



Press Release

Villard starts a new chapter of growth supported by Yotta Capital, BNP Paribas Développement, Ouest Croissance and UNEXO

Neuville-sur-Sarthe, January 22nd, 2026 – Yotta Capital Partners, an investment firm committed to fostering a competitive and environmentally responsible industrial landscape, announces the first investment of its Yotta Sustainable Industries 2 fund, with an equity stake in Villard, French leader in the medical furniture Made-in-France, alongside BNP Paribas Développement, Ouest Croissance, and UNEXO – Groupe Crédit Agricole

Founded in 1947 to meet hospitals equipment needs post-World War II, Villard has since established itself as a leading player in the medical furniture segment across France. The SME designs and manufactures a wide range of logistic solutions for healthcare facilities, recognized for their reliability, durability, and seamless fit with the day-to-day needs of healthcare professionals.

Under the leadership of Franck Esclapez, head of the company since 2008, Villard has experienced sustained and structured growth in France and internationally and today generates more than twenty million euros of revenues. In 2018, the integration of PH2 International, a specialist in medical hygiene, further strengthened the company's industrial expertise. This step allowed Villard to expand its range of products and services and reinforce its market positioning as a global partner for health institutions, operating at the intersection of healthcare furniture, hygiene and hospital logistics.

Until now fully owned by the CEO, Franck Esclapez, Villard is opening its capital to a group of four financial investors, led by Yotta Capital Partners together with BNP Paribas Développement, Ouest Croissance and UNEXO, a subsidiary of Caisse Régionale of Crédit Agricole Anjou Maine, alongside Franck Esclapez as well as a group of managers. Relying on complementary expertise spanning industrial and operational performance, environmental transition, and CSR matters, Villard's new partners will support the management team in implementing the key pillars underpinning its development strategy, through both organic and external growth:

- **Strengthen the Villard brand and expand its product portfolio**, by leveraging operational excellence, continuous innovation, and the integration of eco-design principles,
- **Accelerate international development** to further scale Villard and build a top-tier European leader,
- **Pursue digitalization and continue industrial investments**, to enhance performance, quality and competitiveness.

According to **Franck Esclapez**, President of **Villard**:

"After more than 30 years fully dedicated to developing Villard, I have decided to transfer a majority of my shares to Yotta Capital Partners, a French private equity firm, alongside a group of regional financial investors.

The philosophy, values, and objectives of Yotta Capital Partners and its co-investors—namely an industrial development approach anchored in local regions, a real social and environmental commitment, and carefully managed growth ambitions—are perfectly aligned with Villard's DNA.

I am confident that this transition will enable Villard to pursue its strong development trajectory and provide all its employees with the professional fulfilment they deserve."

According to **Yotta Capital Partners team**:

"We are very pleased to support the Villard team as it builds on a solid growth trajectory and the intensification of its strategic development drivers. Villard is anchored on solid foundations: a well-established brand, a strong culture of innovation supported by a broad range of products designed to meet healthcare professionals' needs, high-quality services, proven industrial expertise, committed teams, and a clear, sustained CSR commitment.

This operation represents an important milestone for Yotta, illustrating our commitment to further integrate environmental considerations into the core of our investment strategy, particularly the mitigation of pressures on biodiversity, while continuing to advance our long-standing focus on decarbonization.

We will support Villard both in France and internationally, building on the strong momentum established by the management team."

According to **BNP Paribas Développement, Ouest Croissance and UNEXO** teams:

"Unexo, Ouest Croissance and BNP Paribas Développement are pleased to support this transmission buy-out structured around the existing management team and to enable the opening of a new chapter in the development of Villard, a long-standing company deeply rooted in the Sarthe region. Control of the end-to-end value chain, a strong CSR approach, innovation capabilities, and the team's deep commitments are the pillars that will continue to drive the steady growth of the company, renowned for its industrial expertise, including internationally, and dedicated to provide the best possible solutions for healthcare professionals."

About Villard

Villard is one of France's leading designers, manufacturers and distributors of medical equipment and furniture for hospitals, clinics and retirement homes. At the side of healthcare professionals for over 75 years, Villard has developed and adapted to meet the changing needs of hospitals and clinics, to improve working conditions and to meet new requirements for prevention and hygiene in care environments. Villard stands for genuine "French manufacturing", reliable and durable, recognized by over 10,000 healthcare establishments worldwide.

More information: www.villard-medical.com

Contact: + 33 2 85 29 05 00 – direction@villard-medical.com

About Yotta Capital Partners

The first private equity platform dedicated to a decarbonized and environmentally responsible industry, Yotta Capital is a private investment company specialized in private equity and authorized by the French Financial Markets Authority (AMF). Its team is composed of renowned private equity professionals and high-profile industrial experts. Committed to environmental sustainability, Yotta Capital Partners supports industrial SMEs seeking to reduce their environmental impact. Yotta invests in French and European industrial companies through two funds: Yotta Smart Industry, a buyout and growth capital fund focused on industrial SMEs, and Yotta Growth Industry, a growth equity fund supporting industrial

scale-ups. The Yotta platform provides robust support to companies addressing the challenges of growth, decarbonization, and environmental footprint reduction, including biodiversity and water management. Yotta Capital Partners is a member of IC 20, Finance for Biodiversity, Impact Valuation Hub and has been awarded the Relance label.

