



Press Release

Captain Tortue accelerates its growth with Omnes and BIP Capital Partners

Paris, 13 December 2018 - Omnes, via its Omnes Croissance 4 fund, and BIP Capital Partners, via BIP Fund (SCA) Sicar, have just taken a joint majority stake in Captain Tortue. The founders, Philippe and Lilian Jacquelinet, have reinvested a significant share alongside Omnes and BIP, and will remain involved in the company where Philippe Jacquelinet remains Chairman.

Founded in 1993 and based in Aix-en-Provence, Captain Tortue is the European leader in direct selling women's ready-to-wear clothing. Every year, it designs around 330 models through its four brands: Trend (trendy collection, urban chic), Miss (classic and casual collection), Little Miss (children's collections, teenagers and small sizes) and Java (home wear comfort-casual).

Captain Tortue relies on a network of 4,000 style consultants who carry out more than 105,000 fashion workshops per year at host houses. The collections are sold in France, but also in Germany, Switzerland, Belgium, Luxembourg, Spain and the UK.

Omnes and BIP becoming company shareholders will allow, amongst others, to continue the digital transformation and modernization of the company and accelerate its international development whilst capitalizing on the quality and depth of its network of consultants.

Nathalie Coppola, CEO of Captain Tortue since 2016, who has also reinvested with her management team alongside the new investors, warmly welcomed the transaction: *"We are delighted to welcome Omnes and BIP as company shareholders, to help us accelerate the implementation of our strategy in France and abroad. Omnes and BIP have great experience in supporting medium-sized companies and very good knowledge of the geographies where we want to develop."*

Stéphane Roussilhe, Partner at Omnes: *"Captain Tortue has become the leader in the direct selling market in France under the leadership of Philippe and Lilian Jacquelinet. We are delighted to participate in the development of the Group alongside Nathalie Coppola and the founders and continue creating value, particularly through digitalization and network growth in France, but also internationally."*

Estelle Fornallaz, Partner at BIP Capital Partners: *"With its unique business model and management team's significant experience, Captain Tortue has very good growth prospects ahead. We are looking forward to working with Nathalie and her team to shape the company's continued success story."*

Participants

Omnes

Stéphane Roussilhe, Partner, Mid Cap Buyout & Growth Capital
Jess Wizman, Principal, Mid Cap Buyout & Growth Capital
Céleste Lauriot dit Prévost, Associate, Mid Cap Buyout & Growth Capital

BIP Capital Partners

Estelle Fornallaz, Partner
Aline Bapst, Investment Manager
Olivier Cangardel, Investment Manager

About Omnes

Omnes is a leading Paris-based European investor in private equity and infrastructure. With €3.6 billion of assets under management, Omnes provides SMEs with the capital needed to finance growth. The firm has dedicated investment teams across three key areas: Venture Capital, Buyout & Growth Capital and Infrastructure. Omnes is owned by its employees. Omnes is committed to ESG issues and has set up the Omnes Foundation in aid of children's charities. It is also a signatory to the United Nations Principles for Responsible Investment (PRI). www.omnescapital.com



About BIP Capital Partners

BIP is an independent investor based in Luxembourg, investing in mid-sized companies with strong growth prospects. BIP invests mainly in French and German speaking countries (France, Germany, Austria, Benelux and Switzerland) and aims to accelerate the development of its portfolio companies through the experience and network of its team or the financing of new growth initiatives. www.bip.lu

Press contacts

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