



# ALLIANCE ENTREPRENDRE

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Corporate Presentation 2019



- I. Management company
- II. Our clients
- III. Expertise
- IV. Alliance Entrepreneurs Le Club



# I. MANAGEMENT COMPANY

# ALLIANCE ENTREPRENDRE, A LONG-STANDING PRIVATE EQUITY PLAYER

Specialized in private equity operations for SMEs with a high growth potential for over 25 years

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€532m

Of Assets Under  
Management/Advised

25

Years of experience

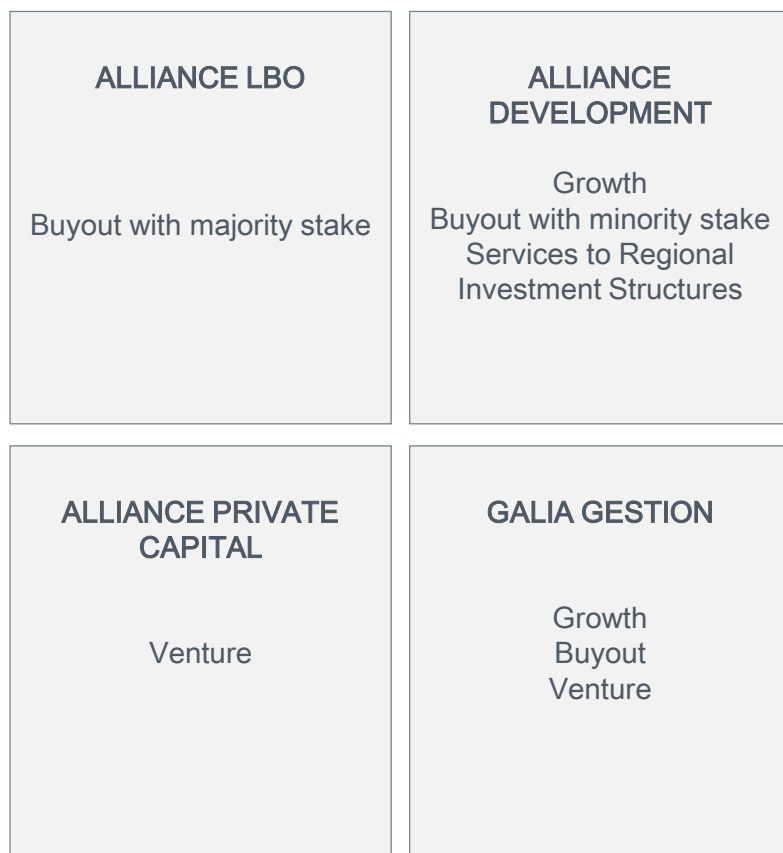
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Employees

- Management company founded in 1995, affiliate of Natixis Investment Managers since 2011
- Strong regional coverage, including a subsidiary based in Bordeaux and 10 regional investment structures across the French territory
- Responsible investor who signed the PRI and developed an ESG approach adapted to the small cap market

As of 31/12/2018

# 4 DEPARTMENTS SHARING THE SAME CULTURE OF PERFORMANCE



- 3 expertises : LBO, growth and venture
- Over 300 transactions realized since the creation
- €70m invested in SMEs during 2018
- Majority owner of Galia Gestion, a management company based in Bordeaux

