

## AYA Partners advises on the sale of Homeys, the SaaS solution for the collection and management of building energy performance data, to the Swedish group ACG

**Following the process led by AYA Partners, the founders and minority shareholders of Homeys have sold 100% of the company's share capital to the Swedish group Assemblin Caverion Group (ACG).**

Founded in 2018 by Henri de Noblens and Mathieu Anderhalt, Homeys has become a recognized expert in dat collection and energy analytics, offering **a 100% SaaS software solution to B2B clients**.

Thanks to its SaaS platform, recurring subscription revenues, an automated customer acquisition process, and a high retention rate, Homeys is posting 20% annual revenue growth and an unusual level of profitability for the sector.

Building on its scalable business model and sector expertise, the founders decided to accelerate Homeys' development in France and across Europe, with the ambition of becoming a key partner in the energy transition for players in the building and real estate industries.

Before the summer, AYA Partners launched a sell-side process targeting French and European players capable of supporting the roll out of Homeys' solutions.

Among the potential partners, the Swedish group Assemblin Caverion Group, a portfolio company of the investment fund Triton, stood out with an ambitious joint development plan and strong potential synergies. **Saint-Gobain** and **Sonergia**, the minority shareholders that had supported Homeys since 2018 and 2020, respectively, are selling their stakes as part of the transaction.

"We are excited and deeply committed to continuing to grow Homeys by leveraging the power of data analytics to generate sustainable energy savings for our clients. Our two companies share the same values and the same passion for designing smart solutions that shape the future of buildings. Together, we are stronger and can expand our offering for the benefit of our customers, helping them navigate the regulatory environment and implement their decarbonization roadmaps" commented **Henri de Noblens** and **Mathieu Anderhalt**, founders of Homeys, who will both remain with the company.

Impressed by Homeys' business model and the founders' commitment, Assemblin Caverion Group and its saifenergy performance-focused subsidiary Fidelix Holding expressed strong interest in the Homeys solution and its position in the French market, which represents significant development potential for the Nordic group.

"It was important for the founders of Homeys to find a partner capable of strengthening Homeys' geographic footprint in France and/or Europe. Fidelix Holding, an ACG subsidiary specializing in building installation and technical management, was seeking to expand its operations across Europe. The combined group will therefore benefit from a presence in several countries and from strong commercial and operational synergies," said **Virginie Lagrange, President of AYA Partners**.

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**About Homeys – [www.homeys.fr](http://www.homeys.fr)**

Founded in 2018, Homeys is a B2B SaaS company that supports professionals in the collection and analysis of energy data. Connected to dozens of external data sources (smart meters, IoT networks, etc.), its software solution is used by more than 200 professional clients to collect and analyze their energy data (electricity and gas consumption, building temperatures, etc.). Services are accessible via a web application or an API.

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**About Assemblin Caverion Group – [www.assemblincaverion.com](http://www.assemblincaverion.com)**

Assemblin Caverion Group is the Nordic leader in technical services and solutions for buildings. The Group employs approximately 20,000 skilled professionals across nine countries, united by a shared passion for smart and sustainable solutions. We deliver installations and provide technical services and solutions throughout the entire lifecycle of buildings, infrastructure, and industrial sites, meeting our customers' growing requirements for energy efficiency, sustainability, and automation. Assemblin Caverion Group was formed in April 2024 through the merger of Assemblin and Caverion. The Group's total revenue amounts to €3.6 billion.

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**About Fidelix – [www.fidelix.com](http://www.fidelix.com)**

Fidelix makes buildings smart. Their cutting-edge technological expertise is reflected in our solutions that optimize energy costs, indoor climate, and building operating expenses. Our products are developed, tested, and operate daily under the demanding and extreme climatic conditions of the Nordic countries, contributing positively to the well-being of more than one million people. Fidelix is part of Assemblin Caverion Group, the Nordic leader in technical services and solutions for buildings.

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**About AYA Partners – <https://aya-partners.com>**

AYA Partners is an independent M&A advisory firm founded in 2018. It supports shareholders and executives in their divestment, acquisition, fundraising, and financing transactions. The renewed trust of its long-standing clients illustrates its ability to structure tailor-made transactions with full independence and confidentiality. The team of eight professionals is notably active in the Energy Transition, Professional Training, and Beauty & Cosmetics sectors.

**Deal participants**

**Sellers:** Henri de Noblens, Mathieu Anderhalt, both Homeys's founders, Saint Gobain et Sonergia

**Sellers advisors**

M&A: **AYA Partners** - Virginie Lagrange, Quentin Favre, Clotilde Pavard

Legal: **BDGS Associés** - Manon Baezner – Clémence Gascoin

Tax: **Cézum Avocats** – Maxence Dubois

**Buyer's advisors**

Legal & Tax: **Ernst & Young Parthenon** – Olivier Josset

Financial Due Diligence: **Ernst & Young Parthenon** – Laurent Majubert, Karen Kontreras

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