



The French SME Specialist



Ciclad, the reference investor for SMEs

History

- Since 1988, Ciclad
 - partners with managers to buy-out SMEs;
 - strengthens the equity of high-growth companies.

Strategy

- Ciclad invests in mid-size companies (company value from €10m to €70m) in all sectors and industries in France and in neighboring countries.
- Ciclad looks for companies with a high growth potential.

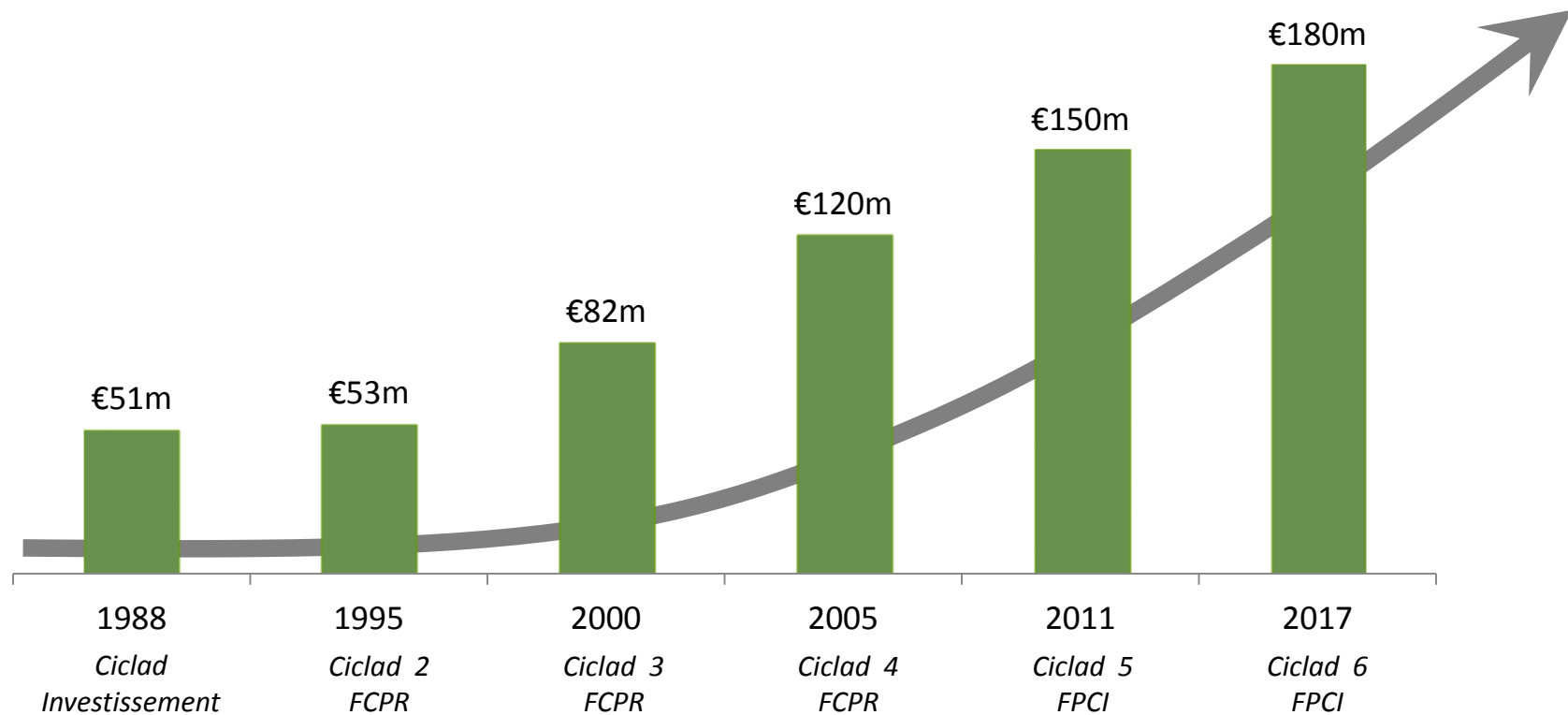
Team

- With 12 seasoned professionals, the investment team is independent and invests personally in Ciclad's funds.



