

Press Release

## B & Capital sells its stake in Nedap France to Solutys to create a leading player in traceability, property safety, and access control solutions

Paris, September 3<sup>rd</sup>, 2025

B & Capital and the management team of Nedap France, led by Kees Payens and Olivier Champeaux announce the complete sale of the group to Solutys following a sale process driven by Natixis Partners.

On this occasion, B & Capital achieves the 5<sup>th</sup> exit of RB Capital France 1 after a six-year holding period.

### Establishing a pan-European leader with revenues of over €50m

Nedap France specializes in the design, distribution, and value-added integration of electronic security solutions, operating across Europe, combining hardware and software for premium access control, property safety and management, intrusion detection, and video monitoring.

RB Capital France 1 acquired a majority stake in Nedap France in August 2019 through a primary LBO transaction.

With the support of B & Capital, Nedap France has succeeded in i) maintaining a high level of organic growth in France, ii) expanding significantly internationally through two off-market acquisitions in Germany and Switzerland and the opening of a subsidiary in Morocco, and iii) ensuring a smooth management transition with the recruitment of Olivier Champeaux as CEO.

Nedap France 2025 revenues are expected to exceed €50m, almost twice 2018 sales.

### A strategic merge with Solutys

Following the acquisitions of Nedap France and Rayonnance (a provider of traceability and professional mobility software solutions, backed by Seven2), Solutys is expected to generate over €135m in revenues, a significant share of which will be recurring, totaling more than 370 employees across four countries.

Solutys will capitalize on Nedap France international coverage, strong expertise in electronic security, and diversified premium client base.

Kees Payens and Olivier Champeaux, Nedap France top executives and shareholders, said: *"The merger with Solutys represents a tremendous opportunity for both Nedap France teams and customers. Combining the various expertise and innovation capabilities of Solutys, Rayonnance, and Nedap France will form a leading international player in our markets. We are grateful to B & Capital team for their support over the last few years, particularly their continuous support of our dynamic external growth policy."*

Mikaël Schaller and Charles Gaudry, respectively Partner and Investment Director at B & Capital, commented: *"We are proud of the support we brought to Nedap France management team for its external growth policy, materialized by the completion of strategic acquisitions in Germany and Switzerland as well as the strengthening of the group human resources. Over six- years, Nedap France has turned into a key player in electronic security, stronger and more active outside France."*

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**Parties involved:**

**Seller: NV Partner Invest**

Management: Kees Payens, Olivier Champeaux

B & Capital: Philippe Zurawski, Mikaël Schaller, Charles Gaudry, Zoé Bergerault

**Sell-side advisors:**

M&A: Natixis Partners (Pierre Ruaud, Dorian Cherruault, Axel de Robillard)

Financial due diligence: Oderis (Aurélien Vion, Louis Templier, Antoine Mallet, Tristan Dujardin, Victor Marembert)

Strategic due diligence: Indefi (Julien Berger, Mehdi Belefqih, Nicolas Vincent, Paul Bouché, Thomas Bodart)

Legal, Tax and Social due diligence: Lexton Avocats (Evelyne Crantelle, Margaux Meunier, Charlotte Galichet, Emmanuelle Leroy et Élie Boccara)

Legal counsel:

- Corporate: Goodwin Procter (Jérôme Jouhanneaud, Marjorie Ladsous)
- Tax: Goodwin Procter (Marie-Laure Bruneel)

**Management advisors:**

Legal counsel:

- Corporate: PDGB (Christophe Vannoote, Margaux Chabouté, Isaure Pasquet)
- Tax: PDGB (François Morazin)

**Buyer: Solutys**

Management: Eric Peters, Vincent Thebault

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### About Nedap France

<https://www.nedapfrance.fr/>

Nedap France specializes in the design, distribution, and value-added integration of electronic security solutions, operating across Europe, combining hardware and software for premium access control, property safety and management, intrusion detection, and video monitoring.

Nedap France has operational subsidiaries in France, Germany, Switzerland, and Morocco.

Nedap France's client base consists mainly of large accounts operating in diverse sectors, with high requirements and complex electronic security needs.

LinkedIn: <https://www.linkedin.com/company/nedap-france/>

### About Solutys

<https://www.solutys.com/>

Founded in 2002, Solutys Group specializes in the integration of automatic identification, traceability, and professional mobility solutions using barcodes and RFID. The group offers a comprehensive range of products and services tailored to the needs of large national and international companies and SMEs. Based in Lisses (Essonne), the group employs nearly 130 people in seven offices in France and runs a global network of partners.

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

### 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 is enriched by 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/>

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