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Press release

Paris, December 19, 2019

Goodwin advises Alpha Private Equity in its acquisition of the Vervent Audio Group

Paris - December 19 - Global law firm Goodwin has advised the pan-European firm Alpha Private Equity in its acquisition of Vervent Audio Group, holding company for the Focal JMLab and Naim Audio companies, specialized in luxury acoustic and hi-fi equipment.

Led by Alpha Private Equity alongside the group's management, Vervent was acquired from Naxicap Partners, Garibaldi Participations and Aquasourça, which had had taken equity positions in Vervent Audio as early as 2014.

The group was created in 2011 following the merger of Focal, designer and manufacturer of high-end speakers, and Naim, a British audio products company.

Since 2013, the group has experienced strong growth, with turnover rising from €65 million to €110 million today, nearly 80% of which is generated internationally. This rapid development, supported by the strategy of CEO Christophe Sicaud, is explained by the success of the brand's new audio headphones offer.

In 2019, Vervent Audio had 430 employees and its products were distributed in more than 160 countries via a network of 8,200 sales outlets.

The acquisition of Vervent Audio Group by Alpha Private Equity will enable the French manufacturer to consolidate its position in this market and expand its international footprint, particularly in the United States and Asia.

Goodwin's teams advising Alpha Private Equity comprised:

- William Robert (Partner), Chloé Vu Thien (Associate), and Dominique Quercin (Associate) on corporate aspects, as well as Goodwin's London office on legal due diligence aspects involving Naim Audio.

- Frédéric Guilloux (Partner), Alexander Hahn (Associate) and François Scheffer (Legal Officer) for the financing of this transaction.

About Goodwin:

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