

## Press Release

### **Yotta Capital Partners and Bpifrance strengthen FOLAN's capital**

A strong support in the manufacturer's growth strategy

**Lyon, May 20<sup>th</sup>, 2021 - The holding company of FOLAN, a designer and manufacturer of passive equipment for telecommunication networks (fibre optics, 5G, datacenters, smart cities), is strengthening its equity capital with the entry of Yotta Capital Partners and Bpifrance, for a total amount of 9 million. This is a first in the life of this SME, which has been growing steadily for 30 years and which has very strong development ambitions, particularly internationally. The aim is to develop FOLAN into a mid-cap company with European and ultimately global footprint.**

Ludovic Robert, CEO of the company founded in 1988, has decided to open a minority share of its capital to two investment structures that are very involved in the digitalization of the industry: the investment fund Yotta Capital Partners and Bpifrance. The Group is thus generating new investment capacity, which will be used to benefit its customers - operators, installers, integrators, and local authorities.

The objective is to develop in digital development markets (fiber broadband, 5G, smart-cities and smart-energy) by rapidly capturing markets that are experiencing high growth, particularly internationally.

#### **Moving fast to capture emerging markets**

The United Kingdom and Germany are the two priority targets of this growth strategy set by Ludovic Robert in 2018. With emerging national fiber broadband plans with exceptional growth potential (+500% in Germany and +800% in the UK in the FttH sector between 2018 and 2025; the data center market in each of these countries twice the size as in France, etc.), the goal is to quickly enter these markets via acquisitions, whereas discussions are underway with the first targets.

Folan already has an international presence (Europe, Lebanon and several African countries), representing about 15% of its revenue, which is expected to be €40 million this year. The international business should reach 40% within 4 years, while the Group revenue that should almost triple with number of employees expected to grow from 270 today to around 500.

This growth is in line with FOLAN's sustainability ambitions. Convinced that an environmentally and socially responsible behavior is compatible with such development, the company is committed to improve the carbon footprint of its business and its value chain. Global Compact member since 2013 and Ecovadis gold medalist, FOLAN is accelerating its efforts to reduce its emissions and carbon footprint, in line with the investment thesis of Yotta Capital Partners and the commitment of Bpifrance as the 'Climate Bank'.

#### **Between made in France and global competition: an agile model**

FOLAN's success is partly based on the agile model it has managed to create. From its head office in the suburbs of Lyon, the company runs 3 manufacturing units to meet the diverse needs of the markets. The French workshop is dedicated to urgent needs, small batches and to agile solutions while the Romanian unit produces intermediate quantities for specific needs and the plant in China manufactures large volumes with a fully integrated and controlled quality approach (specific product design, etc.).

Folan is recognized for its high level of service (quality, responsiveness, adaptability) with an attractive price positioning in each market segment thanks to this organization, combined with remarkable innovations.

"FOLAN is entering a new entrepreneurial phase. Building on our expertise, Acquired in particular on the French market, we are ready to focus on our neighboring countries who are launching fiber broadband and 5G projects. The support of Yotta Capital Partners and Bpifrance will allow us to strengthen our production capacity and our geographical presence with our customers," explains Ludovic Robert.

Benoît Perrot, Founding Partner of Yotta Capital Partners, adds that "FOLAN is the perfect illustration of the type of company we want to support. Positioned as a leader in France, the company is now building capacities to increase its international competitiveness. We are happy and proud to use our expertise in growth through acquisitions and our ecosystem of entrepreneurs to support this strategy. Yotta and our partner Carbone 4 will also assist the company in the implementation of its carbon footprint improvement plan.

Cédric Béal, Senior Investment Director at Bpifrance, states that "we are delighted to support Ludovic Robert in this important new stage of FOLAN's development. Through this first capital opening, Bpifrance is proud to be able to contribute, alongside Yotta Capital Partners, to this strategy of change of scale combining organic growth, international development and external growth in exciting and promising markets.

*Press contacts:*

- FOLAN : Sylvie Le Roux - 06 28 69 05 24 - [sylvie.leroux@pressentiel.fr](mailto:sylvie.leroux@pressentiel.fr)  
- Yotta Capital Partners: Benoît Perrot - 06 82 94 23 41 - [bp@yottacapital.fr](mailto:bp@yottacapital.fr)  
- Bpifrance : Sarah Madani - 01 42 47 96 89 - [sarah.madani@bpifrance.fr](mailto:sarah.madani@bpifrance.fr)

**About FOLAN :**

*FOLAN, the R&D Group's main subsidiary, is the French specialist in passive-component based solutions for fibre optic networks, for fixed and mobile telecom activities, data centers and smart cities. Its research department designs high value-added products and 3 production units ensure their manufacture: France (customised solutions and small series: connectorisation of cords, pre-connected cables, assembly of drawers, cabinets and racks), Romania (medium-sized series and sheet metal work), China (large series, including connectors and plastic including connectors and plastics).*

*As a partner of the main operators and players involved in the development of French network and telecom infrastructures, FOLAN is also a member of ARCEP's fibre expert committee. Its international activity (15% of its turnover) is constantly developing, particularly in Europe, the Middle East and Africa.*

*Certified ISO 9001, ISO 14001, OHSAS 18001, the company has also been a member of the Global Compact association since 2013 and received the Ecovadis CSR gold medal since 2017.*

*R&D Group: 2021 revenue of 40 million € - 270 employees - CEO: Ludovic Robert - FOLAN General Director: Olivier Prestel. [www.FOLAN.net](http://www.FOLAN.net) - Rillieux-la-Pape (69).*

**About YOTTA Capital Partners :**

*Yotta Capital Partners is the first growth capital and buyout fund dedicated to the Industry of the Future. With 25 years of experience, its hybrid team is composed of recognized private equity professionals and very high industrial profiles. Committed to the environment, Yotta Capital Partners invests in French industrial SME, which it supports in their modernization, growth and decarbonization, thus enabling them to take the next step in the 4th industrial revolution. Yotta Capital Partners is a member of the International Climate Initiative, signatory of the UN's PRI, and has been awarded the "Label Relance" by the French government.*

*More information on: <https://www.yottacapital.fr> - [ycp@yottacapital.fr](mailto:ycp@yottacapital.fr)*

**About Bpifrance:**

*Bpifrance's equity investments are operated by Bpifrance Investissement.*

*Bpifrance finances companies - at every stage of their development - with loans, guarantees and equity.*

*Bpifrance supports them in their innovation and international projects. Bpifrance also ensures their export activity through a wide range of products. Advice, university, networking and acceleration programmes for start-ups, SMEs and ETIs are also part of the offer to entrepreneurs.*

*Thanks to Bpifrance and its 50 regional offices, entrepreneurs benefit from a close, single and efficient contact to help them face their challenges.*

*More information on: [www.bpifrance.fr](http://www.bpifrance.fr) - Follow us on Twitter : @Bpifrance - @BpifrancePresse*