



Press Release - June 23, 2020

Telenco (the “Group”), a leading French player in passive telecom equipment for fiber optic networks, announces today having entered in exclusive negotiations with the pan-European investment firm Ergon Capital Partners IV SCSp (“Ergon”) regarding its investment in the Group alongside the founders/managers, to further accelerate Telenco’s growth in France and internationally.

Founded in 1999 and located in Moirans (near Grenoble), Telenco is a leading player in the manufacturing and distribution of passive telecommunication and technician equipment principally used in the deployment of fiber optic networks. The deployment of such next generation networks has experienced significant growth throughout the world in recent years.

The Group has a worldwide presence, selling its products in over 50 countries and realizing ~€120 million of turnover.

The partnership between Telenco’s founders/managers and Ergon is based on shared values and a common strategic vision for the Group, focused on further growth in France, accelerating international expansion and launching new products, while maintaining Telenco’s quality and service-oriented DNA and strong corporate culture.

Denis Falliex and Manuel Panart, Telenco’s co-founders, comment: *“ In Ergon we found an ideal partner for the next chapter in the history of the Group, founded over 20 years ago. Since its foundation, Telenco has experienced significant growth, supported by its talented employees, know-how and vibrant corporate culture. Together, we will be able to further accelerate the Group’s development”*. Grégory Guimarães, CEO, adds: *“ During our numerous interactions, we particularly appreciated the fact that Ergon shares the same entrepreneurial DNA and values as us. This partnership, upon its completion, will enable the Group to seize new development opportunities, in particular internationally thanks to Ergon’s pan-European footprint”*.

Wolfgang de Limburg, Managing Partner of Ergon, comments on the transaction: *“ We are delighted to support Telenco in its ambitious growth plan. We were impressed by the Group’s strong historical development, its growth potential and the quality of its teams”*. Denis Fraenkel and Patrick Gavoty, Directors at Ergon, conclude: *“ We are enthusiastic about the prospect of partnering with outstanding founders/managers who have created a unique Group. Together we will further accelerate Telenco’s growth and internationalization while maintaining its entrepreneurial spirit and values”*.

This transaction remains subject to regulatory approval from competent authorities.

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About Telenco

Founded in 1999, Telenco is a leading French player in telecom equipment for copper and fiber optic networks. It designs, manufactures and distributes a wide variety of products including hardware for aerial networks, connectivity solutions (distribution boxes, passive components and connectors, drop cables, etc.) and technician equipment (accessibility and safety individual equipment, road works signs, telecom tools, consumables, etc.). Telenco serves leading telecommunication operators, contractors, equipment manufacturers and distributors in over 50 countries, realizing ~€120 million of turnover. The Company is headquartered in Moirans (near Grenoble) with additional sites in France, Europe, Africa and Latin America.

For more information on Telenco visit, telenco.com.

About Ergon

Ergon is a mid-market investment company with over €1.0 billion of assets under management from select European institutional investors and family offices, including Groupe Bruxelles Lambert, through its fully owned subsidiary Sienna Capital, as cornerstone investor. Ergon is a disciplined and discreet value investor, which provides “patient and friendly capital” to entrepreneurs and managers, who need capital, industrial or technological solutions to accelerate the development of their companies. Ergon makes equity investments in leading companies with a sustainable competitive position in attractive niche markets located in the Benelux, France, Germany, Italy and Iberia. Ergon is advised by Ergon Capital Advisors which has offices in Brussels, Paris, Munich, Milan, and Madrid. Since its inception in 2005, over successive investment programs, Ergon has raised approximately €2 billion, invested in 26 companies (of which 9 in the Benelux, 3 in France, 3 in Germany, 8 in Italy and 3 in Spain) and completed over 50 add-on acquisitions for a total aggregate transaction value of approximately €4.5 billion. Ergon’s current portfolio consists of 14 companies across its target sectors.

For more information on Ergon visit, ergoncapital.com.