

Ciclad



Ciclad, the reference investor for SMEs since 1988

35 years

As a strategic partner for entrepreneurs and SMEs

18

Professionals forming a seasoned investment team

170+

Investments

100%

Owned and managed by partners

France

and neighboring countries

~ 5%

Committed by the investment team

3 offices and proven sourcing capacity

 Paris |  Lyon |  Bordeaux

Transforming SMEs into strategic assets

 Promote Change |  Drive Growth

Socially Responsible Investments

 **PRI** Principles for Responsible Investment

 **ic** Initiative climat France
Private equity action on climate change

 **epic** foundation

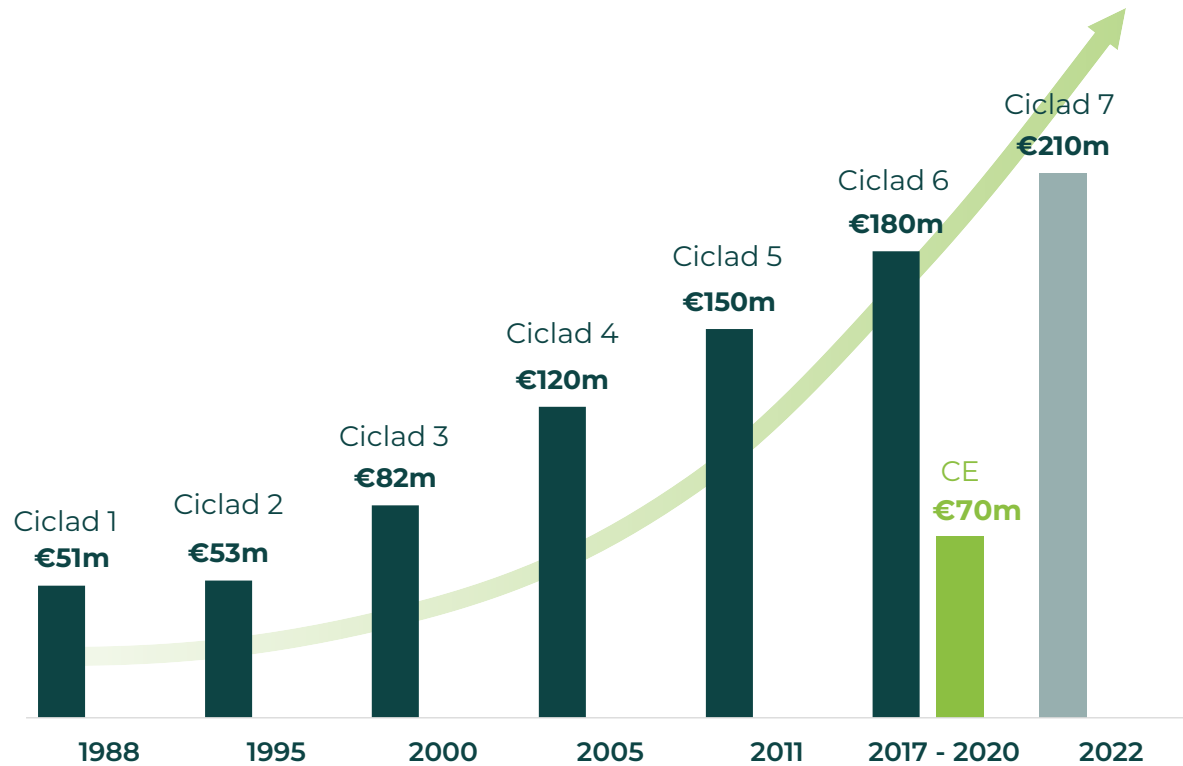
 **tih business**
La place de marché de la sous-traitance handicap

