



Press release

Olinn, a European IT equipment management company, supported by Argos Wityu, is strengthening its international presence with the acquisition of EMG, a leader in scalable IT equipment leasing in Luxembourg.

Puteaux (France), 7 December 2021 – Olinn, a company specialised in financing and equipment management solutions (sourcing, operating leases, equipment management, fleet management, reconditioning, recycling) in the IT, mobile telephone, vehicle and medical / industrial equipment sectors, is to acquire EMG (Luxembourg) SA, an independent leader in scalable IT equipment leasing in Luxembourg.

Founded in 1979, EMG has experienced regular growth, expanding its scalable IT leasing business for private companies (SMEs and large groups) in Belgium and Luxembourg. EMG markets directly or through its partners, equipment manufacturers, distributors and integrators. Over the last 10 years, EMG has leased IT equipment worth more than €210m to its customers.

The acquisition dovetails with Olinn’s business development strategy, which aims to make the group a major player in operational leasing in Luxembourg, with nearly 200 customers and €70m in IT assets under management.

This acquisition is Olinn’s seventh since Argos Wityu invested in the company in 2018 and is being carried out with the support of Olinn’s future shareholder, Crédit Agricole Leasing & Factoring.

Olinn currently has more than 200 employees, realises sales of nearly €215m and manages more than €600m in assets across Europe. With this acquisition, Olinn is strengthening its geographic footprint and is continuing to expand in the Benelux countries, thereby consolidating the local partnerships it has created with its customers.

Olivier Cardon de Lichtbuer and Guy Denotte, Managing Directors of EMG, said, “We are delighted to join the Olinn group, which will enable us to support our customers and partners in their future development over the long term. Olinn’s human values are right in line with those that have always lighted our path.”

Arnaud Deymier, CEO of Olinn, commented, “EMG is a leader in Luxembourg, headed by very experienced and dynamic partners with strong human values. Olinn, and by extension, Crédit Agricole Leasing & Factoring, will endeavour to provide EMG with the resources it needs to pursue its growth in Belgium and Luxembourg.”

Karel Kroupa, Managing Partner at Argos Wityu, concluded, “The merger of EMG and Olinn is right in line with Olinn’s business development strategy, as employed by Arnaud Deymier and his team. The group will now be able to use the expertise of the two companies to offer complementary services to its customers.”

Argos Wityu team: Karel Kroupa, Thomas Ribéreau, Vincent Yacoub

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About Argos Wityu

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 Olinn

olinn.eu

Olinn is a key player in complete financing and equipment management solutions and endeavours to contribute to the circular economy. Headed by Arnaud Deymier, Olinn is a team of 200 employees, including 60 with disabilities, which generated sales of €215m in 2020. Olinn is present in seven European countries, with a network of 22 sites covering France, Switzerland, Belgium, Luxembourg, Germany, Italy and Spain. Nearly 4,500 customers now use Olinn’s comprehensive services. Every year, Olinn manages:

- €600m in assets and more than €2bn in financed equipment,
- 200,000 smartphones,
- 3,000 vehicles,
- 250,000 IT devices reconditioned every year, avoiding 31m kg of greenhouse gas emissions.