

[Article translated from French]

INDUSTRY & SERVICES

By Entering the US Market, ATALIAN takes on a Global Dimension

SERVICES

The provider of multi-services to companies acquires TEMCO-Euroclean

The company is set to achieve a turnover of 1.8 billion Euros in 2016 and employ close to 70 000 people

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There is a lot of talk about « French Tech ». Now it is time to talk about the « French Touch » as French service providers enter the global market. Side by side with the multi-service giant SODEXO, the food catering specialist ELIOR or the king of luncheon vouchers EDENRED – not to mention CAREFOUR and ACCOR HOTELS – yet another, albeit less known, French corporation is going global: ATALIAN Group, a leading provider of services to companies.

On Monday, ATALIAN announced the acquisition of TEMCO-Euroclean; an American company specialized in cleaning and security services. Founded in 1917, the firm generated a turnover of 375.5 million dollars for the financial year ending on 30th of September 2015 and employs more than 10 000 full-time staff across the globe, ATALIAN explained in a press release. With this operation the French Group not only gains a subsidiary in the U.S. but also

strengthens its operations in Europe by acquiring the American's subsidiaries in Europe, namely Great Britain, the Netherlands, Belgium and Luxembourg. In these last two countries, in particular, ATALIAN confirms its position as a leader.

The International development of the company was initiated by Franck Julien, the President of the Group, in the year 2000, with a number of external growth operations. Present in 21 countries, the Group is a 100% family-run enterprise with a turnover of 1.33 billion dollars in 2015, of which 65% is achieved in France, where it employs 36 400 people. ATALIAN boasts more than 25 000 clients from the public and private sectors – the most prominent of which are Airbus, Air France, Areva, Atrium, AXA, Bosch, Carrefour, EDF, Electrolux, Klepierre, Lafarge-Holcim, LVMH, Metro, Orange, SNCF, Saffron, Turkcell...

The Globalisation of clients

ATALIAN offers an array of different services: from cleaning to security services, right through to maintenance, reception services and landscaping... "Deploying ATALIAN's multi-business expertise across an increasingly global network of countries and continents allows us to strengthen the sustainable growth of the company", ensures Franck Julien. Last October, he purchased ASPEN,

a Polish firm with 32 000 employees.

In 2016, ATALIAN is counting on achieving a turnover of 1.8 billion, with a headcount of almost 70 000 staff.

These figures cannot compare to those of Sodexo (boasting 20 billion euros) who first showed the way. However the two enterprises do have a few things in common: having activities with low capital stock, financing their expansion largely through the cash flow each generates and benefitting from the globalisation of their clients who increasingly resort to outsourcing. Both companies have also remained independent with a family-based shareholding (Sodexo is held by the Bellon Family at 38%). Last but not least, Franck Julien and Pierre Bellon, the founder of Sodexo, both lament the lack of recognition of services companies by politicians and the weight of their sector in the economy. "Our activity is not sufficiently appreciated even though we offer employment and opportunities for progression to less-qualified people" underlines ATALIAN's President. In the future, he aims to foster progress by increasing exporting activities: "The U.S. is set to become a major market-player, South-East Asia already has a two-figure growth rate and we are gradually establishing ourselves in Africa: in the next three years, the international segment will represent 50% of our activity", he assures us.