers and employees in this ambitious new development plan."*

## **Parties involved**

### **Buy-side:**

#### **NextPool Capital**

#### **Management : Nicolas Osanno**

**B & Capital:** (Philippe Zurawski, Mikaël Schaller, Charles Gaudry), BNP Paribas Développement (Patrice Vandebossche, Guillaume Wolf), Bpifrance Investissement (Lionel Giai-Gischia, Romain Maitre, Thibaut Labrosse), Alliance Entreprendre (Bertrand Penicaud, Paul Eeckman), Garibaldi Participations (Laurent Gelpi, Damien Demers)

### **Advisors:**

Financial due diligence: Eight Advisory (Christophe Delas, Sandrine Vouillon, Guillaume Roque)

Commercial due diligence: Roland Berger (Sébastien Manceau, Doriane Wattinne, Arthur Mandon)

Tax/HR/legal due diligence: Lamy Lexel (Michel Masoero, Camille Naline, Quentin Martinet, Pierre-Antoine Farhat, Clémence Guidi, Marion Beaudot, Juliette Fernandez, Aurélie Dantzikian, Fanny Armand)

Legal counsels:

- Structuring: Lamy Lexel (Michel Masoero, Camille Naline, Quentin Martinet) et Ayache (Grégoire Zeitoun, Nicolas Musolino, Lucas Tabouret)
- Tax: Lamy Lexel (Pierre-Antoine Farhat, Alexandra Delbarre, Clémence Guidi, Pierre-Adrien Plasse) et Ayache (Bruno Erard, Laurent Bibaut)
- Financing: Ayache (Linda Bessa, Victor Cassagne)

### **Leveraged debt :**

Eurazeo: Eric Gallerne, Maxime de Roquette-Buisson, Victoire Vanheuerswyn

Adivor to debt provider: DLA Piper (Maud Mano, Pierre Tardivo, Yanniv Gilquel)

### **Sell side: Pool Finance**

#### **Advisors:**

Finance: Deloitte (Bertrand Chaboussou, Julie Amoureux, Léa Etourneau)

Legal counsel: Taj (Sylvain Cuvigny, Thomas Gonter, Sophie Mac Cionnaith)

### **About NextPool**

**<http://www.nextpool.com>**

Established in 2004, NextPool designs, develops, and manufactures a wide range of custom-made pool equipment, mainly for in-ground pools, in France and internationally. The Group addresses professional customers, mainly made of large pool contractors, specialized distributors, and independent pool makers.

**LinkedIn:** <https://www.linkedin.com/company/nextpool-group>

**Press contact:** Nicolas Osanno - [nicolasosanno@nextpool.com](mailto:nicolasosanno@nextpool.com)

---

### **About Pool Technologie**

<https://pool-technologie.com/>

Founded in 1992 and taken over in 2000 by Sarah and Philippe Gard, Pool Technologie designs, manufactures, and sells water treatment solutions for swimming pools in France and abroad. Pool Technologie products are intended for private (10 to 200 cubic meters) or collective (up to 700 cubic meters) swimming pools, whether new or existing. The company sells its products, mainly salt chlorinators, pH regulators, combined salt / pH, dosing systems, and in-situ chlorine generators to a diversified professional client base under its own brand or under its resellers' brand.

### **About B & Capital**

<https://www.b-and-capital.com/>

B & Capital was founded in 2016 by a team of seasoned investors. The firm boasts a unique position within the European small and mid-cap landscape, being the only private equity player to combine the skills of a talented investment team and a world-renowned strategy consulting firm. Its offer of traditional private equity incorporates the strong support, deep industry knowledge and access to the international network of Roland Berger, a leading European consulting firm.

**LinkedIn:** <https://www.linkedin.com/company/b-&-capital/>

**Presse contact:** Bernard Arock - 01 83 81 97 62 - [bernard.arock@b-and-capital.com](mailto:bernard.arock@b-and-capital.com)