

PRESS RELEASE

Paris, France, 22 March 2021

Blue Pearl Energy increases its footprint in France with the integration of Ventimeca Group to its B2B energy services platform

Blue Pearl Energy, an innovative European platform for B2B energy services, has integrated Ventimeca Group, a French regional leader in the field of HVAC installation & maintenance, into its network of SMEs. This transaction strengthens Blue Pearl's position in the energy services market in France and more particularly in the Auvergne Rhône-Alpes region.

Ventimeca Group is the fourth European SME to join the Blue Pearl Energy platform in less than a year, and the second one in France after Alcad, one of the leading HVAC installation & maintenance specialists in the Île-de-France region. Blue Pearl Energy's innovative business model, which aims to establish a powerful network of SMEs with strong local anchoring, maximum autonomy, and a preserved SME culture, therefore confirms its strong appeal among energy services SME seeking to scale up.

Ylies Keddari, Chairman of Ventimeca Group, explains the reasons for this strategic partnership: *"The rapid evolution of the regulatory landscape, as well as the emergence of a need for complete solutions among our customers, require our group to shift gear to meet increased market demands. With Blue Pearl Energy, we now have the means to meet the challenges of tomorrow and ensure our long-term growth, while preserving our operational autonomy and the DNA of our company."*

Neither large group nor SME, Blue Pearl is positioning itself as an intermediary player in a highly polarized sector. Designed to provide a reliable alternative to the large energy services providers that dominate the market, Blue Pearl Energy brings together complimentary SMEs specializing in different areas of energy services for the private and public sector. Blue Pearl is able to leverage their synergies to offer complete energy efficiency solutions for buildings and industrial sites, primarily in the fields of electrical engineering, HVAC, onsite renewable energy generation, cogeneration and energy management.

Through Blue Pearl, Ventimeca group will be able to access a new range of larger customers in demand for comprehensive energy efficiency solutions. *"Blue Pearl Energy plays its role of central platform, responsible for driving the strategic vision of the network and for supporting its development by deploying new offerings and expanding its customer base. Ventimeca will benefit from this powerful commercial drive, whilst continuing to operate with a preserved culture of entrepreneurship and retaining the values of proximity, agility and customer service that made its success."*, commented Eric de Seguins Pazzis, CEO of Blue Pearl Energy.

Blue Pearl Energy plans to invest 600 million euros by 2025 to grow its platform, with a view of integrating about twenty SMEs to its European network, including four or five in France. This strong

financial footing will also enable Blue Pearl Energy's clients to finance their own energy efficiency-related investments.

Advanced discussions are underway with several other SMEs interested in the innovative model deployed by the platform. *"Our goal is clear, we want to become a strong and disruptive new player in the energy services sector, independent of large energy groups, and recognized for its ability to provide its customers with comprehensive and competitive energy solutions served by our agile network of local SMEs. »*, concluded Eric de Seguins Pazzis.

ENDS

NOTE TO EDITORS

PHOTO

Left to right:

- Gautier Germaine: CFO Blue Pearl
- Sébastien Ugon: COO Blue Pearl
- Ylies Keddari: Président, Groupe Ventimeca
- Eric de Seguins Pazzis: CEO Blue Pearl

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About Blue Pearl Energy

Blue Pearl Energy was founded in early 2020 by a group of experienced executives in the energy services sector, with the aim of developing a European platform for B2B energy services. The Blue Pearl Energy platform is independent and supports the development of SMEs with complimentary skill sets, in order to offer its customers energy efficiency solutions that are comprehensive, competitive, reliable and long-term, thereby enabling them to rise to the challenges of the global energy transition. Supported by the 3rd infrastructure fund from DWS, one of the biggest asset management firms in the world, Blue Pearl Energy plans to invest €600 million to complete some twenty acquisitions over the course of the next five years.

www.bluepearlenergy.com

About Ventimeca

The Ventimeca group, based in Haute-Savoie, was founded in 1979 by Mr Walid KEDDARI, and taken over by his son Mr Ylies KEDDARI in 2002. With more than 130 employees and achieving a turnover of 22M €, the group Ventimeca is organized by business, thus covering all the design, build and maintenance skills in HVAC. The Ventimeca group has its own 100% French production workshop for



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circular and rectangular ventilation ducts, which has been a major asset of the group for more than 40 years.

www.ventimeca.com