30 years of experience

Since 1988, Ciclad has invested in 160 companies.





An investment philosophy adapted to SMEs

Tailored solutions for diversified questions

- Majority or minority stakes
- Buyout deals: MBO, MBI, OBO, carve-out...
- Equity strengthening: development, turnaround...

Committed investors respecting managers' autonomy

- Holding a role in companies' governing bodies
- Delegating all current operations decisions to the managers
- Leveraging our experience and our network

Investment size

In the range of €4m to €15m, or more
in the case of co-investment



A committed, stable, and seasoned team

Independence

Ciclad's partners fully own the management company. This independence allows for light internal processes and high reactivity.

Stability

In almost 30 years, the team has grown gradually with diverse and complementary backgrounds.

Commitment

The team personally invests 5 % of the funds beside its institutional investors. This commitment creates a perfect alignment of interests between the various parties.

Experience

Ciclad has already invested in more than 160 companies.

Investors' confidence

The last fund (Ciclad 6) has attracted prestigious institutional investors and international funds that have been working with Ciclad for many years.



A complementary and seasoned team



Didier Genoud, partner

Didier joined CICLAD in 1995. Previously he was a Mergers & Acquisitions consultant at Deloitte & Touche. Alumnus of ESCP.

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Stéphane Billon, partner

Before joining CICLAD in 1999, Stéphane was a restructuring consultant at Deloitte & Touche, and then Investment Manager at Valhall, a special situations fund. He holds a Master degree from the University Paris Dauphine.

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Nicolas Rostand, partner

Nicolas joined CICLAD in 1997. He was previously Manager at HSBC-CCF bank. Alumnus of ESC Reims, HEC MBA, LBS.

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Lionel Lambert, founding partner

Founder of CICLAD in 1988. Before joining IDI, a pioneer in private-equity investments, Lionel was a consultant with the Boston Consulting Group and a HR Manager at Sogex, an engineering company. Alumnus of the Paris Institut d'Études Politiques, Lionel holds an MBA from INSEAD.

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Thomas Roudil

Thomas joined Ciclad in 2008. He held various industrial positions at Danone before joining the consulting firm Gonnet Chasson. He graduated from Ecole Polytechnique and Ecole Nationale Supérieure des Techniques Avancées.

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Eric Bruguière

Eric joined Ciclad in 2009. He was previously consultant at Corporate Value Associates (CVA). He is an alumnus of ESSEC.

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A complementary and seasoned team



Muriel Fabre

Before joining Ciclad in 2012, Muriel was senior manager for PwC within the Transaction Services department. Muriel holds a Master from Paris IX-Dauphine.

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Ying Xiao

Ying joined Ciclad in 2014. She was previously a Mergers & Acquisitions consultant at Rothschild & Cie in Paris. She graduated from Polytech' Lille and holds a degree from HEC Paris.

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Nicolas Lozowski

Nicolas joined Ciclad in 2015. He started his career in strategy consulting with OC&C Strategy Consultants. Graduated from Ecole Centrale Paris.

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Laura Chavanon (Lyon)

Prior to joining Ciclad in 2015, Laura worked as an analyst for private equity funds in Paris. She graduated from ESC Grenoble.

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Edouard Huon de Kermadec

Edouard joined Ciclad in 2018. He started his career in the M&A team of BNP Paribas in New York and Paris. Graduated from ISEP and ESSEC.

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Thomas Deborne

Thomas joined Ciclad in 2019. He started his career in Private Equity firms (Azulis Capital and Ardian). Graduated from EDHEC and London School of Economics (LSE).

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A complementary and seasoned team



Océane Raffailac

Océane started her career as a financial auditor with PwC, then joined 21 Centrale Partners as financial controller and investors relations.

