



## Press Release

# FHE Group, a specialist in self-consumption solutions, welcomes Yotta Capital and BNP Paribas Développement as new shareholders to fund its strong growth

Perpignan (66), September 22, 2023 – As a designer and integrator of energy self-generation and consumption optimization solutions for individual and collective housing, FHE Group raises €10 million in equity from Yotta Capital, the first French investment fund entirely dedicated to the development and decarbonization of industrial SMEs, and from BNP Paribas Développement.

Founded in 2010, FHE is a family-owned company that designs, integrates and sells energy optimization and self-generation solutions to promote energy sobriety and self-consumption in housing. The Group offers a wide range of products (home automation equipment and electrical control software, combined solar systems, thermodynamic boilers, heat pumps, solar panels, photovoltaic panels, thermochemical storage equipment, etc.) to meet all renewable energy needs for heating, domestic hot water and electricity consumption.

The company is at the crossroads of different market segments: home automation, thermal production and storage equipment, electrical production equipment, etc., and differentiates itself thanks to its know-how as an equipment integrator offering comprehensive, scalable solutions combining hardware and software.

With a presence throughout the French territory, FHE Group distributes its products to specialized BtoB distributors, real estate developers and social landlords, and through its network of some forty certified expert installers.

Originally specialized in the design of home automation equipment, the company has capitalized on its innovation capacity and launched Inelio® in 2021, a thermal energy storage solution. Based on a thermochemical process, this battery enables buildings to conserve their solar energy production, redistributing the stored surplus in the form of heat outside sunny periods, and thus to gain energy auto-sufficiency.

With this €10 million fund-raising round, plus €5 million in bank financing, the company intends to maintain its strong pace of growth by reinforcing its sales and marketing approach. This will involve strengthening the team, investing in its digital platform, upgrading its product range, and developing its network of certified experts. FHE Group will also acquire additional resources to accelerate the commercialization of Inelio, its energy storage solution, and keep offering its customers new innovations.

### **About FHE Group**

Founded in 2010, FHE is a family-owned company committed to innovation redefining the energy landscape. It designs, integrates and sells energy optimization and self-generation solutions promoting energy sobriety and self-consumption in housing. With a solid family history, FHE differentiates itself thanks to a strong and unique identity, focused on concrete commitments to social responsibility.

The group offers a wide range of products, including home automation equipment, electrical control software, combined solar systems, thermodynamic boilers, heat pumps, solar panels, photovoltaic panels and thermochemical storage equipment. Among their major innovations is the Inelio® thermal battery for photovoltaic thermal storage.

FHE's core values include thermal comfort, trust, innovation and commitment to the environment. Thanks to their network of FHE Experts, made up of RGE-certified professionals, they distribute their solutions throughout France, meeting all renewable energy needs for heating, domestic hot water and electricity consumption.

Further information: [www.fhe-france.com](http://www.fhe-france.com)

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### **About Yotta Capital**

Yotta Capital Partners is a private equity and buyout fund dedicated to the Industry of the Future. With 25 years of experience, its hybrid team is made up of private equity and industrial professionals. Committed to the environment, Yotta Capital Partners invests in French small and medium-sized industrial companies and provides support in modernization, growth and decarbonization, accelerating the transition into the 4th industrial revolution. Yotta Capital is a member of the IC 20 and has been awarded the French "Label Relance".

Further information: [www.yottacapital.fr](http://www.yottacapital.fr)  
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### **About BNP Paribas Développement**

BNP Paribas Développement, an autonomous subsidiary of the international banking group BNP Paribas, is a limited company which, for over 30 years, has been investing its own funds directly as a minority shareholder to support the development of successful SMEs & SMLs and ensure their long-term survival by facilitating their transfer. In addition to providing companies with stable financial resources, BNP Paribas Développement's mission is to support the management team over the long term as it implements its medium-term strategic projects. Our position as a minority shareholder guarantees our associates appropriate governance without interference in day-to-day management, while benefiting from the strength of a recognized group and the experience of a partner with a portfolio of over 500 diversified stakes.

Further information: [www.bnpparibasdeveloppement.com](http://www.bnpparibasdeveloppement.com)  
<https://www.linkedin.com/company/bnp-paribas-d%C3%A9veloppement>  
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### **List of participants:**

Investors: Yotta Capital Partners (Xavier Herrmann, Christophe Gegout, Tristan Eliard) ; BNP Paribas Développement (Luc Pascal, Anne de Sousa, Laurence Pinta)

M&A advisor - FHE Group: Deloitte Corporate Finance (Stéphane Villard, Youmna El Alaoui, Damien Garcia)

Financial Vendor Due diligence FHE Group: Deloitte Finance (Bertrand Chaboussou, Hugo Péliou)

Financial Due diligence investors: In Extenso (Mathieu Dreno, Noellia Frank, Marie Foulon, Karine Frasnetti, Clément Blond)

Due diligence ESG/Carbon investors: Carbone 4 (Lucile Brand, Ines de La Comble) ; Ethifinance (Xavier Leroy, Salomé Martin)

Legal advisor - FHE Group: Deloitte Société d'Avocats (Sylvain Cuvigny, Thomas Gonter, Sophie Mac Cionnaith) ; Legipole (Olivier Vienne)

Legal advisor - investors: Nova Partners (Olivier Nett, Erwan Savoia, Wissem Harmoucha, Alexandra Venediger, Martin Bedoucha-Laureana, Agnès Lieutier, Marie Buffe, Mathieu Saintagne, Alexia Feryn) ; Myriam El Khiati