 **France Invest**
Présentation des investisseurs pour le territoire

SFDR Article 8 Compliant

An investment philosophy tailored for SMEs

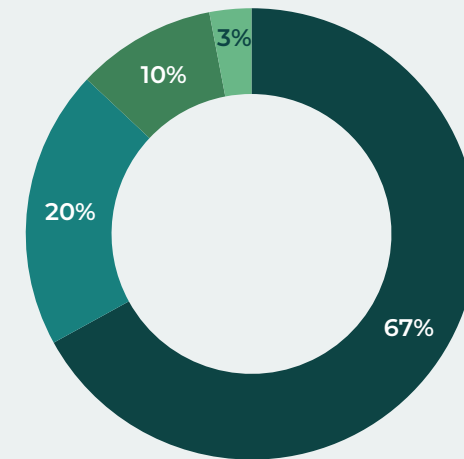
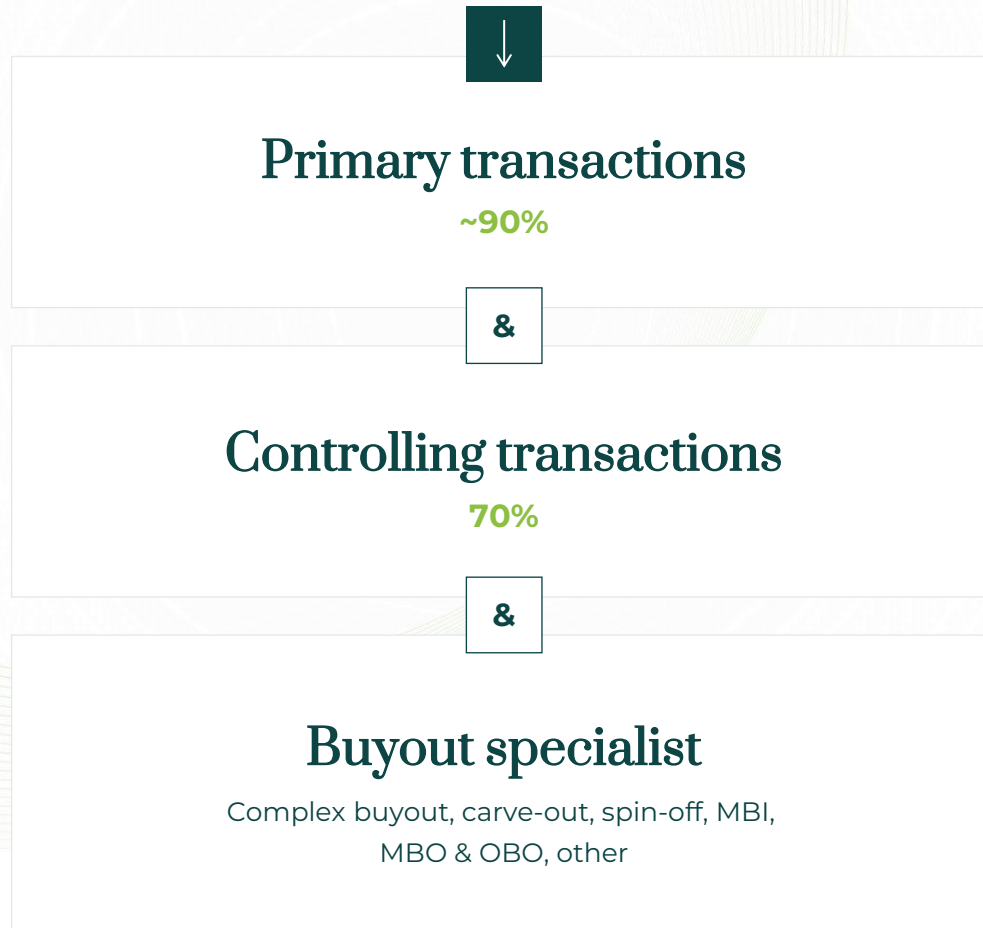
Steady growth in fund size