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Annabelle Wephre

Annabelle started her career in financial audit within the consulting firm KPMG. Graduated from ESC Rennes.

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Fatima Sam

Before joining Ciclad in 2015, Fatima held similar positions within other Private Equity funds in France as Natixis and AFIC.

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Corinne Ballery

Corinne joined Ciclad in 2015 after several years as deputy management controller at ADP, an HR outsourcing company, and as a business controller at UBS AM.


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Current portfolio companies

	Company	Sales	Business	Date	Type of transaction
	VITRINEMEDIA	€ 15 m	LED & LCD displays for real-estate	2018	OBO
	CRONITE	€ 75 m	Molded components based on special-purpose alloys	2018	Spin-off
	TOFANE GLOBAL	€ 400 m	International Telecom Carrier and Services Provider	2018	Carve-out
	HUMAN DESIGN GROUP	€ 8 m	Human Factors and Ergonomics Consulting	2018	Carve-out
	L'EBENOID	€ 14 m	Design and manufacture of lighting systems	2018	Spin-off
	SEAT VENTILATION	€ 7 m	Polypropylene fans for corrosive environments	2017	MBI
	CINECHEQUE	€ 11 m	Movie Theatre vouchers	2017	OBO
	ESO	€ 7 m	Osteopathy training facilities	2017	MBO
	PRECIMETAL	€ 14 m	Precision foundry for aerospace industry	2017	MBO
	EDEIS	€ 140 m	Engineering and airports management	2016	Carve-out / turnaround
	GDI	€ 54 m	Thermal and fireproof insulation	2016	OBO
	INFODIS	€ 41 m	IT Services	2016	OBO
	TVH / CADEXPERT	€ 25 m	SAP and Microsoft Dynamix integrator	2015 - 2017	MBO
	ALSEI	€ 120 m	Property development	2015	Growth capital
	PARERA	€ 30 m	Topography and mapping activities	2015 - 2018	MBO
	NORD COFFRAGE	€ 30 m	Public works equipment rental	2015	OBO / MBI

Current portfolio companies

	Company	Sales	Business	Date	Type of transaction
	YXELIA	€ 31 m	Telecom and IT services	2014	OBO
	AGRITUBEL	€ 28 m	Supplier of live stock equipment	2014	MBI
	SLAT	€ 17 m	Manufacturer of secure electrical power supplies	2014	MBI
	BH TECHNOLOGIES	€ 9 m	Optimization solutions for smart cities	2013	OBO/MBI
	EXO INTERNATIONAL	€ 12 m	Manufacturer of lifting and handling equipment	2012	OBO
	BERNASCONI	€ 70 m	Swiss construction company	2012	OBO
	INOVELEC	€ 25 m	Electronic Manufacturing Services provider (EMS)	2012	OBO
	PAILLARD	€ 12 m	Axles for special vehicles	2012	OBO
	ROBODRILL	€ 28 m	Drilling machines	2012	OBO
	E-SWIN	€ 8 m	Medical and beauty care devices	2011 - 2018	OBO
	SATORI	€ 23 m	Aerospace maintenance	2010	MBO
	SYSTEM X	€ 13 m	Medical Imaging Solutions	2010	BIMBO
	H&A LOCATION	€ 227 m	Wine barrels financing	2008	OBO
	NORPROTEX	€ 18 m	Outdoor outfits	2005 - 2010	MBO
	MATEBAT	€ 86 m	Tower cranes rental	2003 - 2007	MBO
	MECALECTRO	€ 13 m	Electromechanical equipment	1991 - 2010	MBO



