

Sonepar Acquires a Majority Share in Alliantz

Paris, January 5th, 2023 – Sonepar France is pleased to announce that it has acquired a majority stake in Alliantz, a privately-owned distributor of photovoltaics and energy efficiency solutions.

Alliantz is a leading player in the French photovoltaic market and is known for its high level of technical expertise dedicated to specialized installers of solar solutions in the residential and small commercial segment.

Alliantz has recorded an outstanding development of its activity over recent years, reaching a revenue of approximately €60 million in 2022, serving over 1,000 customers and employing 50 associates.

This acquisition will enable Sonepar France to build up a strong presence in the photovoltaic market, a strategic fast-growing vertical where Sonepar is already active in many countries. With the acquisition of Alliantz, Sonepar France will rapidly leverage its distribution network and strengthen its technical capabilities to serve both electrical and specialized solar installers. This acquisition will be also a unique opportunity to leverage the Group's purchasing capabilities via the Sonepar Global Sourcing in a very dynamic and competitive market, while offering a wide range of highly technical products and best-in-class solutions across France.

"We are delighted to announce that Alliantz is joining the Sonepar Group. As a well recognized specialist, our combined forces will be the first pillar to create a network fully dedicated to photovoltaic solutions and bring residential and commercial technical solutions to our customers. These technical capabilities, in addition to the deployment of a global omnichannel digital platform and the development of the first B2B electrical supplies distribution marketplace in France, will help position Sonepar as the preferred partner for our French customers," stated Olivier Khaida, Managing Director of Sonepar France Specialists.

"The combination of Alliantz's 22 years of specialization in solar energy with Sonepar's capabilities in supply chain and digital will enable Alliantz to pursue its expertise to become a recognized national specialist. Alliantz's expertise and know-how will accelerate Sonepar's position on the photovoltaic market in France. Our common values of entrepreneurship spirit and our strong strategic fit will be the base of the developpement of this exciting project," added Anthony Neel, President of Alliantz.

About Sonepar

Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions and related services. Through a dense network of 100 brands spanning 40 countries, the Group has an ambitious transformation agenda to become the first global B-to-B electrical distributor to provide a fully digitalized and synchronized omnichannel experience to all customers. Drawing on the skill and passion of its 45,000 associates, Sonepar had sales of €26.4 billion in 2021. www.sonepar.com