

## Qualium Investissement invests in REALEASE Capital, a leading specialist in lease engineering

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**Paris, 16 January 2023** – Qualium Investissement has acquired a majority stake in REALEASE Capital from Weinberg Capital Partners, alongside its management team led by Cyril Marlaud. The transaction will be completed by the end of February.

Founded in 2012 as a joint venture between DDL (founded in 1986) and Comiris Capital (led by Cyril Marlaud), REALEASE Capital is one of the leading independent lease engineering service providers across the IT, medical, and industrial sectors.

The firm offers bespoke financing solutions to its diverse client base through a complete leasing service (both financial and operational). It provides a large variety of financing methods (contract assignments, credit structuring, self-leasing), thanks to successful key relationships with industry partners and complemented by high value-add service providers (insurance, evolving contracts, etc.).

REALEASE Capital has developed a balanced and multichannel sales approach, allowing the business to secure varied opportunities across the market with a strong network of distributors and partners. This is supported by a commercial team spanning France and Belgium via a network of nine agencies.

Through this strategy, REALEASE Capital has undergone a strong development process in recent years, illustrated by yearly growth of over 10%, reaching a total of €500m in assets and €170m in turnover.

With the support of Qualium Investissement, REALEASE Capital plans to accelerate its development. The firm has strong ambitions across the industrial, medical, and public sectors, as well as planning to launch new and innovative offerings, such as financial solutions to reduce the environmental footprint of equipment.

**Boris Podevin**, Partner, Qualium Investissement, said: “We’re very pleased to become the new partners of the management team and employees at REALEASE Capital. We believe that real change is happening in the way business investments are financed. This, along with key technological and environmental factors, favour sustainable-focused methods. Innovative offerings, turnkey solutions, and evolving leases respond directly to the core of today’s service economy. REALEASE Capital, being a recognised leader in its market and led by an engaged and experienced management team, has a strong base to seize these new opportunities.”

**Cyril Marlaud**, Chairman, REALEASE Group, comments: “We’re very happy to be joining Qualium, marking a new step in the group’s journey while continuing to grow the business. Qualium’s experience in the financial and IT sectors, as well as its ability to carry out an ambitious buy-and-build strategy to further a business’ growth, are of great importance for our continued development.”

**Qualium Investissement:** Boris Podevin, Léa Ronez, Jean-Brice Lachaux

#### **Qualium Investissement's Advisers**

- **M&A and financing:** Natixis Partners (*Driss Mernissi, Denis Vidalinc, Nicolas Vergnaud, Théophile Coumau*)
- **Strategic DD:** Oliver Wyman (*Olivier de Demandolx, Henri-Pierre Vacher*)
- **Financial DD:** PwC (*Hervé Demoy, Amine Mimita, Minh Dang*)
- **Legal:** Mayer Brown (*Corporate: Hadrien Schlumberger; Fiscal: Elodie Deschamps; Financial: Maud Bischoff*)

#### **About Qualium Investissement**

Qualium Investissement ("Qualium") is a leading and longstanding institutional private equity firm with €1 billion in funds under management. Headquartered in Paris, the investment firm was originally formed in 1998 as the private equity investment arm of Caisse des Dépôts et Consignations. Qualium prides itself in being the preferred partner to talented French SME managers and business owners with ambitious development plans to transform their growing businesses into international market leading SMEs.

**For more information:** [www.qualium-investissement.com](http://www.qualium-investissement.com)

#### **About REALEASE Capital**

REALEASE Capital is a leading lease engineering service provider across the IT, medical, and industrial markets. Founded as a joint venture between DDL and Comiris Capital, the group is has eight agencies in France (Paris, Lyon, Bordeaux, Nantes, Rennes, Lille, Tours, and La Ciotat) and one in Belgium (Brussels). REALEASE Capital manages over 11,000 contracts, which represent over €500m of assets and a turnover of over €170m.

**For more information:** <https://www.realease-capital.fr/>

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