

PRIVATE EQUITY IN ACTION - CASE STUDY

CLS



Country	France
Region	Midi-Pyrénées
Investor	Sofinetti, IRDI, Epicea

Set up in 1986, CLS, a satellite surveillance company, was supported by risk capital from its earliest days. The company benefitted from private equity investment and guidance at every stage of its development from start-up to well established mid-cap company.

In just 25 years, staff numbers grew from 25 to almost 400 and turnover rose from € 20 to € 61 million (in 2011). The business has truly internationalised; it now boasts 15 subsidiaries and offices throughout the world and 60 percent of turnover is generated by exports.

400
employees

61m
turnover

What did the business need?

- Expert shepherding of the company at every stage of its development
- To make an innovative idea into a profitable company
- To diversify its lines of business

How did private equity backing create lasting value?

- Business diversified
- Staff numbers increased
- New products
- Improved marketing of services

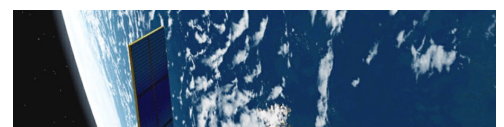
What outcomes did private equity investment achieve?

- Key player in environmental surveillance, sustainable



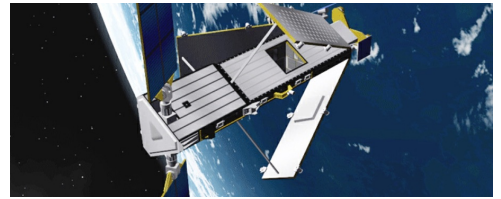
The company has grown consistently since the year 2000.

PHILLIPE SENTOUS
Financial Manager
CLS



development of sea resources and sea security

- Turnover more than tripled
- From 25 to nearly 400 employees in 25 years
- Regularly recording double digit growth IRDI and Sofinetti still hold stakes, Epicea sold in 2008



More information

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