Investment size

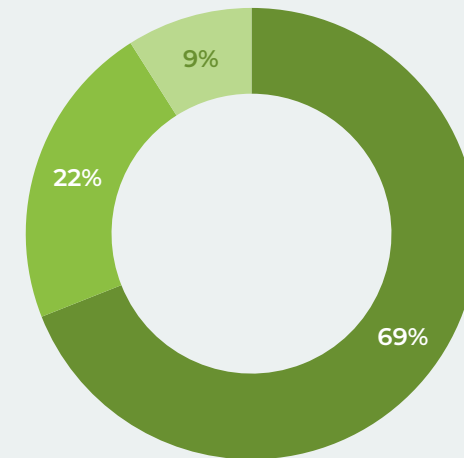
- In the range of €1,5m to €5m for Ciclad Enterprise (CE)
- In the range of €7m to €20m for Ciclad 7

Investment approach



Deal types

- MBO & OBO
- MBI
- Growth
- Other



Contexts

- Family owned
- Spin-off/carve-out
- Fund owned

Tailored solutions for a wide range of situations

Transforming niche leaders into strategic assets

Committed investors
respecting the managers'
autonomy



Manage change

- Support management and capital transmission
- Create / optimize governance body
- Build out and strengthen professional management team
- Set targets (including SRI) and implement KPIs/reporting to monitor them
- Provide Ciclad's experience and network



Drive growth

- Through a structured and proactive external growth strategy
- Launch of new product / service lines
- Investment programs
- Development of international sales