Former investments examples in diverse industries

<u>Engineering</u>			<u>B to B Industry</u>		
		<u>Sales</u>			<u>Sales</u>
CNIM	Mechanical and thermal engineering	€615m	GYS	Automotive battery chargers	€50m
ENTREPOSE	Oil & Gas engineering	€500m	SIRAGA	GPL centers, airport sites	€40m
LATECOERE	Aviation	€200m	PORTAFEU (TYCO FCF)	Fire doors	€35m
GINGER	Building control and engineering	€165m	SATELEC	Dentist equipment	€31m
IDESTYLE	Automotive engineering	€50m	IMV	Artificial animal insemination devices	€31m
MBPM	Automotive engineering	€30m	FOIN	Security and protection equipment	€26m
			OMIA	Painting cabins for industrial parts	€25m
			AXIOHM	Thermal printing	€22m
			GOAVEC	Stainless steel food equipment	€22m
<u>Construction / Public Works</u>			<u>AVALIS</u>		
		<u>Sales</u>			<u>Sales</u>
CARI	Construction, Public works	€400m	SIPARTECH	Dark optical fiber operator	N/A
LOC ENERGIE	Public works machine rental	€40m	ARELEC	Magnets and plastic magnets	€17m
SATECO	Metal formwork for construction	€40m	FAURE HERMAN	Flowmeters for oil & gas	€17m
HUSSOR	Metal formwork for construction	€18m	TECHNOPLAST	Thermoforming	€17m
MANDELLI	Formwork and wedges for construction	€12m	ADINE	Cardboard packaging	€15m
COPAC	Public works equipment rental	€20m	ATL. AERAULIQUE	Ventilation sheath	€15m
			FINAERAULIC	Air conditioning equipment	€15m
			VERTAT	Thermal vehicle radiators	€11m
			FACTEM	Acoustic equipment	€9m
<u>B to B Distribution</u>			<u>LE GUELLEC</u>		
		<u>Sales</u>			<u>Sales</u>
IPC	Hygiene and cleansing products distribution	€32m	CHEVALIER	Rubber and elastomer parts	€6m
ITAL EXPRESS	Trucks parts distribution	€19m	CUIR	Cardboard packaging machinery	€5m



Former investments examples in diverse industries

<u>B to B Services</u>		<u>Sales</u>	<u>B to C Services</u>		<u>Sales</u>
MCI	Cooling equipment	€214m	PLEIN VENT	Tour Operator	€48m
NAXCO	Marine transport and logistics	€200m	ARTHUS BERTRAND	Jewels and medals	€30m
SOGESTEL	Telecom equipment	€90m	COMPLICITE	Wedding dresses	€23m
CAPTRADE/NUM RS	Industrial purchasing outsourcing	€50m	TERRES D'AVENTURE	Trekking organizer	€22m
LTI TELECOM	Alternative telecom operator for SMEs	€25m	PROXIDIS	Hairdressing salons network	€22m
GMS	Customer relationship outsourcing	€18m	FROGPUBS	Pubs chain	€16m
AASTUCE	Marketing services agency	€17m	MEDIAVEIL	Telemonitoring	€9m
VEGETAL	Wholesaler of potted plants	€16m	ISIC	Training institute	€6m
EDITIALIS	Business press publisher	€12m	COME TO PARIS	Travel agency	€4m
INFOS	Bar codes reader	€10m			
NEXTIM	Niche part-time and outsourcing	€6m			
ASSURAGENCY	Bank and insurance comparator	€5m			
<u>Software</u>		<u>Sales</u>	<u>B to C Industry</u>		<u>Sales</u>
GEOMEDIA	Geometers and public works software	€18m	PINDIERE	Shoes	€61m
SEGILOG	Public communities software	€9m	WOODBASS	Music instrument on internet	€36m
ID9 PROLOGUE	Health software provider	€8m	GRUIER	Seats	€31m
NETLEVEL	Backup and storage infrastructure consulting	€7m	DAKOTA	Gift boxes	€26m
FASTMAG	Software editor	€4m	MATEST	Blind	€18m
CLEVER NETWORK	Infrastructure services and telecom networks	€3m	MAURICE	Comfort shoes	€3m
OLFA SOFT	Financial software	€1m			

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