All its funds are classified as Article 9 under the Sustainable Finance Disclosure Regulation (SFDR).

More information: www.yottacapital.fr

Contact: +33 1 81 70 88 50 – ycp@yottacapital.fr

About BNP Paribas Développement

BNP Paribas Développement, an autonomous subsidiary of the international banking group BNP Paribas, is a limited company that has been directly investing its own capital for more than 36 years as a minority shareholder to support the growth of high-performing SMEs and ISEs and to ensure their long-term continuity, notably by facilitating ownership transitions. Beyond providing the financial resources needed to offer companies stable, long-term support, BNP Paribas Développement's mission is to work alongside management teams over time as they execute their medium-term strategic projects. Our minority investment approach ensures founders and managers retain appropriate governance without interference in day-to-day operations, while benefiting from the strength of a recognized international group and the experience of a partner with a diversified portfolio of more than 600 investments.

More information: www.bnpparibasdeveloppement.com

About Ouest Croissance

Ouest Croissance Gestion is an investment firm and a proximity investor supporting regional entrepreneurs and contributing to the long-term anchoring of businesses within their local territories. With approximately €400 million in assets under management and a portfolio of 90 companies, Ouest Croissance Gestion supports SMEs and mid-caps valued between €10 million and €150 million in their growth, capital reorganization, and succession projects. Since its creation in 1987, the firm has supported more than 500 regional SMEs across 32 departments in Central, Western, and Southwestern France, with investment tickets of up to €20 million. Ouest Croissance Gestion relies on a strong regional footprint, operating through four offices located in Nantes, Rennes, Bordeaux, and Paris.

More information: www.ouest-croissance.com

Press contact: Shâna Casarevola - scasarevola@ouest-croissance.fr - 06 84 03 29 57

About UNEXO

UNEXO, the investment management company of the Crédit Agricole Group, supports business leaders and entrepreneurs across Western France. UNEXO provides financing solutions for SMEs, mid-caps, and startups, including growth capital, succession financing, mezzanine funding, debt funds, and innovation capital. Its mission is to contribute to regional economic vitality by keeping decision-making centers and jobs within the territory. UNEXO currently holds minority stakes in more than one hundred companies. Key figures: €815 million of investment capacity, 4 offices, and over 400 companies supported since 1993.

More information: www.unexo.fr and LinkedIn UNEXO

Press contact: Hélène Martin, Head of Communication and CSR - hmartin@unexo.fr - 02 99 67 20 14

List of participants

Investors: **Yotta Capital Partners**, Xavier Herrmann, François de La Vigne, Nina Hervé, Charles de Gastines, **BNP Paribas Développement**, Julien Marronnier, Thibault le Pomellec, Marjorie Loiseleur, **Ouest Croissance**, Laurent Bodin, François Huguet, **UNEXO**, Antony Lemarchand, Pierre-Antoine Perennes, Lise le Glaunec, Romain David, **Managers**, Thomas Busson, Bruno Dansette, Jérôme Ficamos, Laurence Lebouc, Frédéric Lesné

Seller: Franck Esclapez

Senior Debt: **Caisse d'Épargne Bretagne Pays de la Loire**, Lionel Milot, Steven Couzic, Guillaume Roussel, **Banque Populaire Grand Ouest**, Jean-Marie Pitel, **Crédit Agricole Maine Anjou**, Pierre-Emmanuel Léger, **Crédit Mutuel de Maine Anjou et Basse Normandie**, Forent Cochereau

Sell-side M&A advisor: **Carmine Capital**, Anne-Laure Beuriot, Alexandre Merle, Yann Le Bars

Buy-side M&A advisor: **Rothschild & Co**, Guillaume Dary, Edouard Lancksweirt, Alexandre Romann-Goll

Investor's legal advisor - Corporate: **ACR**, Marie Hostiou, Emmanuelle Belland

Investor's legal advisor - Fiscal: **ACR**, Jean-Baptiste Marty

Investor's legal advisor - Social: **ACR**, Sarah Tordjman

Sell-side's legal advisor: **Juri Ouest**, Valérie Camus

Managers' legal advisor: **Oratio**, Yvan Marjault, Tom Desor

Investor's legal advisor – Senior Debt: **Agilys**, David Kalfon, Rabah Meddour

Buy-Side Financial Due diligence: **Oderis**, William Tartier, Clara Cheliout, Théo Scaglione

Buy-Side HR Due diligence: **Keyman**, Foulques Chombart de Lauwe, Pélagie Pagart Comble, Laëtitia Ameil

Buy-Side Strategic Due Diligence: **Operandi**, Rachid Mouchaouche

Buy-Side Carbon/Biodiversity Due diligence: **Carbone 4**, Lucile Brand, Camille Meunier, **Darwin**, Antoine Vallier, Aurore Falque-Pierrotin

Buy-Side ESG Due diligence: **BetterWay**, Elodie Nocquet

Managers, valuation advisor: **Squareness**, Jérôme Fortin, Souhail Zouhal, Rwani Vaubon