

Siparex buys out Solice

10/2006

Solice, France's leading manufacturer and distributor of preinsulated piping destined mainly for urban heating systems, has been bought out by its management and the Siparex private equity fund, with Capzantine participating in equity and providing mezzanine financing. Bank financing was arranged by BNP Paribas.

Solice produces and markets piping (35% of net sales) and offers turnkey solutions (65% of net sales) that involve designing, organising and supervising construction of urban heating systems for major network operators such as Dalkia, Elyo and Cofatech. Solice has a market share of almost 80%.

Created in 2002 from the buyout of Inpal by a team of three of its managers led by Olivier Secchi, Solice has expanded rapidly through both organic and external growth, increasing net sales from €4M in 2002 to €30M in 2006.

In addition to the 2005 acquisition of its main rival Wannitube from Vinci, the group has also enjoyed sustained growth fuelled by a recovery in the urban heating market and by successful expansion into markets such as Spain.

In the future, the group looks to benefit from dynamic growth based largely on rising fossil fuel costs, environmental constraints on local authorities, replacement of existing networks and growth in certain export markets.