

## Press release

### **Factum Group, a company backed by Argos Wityu, acquires AGL Services and strengthens its position in the long-term leasing of professional vehicles**

**Paris (France), 24 March 2020** – Factum Group is pursuing its strategic development and has announced the acquisition of 100% of AGL Services. Despite the difficult public health and economic situation, Factum Group is maintaining its determination to grow and is pursuing its strategic investments.

AGL Services is one of the leading, independent French managers of automotive fleets for professional long-term leasing customers. It manages a multibrand fleet of nearly 3,000 vehicles. Headquartered in Aix-en-Provence, AGL Services has operated throughout France for more than 30 years and offers long-term leasing solutions (18-60 months), including services adapted to the specific needs of the companies, associations and local authorities that are its customers (maintenance, fuel, repairs, renewal, repurchase, etc.).

Since the creation of its Motors subsidiary in 2012, Factum Group has leased professional vehicles worth nearly €70m under long-term leasing arrangements and has an active fleet of professional vehicles worth nearly €45m.

With this acquisition, Factum Group strengthens its positioning in the automotive fleet management market and internalises a complementary service dimension.

AGL Services will enable the group to more than double its fleet of professional vehicles to more than €100m. Annual vehicle leasing revenue will total more than €40m, or nearly 25% of the group's consolidated revenue.

This acquisition is part of Factum Group's acquisition strategy, by aiming to round out the group's range of professional equipment financing and management services. This transaction follows two acquisitions in January 2019: Les Artisans du Mobile, a specialist in the management of mobile phone fleets (from supply to repair), and Nodixia, an expert in IT life-cycle management and in the reconditioning and resale of computer equipment.

Factum Group now has more than 170 employees and had combined 2019 sales of nearly €165m.

**Karel Kroupa, Managing Partner at Argos Wityu**, said, "We are proud to support Factum Group's dynamic team and very pleased to see the various initiatives launched since the acquisition come to fruition. In this regard, the acquisition of AGL Services represents a significant additional step towards strengthening Factum Group's position as an independent European leader in the management of professional equipment."

**Arnaud Deymier, CEO of Factum Group**, said, “In the current environment, it is important to maintain a long-term view and to pursue the group's fundamental, strategic development. We remain confident that despite short-term turbulence, our market and our know-how, combined with AGL Services' unique expertise, will remain promising for the medium and long term. Our priority is in supporting companies and local authorities in financial and operational management, over the entire life cycle of their equipment. AGL Services will strengthen our palette of fleet management services, enabling us to offer solutions that include leasing and especially the associated services that are adapted to each customer’s needs.”

**Alexandre Kiatibian, CEO of AGL Services, declared**, “For more than 30 years, our customers and employees have felt attached to our company and our know-how. We have developed real expertise in this market. By joining the Factum Group, we will ensure the continuity and the long-term viability of our services, while improving and strengthening our complementary skills.”

#### **List of advisors**

##### **Seller**

Alexandre Kiatibian

##### **Factum Group**

Arnaud Deymier

##### **Argos Wityu**

Karel Kroupa, Thomas Ribéreau, Vincent Yacoub

##### **Seller advisors:**

Legal: CMS Francis Lefebvre Lyon (Philippe Calard)

Tax: CMS Francis Lefebvre Lyon (Jérémy Duret)

Law firm (Paris): Luc Moreau

M&A: Crédit du Nord (Raphaël Aubry-Marais, Cécile Pagat, Corentin Grandin)

##### **Factum Group advisors**

Legal: August Debouzy (Julien Aucomte, Olivier Moriceau, Laure Khemiri, Leslie Ginape, Maxime Legourd), PwC (Emmanuelle Veras)

Financial: PwC (Philippe Chavane, Maxence Pleynet, Rachel Aoust)

Tax: PwC (Emmanuelle Veras, Philippe Adellach), Arsene (Franck Chaminade, Charles Dalarun, Charlotte Signol)

Employment: PwC (Emmanuelle Veras)

M&A: Degroof Petercam (Frédéric Hébrard, Dimitri Dayan, Franck Fournier)

##### **Contact**

Coralie Cornet

Head of Communications

[ccc@argos.fund](mailto:ccc@argos.fund)

+33 1 53 67 20 63

**About Argos Wityu**

<http://argos.wityu.fund>

Argos Wityu is an independent European investment fund that supports companies in the transfer of business ownership. It has assisted more than 80 entrepreneurs, focusing its investment strategy on complex transactions with emphasis on transformation, growth, and close collaboration with management teams. Argos Wityu seeks to acquire majority interests and invest between €10m and €100m with each transaction. With €1bn under management and 30 years of experience, Argos Wityu operates from offices in Brussels, Frankfurt, Geneva, Luxembourg, Milan and Paris.

**About Factum Group**

[www.factum-group.eu](http://www.factum-group.eu)

Factum Group has been an independent European leader in the management of professional equipment for more than 25 years.

To support its 4,500 SME and large account customers, Factum Group has developed value-adding technical and financial expertise in information technology, mobile telephony, medical equipment, manufacturing and rolling stock.

To develop local partnerships with its customers, Factum Group has extended its geographical footprint to all of France via a network of 12 sales offices. It also has four subsidiaries in Belgium, Luxembourg, Switzerland and Germany. Through the daily management of more than 200,000 mobile phones, and the reconditioning of nearly 250,000 pieces of IT equipment per year, Factum Group is becoming a major player in the management of technology assets. The group currently has 170 employees, around €165m in total revenue and €450m in assets under management.