Complementary and stable team

Investment Committee



Didier Genoud
Managing Partner
Paris - 1995



Nicolas Rostand
Managing Partner
Paris - 1997



Thomas Roudil
Managing Partner
Lyon - 2009



Eric Bruguière
Managing Partner
Paris - 2009



Stéphane Billon
Partner
Paris - 1999



Muriel Fabre
Partner
Bordeaux - 2012



Hugues de Gastines
Partner
Paris - 2019



Lionel Lambert *
Senior Advisor
Paris - 1988

Investment Team



Ying Xiao
Paris - 2014



Laura Chavanon
Lyon - 2015



Edouard de Kermadec
Paris - 2018



Céline Rabemampianina
Paris - 2019



Axel Pittier
Paris - 2021



Théo Laporte
Bordeaux - 2021



Thomas Deborne
Lyon - 2019



Kenza Cohen
Paris - 2020



Eléonore Charvet
Paris - 2022



Valentin Grandel
Paris - 2022

Support



Annabelle Wephre
CFO & Partner
Paris



Gwendal Morgan
Deputy CFO
Paris



Corinne Ballery
Middle-Office Manager
Paris



Fatima Sam
Office Manager
Paris



Eliesse Boudokhane
Private Client Investor
Relations, Paris



Sandrine Gimat
ESG
Paris



Thomas Galloro
Senior Advisor
Paris

Current portfolio – 1/2

 **izentit**

Online sales of OEM spare parts

BV: €22m
MBI - 2025

 **AIRPLANE**

Maintenance and painting services for regional aircraft

Sales: €25m
MBO - 2025

 **GROUPE BMI**

Treatment of wear in industrial installations

Sales: €11m
MBI - 2024

 **CENTAURE INVESTISSEMENTS**

Wealth management services

Sales: €2m
Growth - 2024

 **PHEN'X Technologies**

Machining of precision parts for the medical sector

Sales: €7m
OBO - 2024

 **Allegro musique**

Digital platform for in-home music lessons

Sales: €6m
OBO/MBO - 2024

 **LOGIPROX**
La distribution automatique sécurisée

Rental of B2B vending machines

Sales: €4m
BIMBO - 2023

 **allovosins**
FACILITATEUR DE PROJETS

Marketplace for individuals' everyday needs

MBO - 2023

BAÏJA

Cosmetic brand of natural skin care & home fragrances

Sales: €8m
OBO - 2023

 **Groupe Vittori**

Renovation and Maintenance of Social Housing

Sales: €30m
OBO/MBO - 2023

 **oneLEASE**
CLIENT FIRST

Full-service vehicle leasing

Sales: €27m
Growth - 2023

 **labbe**
Process Equipment

Stainless-steel industrial equipment

Sales: €14m
MBI - 2023

 **HEADHUNTING FACTORY**
APSIM

