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## Press release

### **Eiffage Énergie Systèmes bolsters its position as a provider of audiovisual integration solutions for the commercial sector**

Eiffage Énergie Systèmes has developed its comprehensive range of audiovisual solutions and services for clients in recent years, bolstering its position as an integrator of these solutions with the acquisition in 2020 of Irelem and, more recently, Solufak in Belgium. Eiffage Energy Systems aims to become a major player in this promising market by implementing remote working, office equipment and communications solutions for local authorities, higher education providers and companies.

Eiffage Énergie Systèmes bought the Belgian company Solufak in December. This acquisition has enabled Eiffage Énergie Systèmes to consolidate its market position and aim for Europe-wide development. Set up in 2012, Solufak – which has 23 employees and achieved revenue of almost €8 million in 2019 – provides a wide range of solutions, such as wireless presentation systems, digital signage, video walls, unified communications and streaming. Its customers include Thon Hotels, commercial real estate specialist CBRE and a number of major telecoms groups.

Moreover, Irelem – a leading French player in the audiovisual integration market – which has 37 employees and achieved revenue of €12 million in 2019, joined Eiffage Énergie Systèmes last October. This acquisition has enabled to supplement its range of services and step up its regional presence. Specialised in the design, installation and maintenance of audiovisual equipment for all kinds of professional spaces, Irelem provides turnkey solutions for companies, local authorities and government bodies. Its customers include Banque de France, Covivio, Danone and the Bourgogne Franche Comté regional council.

These two acquisitions supplement the existing range of services provided by Eiffage Énergie Systèmes, already made up of Arthésis and Avenirelec which provide comprehensive integration solutions from the planning phase through to design, equipment installation and maintenance. More specifically, Avenirelec operates in the luxury hotel sector.

**About Eiffage**

Eiffage is one of Europe's leading construction and concessions companies. The Group's activities are organised around the following business lines: construction, real estate and urban development, civil engineering, metal, roads, energy and concessions. Building on the experience of more than 72,500 employees, the Group generated revenue of €18.1 billion in 2019, of which nearly 26% outside France.

**About Eiffage Énergie Systèmes**

Eiffage Énergie Systèmes division designs, builds, operates and maintains socially and environmentally responsible electrical, industrial, HVAC and energy equipment and systems. Eiffage Énergie Systèmes has developed custom offerings for a range of markets: industry; networks and infrastructures; cities and public authorities; and the commercial sector. Through its dense network of branches in more than 30 countries, Eiffage Énergie Systèmes builds close relationships and meets its customers' challenges head on. Its cutting-edge expertise enables it to provide innovative, high added-value solutions. Eiffage Énergie Systèmes generated revenues of €4.5 billion in 2019.

**Eiffage Press Contact**

Bénédicte Dao

Tel: +33 1 71 59 22 28

[benedicte.dao@eiffage.com](mailto:benedicte.dao@eiffage.com)