



Press Release

18 December 2009

Acal plc has acquired BFI Optilas, an Activa Capital portfolio company

Acal plc, a UK group listed on the London Stock Exchange, acquired 100% of the share capital of Group BFI Optilas, thereby becoming the leading pan-European specialist distributor of electronic components, with a turnover of over €200 million.

BFI Optilas has a strong position as the leading European distributor of specialised components, present across four product families (specialised electronic components, telecommunications, laser & optics, and imaging). BFI Optilas generated a turnover of €105 million in 2008.

Acal plc is a European distributor of technology products, active in three sectors: electronics, medical and IT logistics. With the arrival of Nicholas Jefferies as CEO in January 2009, the strategy of the group focused on strengthening the specialisation within the electronics division. Acal plc generated a turnover of €180 million in 2008, of which €114 million in the electronics division.

For Michael Diehl, Activa Capital Partner, *“this operation is at the heart of our role as professional shareholders and is expected to create significant operational synergies. In April 2006, Activa Capital assisted the management of BFI Optilas in a spin-off/ MBO from Avnet, a group listed on the NYSE and world leader in the distribution of electronic components, and which remained as minority shareholder by the side of Activa Capital and the management. Today, BFI Optilas and its management have the opportunity to create a leader in the sector. Activa Capital accompanies this new phase of development by becoming a shareholder of the new group.”*

About Activa Capital

Activa Capital is an independent private equity company with a strong entrepreneurial spirit.

Activa Capital has over €500 million of funds under management making it well-positioned to provide the financial and human resources necessary to accelerate the development of its investee companies.

With over 100 years of cumulative private equity experience, the Activa Capital team supports management teams and provides the resources necessary to realise the full potential of their businesses.



Bfi Optilas and Activa Capital advisors:

Legal: Jones Day (Renaud Bonnet, Charles Gavoty)
Morgan Lewis (Karen Noël, David-James Sebag)

Management advisors:

Financial: Mandel Partners (Ghislain de Murard, Fabrice Perez)
Legal: Morgan Lewis (Karen Noël, David-James Sebag)

Acal plc advisors:

Financial and fiscal: KPMG (Amanda Myatt)
Legal and social: Lovells (Guy Potel, Tyler Dearson)
Broker: JP Morgan Cazenove (Patrick Magee, Salma Butt)
Insurance: Marsh (Pierre-Alexandre Bentin, Priscille Hérault)

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