

Press release

July 3, 2023

Hager Group acquires Eficiea to accelerate growth in energy management

“Bringing together the best of two worlds, a solid global business and a highly specialised innovative energy service provider.”

Sowing the seeds for the future

The energy market is booming and the future is electric. In line with Hager Group strategy, acquiring majority stakes in Eficiea will enable the group to reinforce its energy management offer, delivering energy and CO2 savings to commercial segment customers, while exploring new business models. Eficiea is recognised for the uniqueness of the company’s value proposition in building energy management services and remote control. Eficiea will benefit from Hager Group’s reach and expertise to accelerate growth, expand internationally and address new customers’ demands. Both companies will build on their recognised know-how to develop innovative solutions to meet customers’ energy and environmental challenges.

Daniel Hager, CEO of Hager Group: “Together with Alric Marc and the management team, we are enthusiastic and fully committed to starting a successful journey together and bring innovative solutions and services to the market. Eficiea will help us to grow together to shape the electrical world of tomorrow. With Eficiea we bring together the best of two worlds, a solid global business with a proven business model and a highly specialised innovative service provider.”

Created in 2013, Eficiea is an innovative French company specialising in energy management via remote control services for commercial buildings. A pioneer in the energy transition market, it is the first company to have developed a global and fully integrated solutions and services capable of optimising building energy systems such as heating, ventilation, air conditioning and lighting equipment in real time thanks to intelligent algorithms. A team of energy specialists available are 24/7 to advise and optimise customers’ energy consumption and comfort.

The Eficiea story

This service company was founded in Paris in 2013 by Alric Marc. Around 100 Eficiea colleagues are joining Hager Group; the company is constantly expanding into the fast growing European market with its energy management services, with a current focus on France, Spain and Italy. Alric Marc, the

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Founder, Julien Bellynck the Managing Director and Efcia's experts will continue their success story, together with Hager Group.

Alric Marc, CEO of Efcia comments: "It's an important step for Efcia's development. Our ambition was to choose an owner to support our development and share our beliefs and vision for the future. Joining Hager Group will pave the way to new growth opportunities, fed by innovative solutions to meet new energy management needs. We are fully committed to working with the group and are looking forward to joining forces to solve our customers' most pressing energy saving needs"

Do you want to know more about recent investments? [Check out Hager Group's investment page](#)

About Hager Group

Hager Group is a leading provider of solutions and services for electrical installations in residential, commercial and industrial buildings with 12,900 employees generating 2.8 billion Euros in sales. Components and solutions are produced at 20 locations around the globe and are distributed to customers in more than 100 countries. Hager Group is an international independent family-owned and run company headquartered in Germany.

One of the industry's innovation leaders, Hager Group aims at sustainably shaping the electrical world of tomorrow and play a leading role in the field of energy management and distribution. Customers rely on the group's safe and simple products and solutions which range from energy distribution, cable management and wiring accessories to building automation, security systems and energy management under the brands Hager, Berker, Bocchiotti / Iboco, Elcom and E3/DC.

Contacts

Germany

Markus Goegele

Group Media Relations Manager

T +49 15151664128

markus.goegele@hagergroup.com

hagergroup.com

France

Nathan Minck

Media Relations & Communications Manager

T +33 6 02 00 66 79

nathan.minck@hagergroup.com

hagergroup.com