

Lyon, 14 September 2023

Press release

Opéra Energie, pioneer and French leader in energy brokerage for businesses, partners with Oraxys and Bpifrance to expand its development in Europe and to energy transition expertise.

Oraxys, the Luxembourg-based investment firm focused on European SMEs marketing environment-friendly products and services, invests in Opéra Energie as reference minority shareholder alongside Bpifrance. The three managing partners and co-founders keep a majority stake in the group.

Founded in 2014 by Jean-Sébastien Degouve, Nicolas Chevallier and Julien Teddé and based in Lyon, Opéra Energie supports businesses, condominium managers and local authorities in their energy purchases.

Opéra Energie enables its clients to find the electricity or gas supply contract that is most suited to their needs. In that respect, more than 13,000 businesses have been able to benefit from the support of its seasoned brokers located throughout France, and their responsiveness powered by a unique proprietary digital platform.

Opéra Energie also develops new solutions to help its clients seize economic benefits linked to energy transition.

The investment from Oraxys and Bpifrance aims at accelerating the extension of the group's activities towards energy transition sectors, with the objective to generate at least 25% of its turnover in those new business lines by 2028, as well as to other European countries.

Jean-Sébastien Degouve, Managing Partner of Opéra Energie: *"We are delighted by this partnership with Oraxys and Bpifrance, which will enable to unlock new growth potential by broadening the range of energy services provided to businesses. Our goal is to maintain our leadership position on the energy brokerage market, while transforming into a player of the energy transition. We want to support our clients notably in sourcing their energy at the lowest price, and also in consuming the minimum number of MWh possible."*

Michel Crochon, Oraxys Industrial Team Partner: *"We thank Jean-Sébastien Degouve, Nicolas Chevallier and Julien Teddé for their trust. Opéra Energie's market position is perfectly aligned with the investment strategy of the fund Oraxys Environment 2, which aims at developing European companies with competitive advantages based on some ESG KPIs. We are convinced by the energy expertise, the digital know-how and the proximity of Opéra Energie's teams to their clients, to become a leading player in energy transition in Europe."*



Denis Talaron, Investment Director at Bpifrance: *“We are thrilled to partner with Opéra Energie alongside Oraxys to support a development plan which resonates with Bpifrance’s values and is well aligned with our objective to support businesses having a significant impact on the environment. We would like also to thank Jean-Sébastien Degouve, Nicolas Chevallier and Julien Teddé for the trust placed in us.”*

The transaction enables the full exit of Odyssée Venture, historical financial partner which invested in Opéra Energie in 2016. During this period, Opéra Energie grew up from a start-up to a fast-growing SME, multiplying its sales by 16.

The three managing partners and co-founders were advised by Rothschild & Co, KPMG and Delsol Avocats. Oraxys and Bpifrance were advised by Deloitte, Squire Patton Boggs, Lexicube Avocats and German Maureau.

About Opéra Energie

Pioneer and French leader in energy brokerage for businesses and local authorities, Opéra Energie puts in competition multiple electricity and natural gas suppliers to find the most suitable offer for each of its clients, from small businesses to large industrial groups. In a complex and profoundly transforming industry, Opéra Energie developed efficient solutions to reduce energy costs for businesses and guide them in the new energy context: energy savings, green energy, optimisation of subsidies and taxes... Founded in 2014 in Lyon and active throughout France, Opéra Energie has experienced strong growth, owing to the commitment of its teams and the development of innovative digital solutions, and has received multiple awards within the French start-up ecosystem (French Tech, Pépite, Scale Up Excellence). Opéra Energie employs c. 140 persons and is trusted by more than 13,000 businesses, condominium managers and local authorities.

<https://opera-energie.com/>

About Oraxys

Oraxys is a private equity firm (growth capital and buyout) specialized since 2008 in accelerating the development of European SMEs that market products or services with a positive contribution to the environment, public health or resource efficiency. Oraxys operates with a team combining both financial and industrial track records.

<https://oraxys.com/>

About Bpifrance

Bpifrance Investissement is the management company that handles Bpifrance's equity investments. Bpifrance is the French national investment bank: it finances businesses – at every stage of their development – through loans, guarantees, equity investments and export insurances. Bpifrance also provides extra financial services (training, consultancy) to help entrepreneurs meet their challenges (innovation, export...).

<https://www.bpifrance.com/>



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