Subscription-based Head-hunting platform

Sales: €7m
OBO - 2023

 **Oktey**

Email protection for professionals

Sales: €3m
MBI - 2022

 **BIO-TECH**

BtoB Security solutions

Sales: €11m
MBO - 2022

 **VT Logistics**
Créateur de transport

Freight forwarder in road freight

Sales: €41m
OBO - 2022

 **FISCHER DAREX**

BtoB Distribution of hand tools

















Sales: €23m
MBO - 2022

 **DRAGON ROUGE**

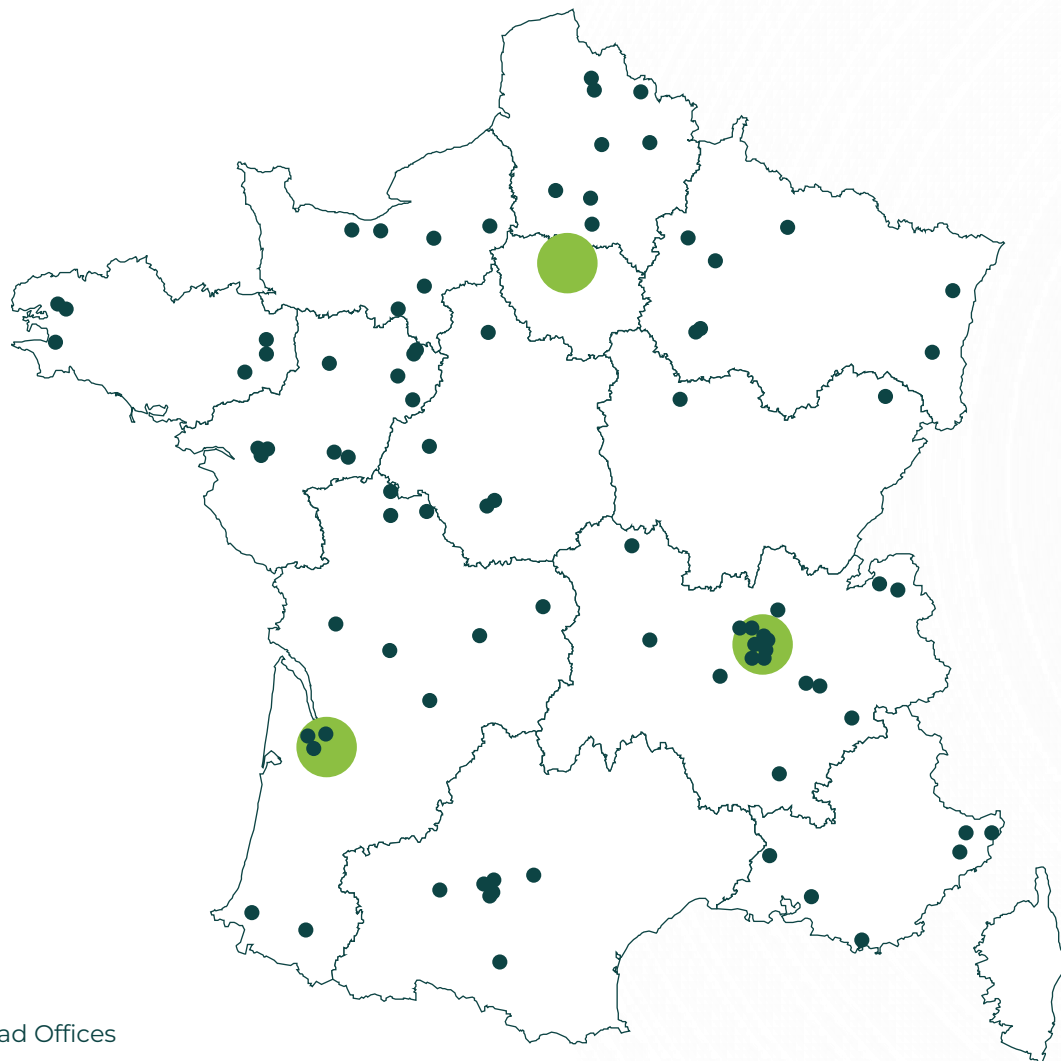
Design Agency

GM: €25m
MBO - 2021

Current portfolio – 2/2

 <p>L'Ongerie®</p> <p><i>Franchise network of nail salons</i></p> <p>Sales: €3m MBI - 2021</p>	 <p>DESMAREZ SYRADE ATOS Radiocom T.E.L.</p> <p><i>Professional wireless communication</i></p> <p>Sales: €19m OBO - 2021</p>	 <p><i>Online automotive coating distribution</i></p> <p>Sales: €15m BIMBO - 2021</p>	 <p><i>Creative art of ceramics' dedicated products</i></p> <p>Sales: €26m BIMBO - 2021</p>	 <p><i>Consulting in local tax optimization and innovation funding</i></p> <p>Sales: €29m MBO - 2021</p>	 <p><i>Reporting and BI's software editor for SMEs</i></p> <p>Sales: €12m BIMBO - 2020</p>
 <p><i>Group of pubs and microbreweries serving craft beers</i></p> <p>Sales: €20m Turnaround - 2019</p>	 <p><i>Production of fasteners through cold heading technology</i></p> <p>Sales: €22m MBI - 2019</p>	 <p><i>LED & LCD displays for real-estate</i></p> <p>Sales: €24m OBO - 2018</p>	 <p><i>Molded components based on special-purpose alloys</i></p> <p>Sales: €68m Spin-off - 2018</p>	 <p><i>International Unified Communications Solutions Provider</i></p> <p>Sales: €425m Carve-Out - 2018</p>	 <p>Human design Group</p> <p><i>Human Factors and Ergonomics Consulting</i></p> <p>Sales: €12m Carve-Out - 2018</p>
 <p><i>Design and manufacturing of lighting systems</i></p> <p>Sales: €44m Spin-off - 2018</p>	 <p><i>Precision casting & machining group</i></p> <p>Sales: €36m MBO - 2017</p>	 <p><i>Topography and mapping activities</i></p> <p>Sales: €54m MBO - 2015-18</p>	 <p><i>Telecom and IT services</i></p> <p>Sales: €23m OBO - 2014</p>	 <p><i>Underground drilling rigs rental</i></p> <p>Sales: €54m OBO - 2012</p>	 <p><i>Aesthetic and medical devices</i></p> <p>Sales: €6m OBO - 2011-18</p>