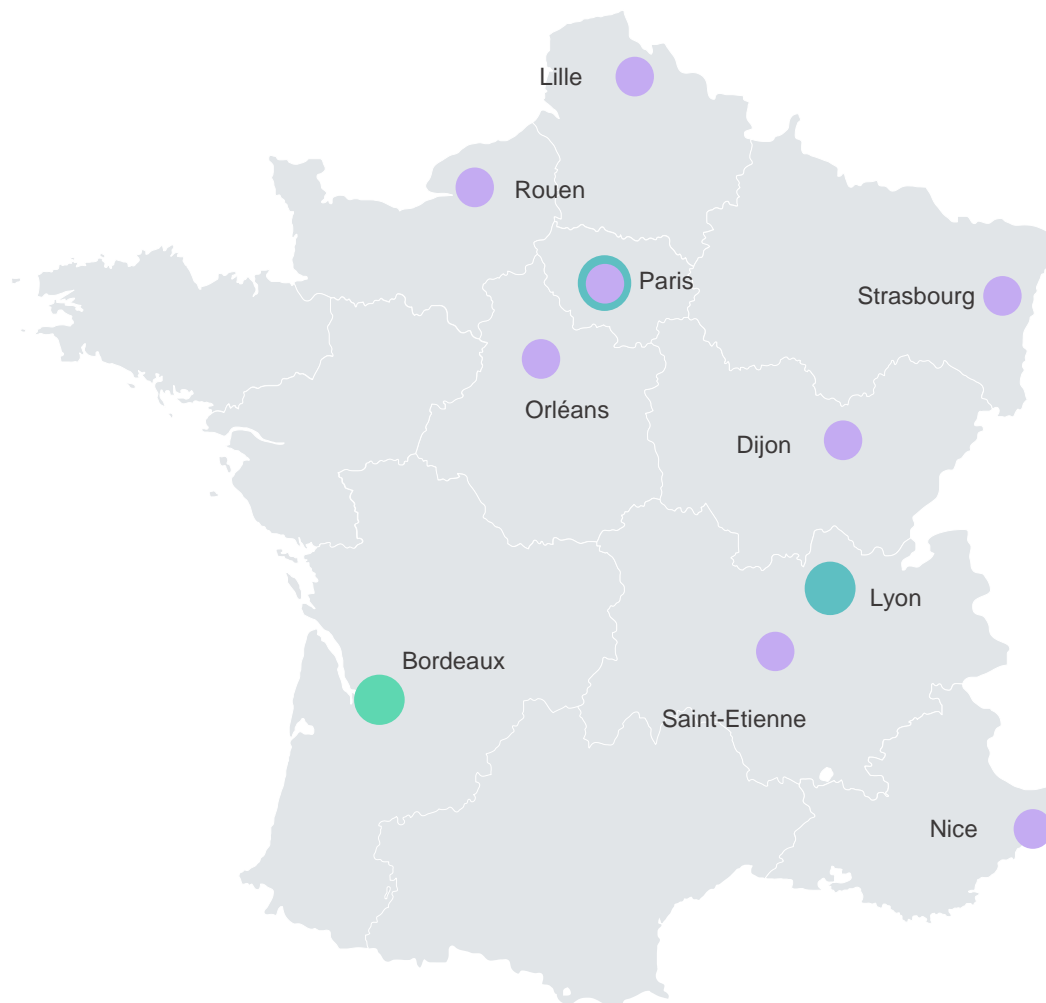
As of 31/12/2018

# A WIDE COVERAGE OF THE FRENCH TERRITORY

Territorial grid developed through multiple regional locations

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- Alliance Entreprendre's offices
- Partnership with Caisse d'Épargne
- Majority owner of Galia Gestion



# RESPONSIBLE INVESTOR

## A concrete ESG approach adapted to the target company



- Signatory of the Principles for Responsible Investment (PRI) supported by the UN since September 2018
- Responsible investor who has established an ESG chart at the management company level



- Analysis grid developed in partnership with INDEFI
- ESG at the core of the investment process and follow-up
- ESG awareness and improvement as an objective for the portfolio companies



Exclusion of some sectors (ex : tobacco) and companies with a strong ESG risk (ex : reputation)

Integration of an ESG grid in the process of investment projects analysis, along a social and environmental audit during the due diligences process if required. LOI systematically including a paragraph about ESG

Exchange with the management team and annual evaluation





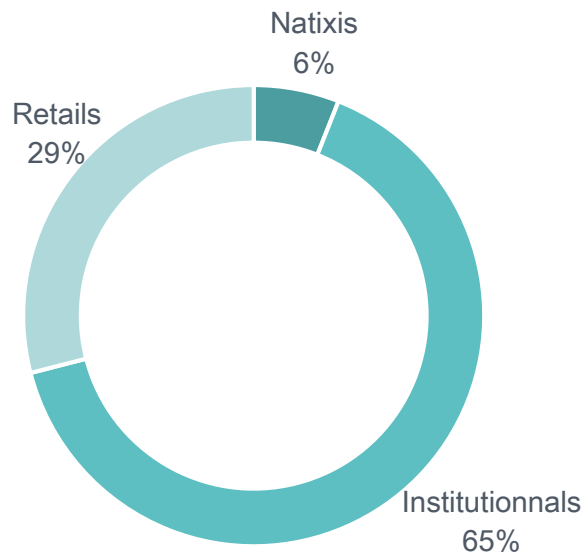
## II. OUR CLIENTS

# OUR CLIENTS

A relationship based on transparency, exchange and decision-making

- Launch of the first FPCI in 1995
- Culture of third-party asset management for institutional and individual investors
- 9 institutional funds raised since the creation

ASSETS UNDER MANAGEMENT/ADVISED



SNAPSHOT OF A FEW HISTORICAL INSTITUTIONAL INVESTORS





# III. EXPERTISE

# FINANCING INNOVATION AND DEVELOPMENT OF YOUNG COMPANIES

## Alliance Private Capital

### Investment strategy

- **Deal type** : minority
- **Improvement of visibility** : financing and development of innovation efforts, growth acceleration

### Target companies

- **Geography** : France
- **Size** : companies with less than 7 years of existence, turnover between €0.5m and €50m
- **Sector** : Tech, Media, BtoB

### Ticket size

- Between €1m and €3m



**A. BODET**  
Partner, Head of  
Alliance Private Capital

20+ years in PE



**B. THIEDEY**  
Investment Director

12+ years in PE



**R. MISTRE**  
Associate

4+ years in PE



**B. DUPREZ**  
Associate

2+ years in PE

**federation**  
entertainment

- Invest. Date : August 2018
- Amount invested : €6m
- Acquisition turnover : €13m

Development, production and distribution of French and international broadcast

**happytal**  
LE CONFORT EN PLUS

- Invest. Date : November 2018
- Amount invested : €3m
- Acquisition turnover : €7m

