

# Experienced Capital backs NV Gallery

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## Experienced Capital has acquired a 34% stake in France-based NV Gallery, an online furniture and decoration items retailer.

The growth capital transaction sees founders Natalie Hanczewski and Thibaut Saguet retain a majority stake.

The Paris-based GP has drawn capital from its first vehicle, closed on €78m, to invest in NV Gallery.

### NV Gallery

- DEAL: **Expansion**
- LOCATION: **Paris**
- SECTOR: **Furnishings**
- FOUNDED: **2016**
- TURNOVER: **€5m**

Founded in 2016, Experienced Capital supplies late-stage rounds as well as capital growth transactions in businesses focusing on affordable luxury products, operating in the retail and digital space. The GP backs brands businesses generating a €5-20m turnover and related to fashion, accessories, beauty, jewellery, home equipment, children's goods and

food. It generally provides equity tickets in the €5-20m range and is open to co-investment.

The GP's maiden fund is fully deployed, a spokesperson for the firm told *Unquote*. Experienced Capital is looking to launch its second vehicle with a €150m target in 2019, *Unquote* understands. Although the maiden fund was mostly backed by family offices and high-net-worth individuals, the GP is keen on attracting more institutional investors during the next fundraise.

### Company

### **Company**

Founded in 2016, NV Gallery is an affordable luxury specialist, offering furniture and decoration items. Based in Paris, the firm operates in France, Germany, Italy, Netherlands and Belgium, generating sales of around €5m.

### **People**

**Experienced Capital** - Frédéric Biousse, Elie Kouby, Emmanuel Pradère  
(*founders*).

**NV Gallery** - Natalie Hanczewski, Thibaut Saguet (*founders*).

### **Advisers**

**Equity** - Goodwin (*legal*); ACA-Nexia (*financial due diligence*).