Well-being and facility services for hospital staff, hospitalized patients and their relatives

**clustaar.**

- Invest. Date : January 2018
- Amount invested : €0.5m
- Turnover acquisition: €1.3m

Development of computer softwares speicalized in human-machine conversion

# DETECT AND ACCELERATE GROWTH POTENTIAL OF SMES

## Alliance Development

### Investment strategy

- **Deal type:** growth and LBO with minority stake
- **Financing of growth projects :** build-ups, international development, innovative projects, capacities extension, commercial deployment

### Target companies

- **Geography :** Europe
- **Size :** EV between €10m and €200m, turnover between €10m and €250m
- **Sector :** Generalist

### Ticket size

- Between €2m and €10m



- Invest. Date : June 2017
- Amount invested : €5m
- Acquisition turnover : €70m

After-care and rehabilitation facilities and Medical-Surgery-Obstetrics

GROUPE VIASPHERE

- Invest. Date : February 2017
- Amount invested : €5m
- Acquisition turnover : €74m

Multi-specialist of home services for both individuals and corporates



**P. BOUDRIOT**  
Partner, Head of Alliance Développement

20+ years in finance  
Of which 8 years in PE



**B. PENICAUD**  
Partner

20+ years in PE



**P. LAMBERT**  
Investment Director

10+ years in PE



**P. EECKMAN**  
Associate

1+ year in PE

+10

REGIONAL PARTNERS



- Invest. Date : April 2017
- Amount invested : €6m
- Acquisition turnover : €237m

Real estate development

# LBO TRANSACTIONS WITH MAJORITY STAKE

## Alliance LBO

### Investment strategy

- Deal type : LBO with majority stake
- Value creation through organic and external growth : organization of financial functions, managers recruitment, integration of build-ups

### Target companies

- Geography : France
- Size: EV between €5m and €50m
- Sector : Industry, BtoB

### Ticket size

- Between €2m and €10m

**F.P. PACK**  
Solutions packaging

- Invest. Date: December 2016
- Amount Invested : €8m
- Acquisition turnover : €14m

Manufacturing collapsible boxes and cases using cardboard

TheCorporateGym  
& Wellbeing

- Invest. Date : October 2017
- Amount invested: €3m
- Acquisition turnover : €6m

Creation and management of corporate fitness clubs

**Le Kap Verre**

- Invest. Date : July 2015
- Amount invested : €3m
- Acquisition turnover : €24m

Shaping, transformation and laying of flat glass



**L. COLLEATTE**  
DGM, Head of Alliance  
LBO

20+ years in PE



**C. CHOSSELER**  
Investment Director

11+ years in PE



**C. CENTELLES**  
Investment Director

10+ years in PE



**V. LESIEUR**  
Associate

3+ years in PE

# REGIONAL PLAYER BASED IN BORDEAUX COVERING THE AREAS OF NOUVELLE-AQUITAINE AND OCCITANIE

## Galia Gestion

### Investment strategy

- **Deal types** : growth and LBO
- Seeking for non-intermediated primary operations
- Identification of niche markets or french key sectors such as agribusiness, software, electronic, tourism and healthcare

### Target companies

- **Geography** : Nouvelle-Aquitaine and Occitanie regions
- **Size** : EV between €5m and €50m
- **Sector** : Generalist

### Ticket size

- Between €0.5m and €4m

- Invest. date : May 2013
- Amount invested : €2m
- Acquisition turnover : €14m

Côté Mer, Côté Bassin

Traditional restoration group based in Arcachon

- Invest. date : March 2018
- Amount invested : €2m
- Acquisition turnover : €11m



Design and trading of home textile for the upscale decoration industry

- Invest. date : October 2017
- Amount invested : €2m
- Acquisition turnover : €21m



Conception and commercialisation of palox and wooden palettes



**V. SCHIFANO**  
Chairman of Galia Gestion

22+ years in PE



**C. DAUGAN**  
Investment Director

9+ years in PE  
5+ years in structured financing



**P. ARNAUD**  
Investment Director

4+ years in PE  
5 years in M&A and 8 years in the automotive industry



**C. DOUFFET**  
Investment Director

11+ years in PE  
9 years as CFO



**N. D'AMICO**  
Associate

1+ years in PE  
4 years in SMEs financing



# IV. ALLIANCE ENTREPRENEUR LE CLUB



# ENTREPRENEURS COMMUNITY FOUNDED BY ALLIANCE ENTREPRENDRE IN MAY 2017

## Alliance entrepreneur le club

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### Objectives

Providing and anticipating solutions and/or advising SME's managers regarding non financial-issues such as:

- Digital
- International development
- Wealth Management
- Regulatory issues (example: RGPD)



### Members

- **+100 members** as of October 31, 2017
- Portfolio companies' managers and members from Alliance Entrepreneurs' investment team
- Experts and consultants



### Organization

- **Thematic workshops and webinars**
- Access to the Club through a **Mobile and Online Exchange Platform called Shadline**, facilitating communication between members

## CONTACTS

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**ALLIANCE  
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