Ciclad: multi-local investor



- Ciclad Offices
- Ciclad portfolio companies - Corporate HQs

90 transactions completed
outside of Ile-de-France for
~**€300m** invested

78 transactions completed
in Ile-de-France for ~**€260m**
invested

Transaction history – 1/2

Industry

		Sales
SATORI	Aircraft equipment maintenance / MRO	€ 20 m
PAILLARD	Axles manufacturing	€ 10 m
AGRITUBEL	Livestock equipment	€ 41 m
INOVELEC	Electronic Manufacturing Services	€ 30 m
SLAT	Secure electrical power supplies	€ 17 m
TECHNOPLAST	Thermoforming	€ 17 m
FACTEM	Acoustic equipment	€ 9 m
ARELEC	Magnets and plastic magnets	€ 17 m
SIPARTECH	Dark optical fiber operator	NC
OMIA	Painting cabins for industrial parts	€ 25 m
LE GUELLEC	Precision tubes	€ 8 m
PORTAFEU	Fire doors	€ 35 m
CHEVALIER	Rubber and elastomer parts	€ 6 m
ATL. AERAUQUE	Ventilation sheath	€ 15 m
AXIOHM	Thermal printing	€ 22 m
GOAVEC	Stainless steel food equipment	€ 22 m
GRUIER	Seats	€ 31 m
ADINE	Cardboard packaging	€ 15 m
FINAERULIC	Air conditioning equipment	€ 15 m
MATEST	Blind	€ 18 m
FAURE HERMAN	Flowmeters for oil & gas	€ 17 m
SIRAGA	GPL centers, airport sites	€ 40 m
VERTAT	Thermal vehicle radiators	€ 11 m

Industry (cont.)

GYS	Automotive battery chargers	€ 50 m
MAURICE	Confort Shoes	€ 3 m
FOIN	Security and protection equipment	€ 26 m
IMV	Artificial animal insemination devices	€ 31 m
SATELEC	Dentist equipment	€ 31 m
PINDIERE	Shoes	€ 61 m

Engineering

SOLICE	Eng. & manuf. for district heating networks	€ 56 m
EDEIS	Engineering and Infra. Management	€ 121 m
ENTREPOSE	Oil & Gas engineering	€ 500 m
IDESTYLE	Automotive engineering	€ 50 m
GINGER	Building control and engineering	€ 165 m
CNIM	Mechanical and thermal engineering	€ 615 m
LATECOERE	Aviation	€ 200 m

Software

TVH / CADEXPERT	XSAP and Microsoft Dynamics integrator	€ 30 m
SYSTEM X	Medical Imaging solutions	€ 14 m
INFODIS	IT Services	€ 41 m
GEOMEDIA	Geometers and public works software	€ 18 m
SEGILOG	Public communities' software	€ 9 m
ID9 PROLOGUE	Health software provider	€ 8 m

Transaction history – 2/2

B2C services

		Sales
ESO	Osteopathy training facilities	€ 11 m
MEDIAVEIL	Telemonitoring	€ 9 m
COME TO PARIS	Travel agency	€ 4 m
PLEIN VENT	Tour Operator	€ 48 m
ISIC	Training institute	€ 6 m
PROXIDIS	Hairdressing salons network	€ 22 m
ARTHUS BERTRAND	Jewels and medals	€ 30 m
TERRES D'AVENTURE	Trekking organizer	€ 22 m

BtoB services

KYOTHERM	Value-added services for energy projects	€ 27 m
TIBBLOC	Rental of temp. heating, cooling solutions	€ 42 m
BH Technologies	Optimiz. solutions for regional authorities	€ 6 m
H&A	Outsourcing of ageing casks management	€ 353 m
POZEO	Movie Theatre & entertainment vouchers	€ 27 m
EDITIALIS	Business press publisher	€ 12 m
LTI TELECOM	Alternative telecom operator for SMEs	€ 25 m
GMS	Customer relationship outsourcing	€ 18 m
VEGETAL	Wholesaler of potted plants	€ 16 m
ASSURAGENCY	Bank and insurance comparator	€ 5 m
NEXTIM	Niche part-time and outsourcing	€ 6 m
AASTUCE	Marketing services agency	€ 17 m
CAPTRADE/NUM RS	Industrial purchasing outsourcing	€ 50 m
NAXCO	Marine transport and logistics	€ 200 m

B2B serv.

INFOS	Bar codes reader	€ 10 m
MCI	Cooling equipment	€ 214 m
SOGESTEL	Telecom equipment	€ 90 m

Distribution

SEAT VENTILATION	Fans for corrosive environments	€ 8 m
WOODBASS	Music instrument on internet	€ 36 m
DAKOTA	Gift boxes	€ 26 m
IPC	Hygiene and cleansing products	€ 32 m
ITAL EXPRESS	Trucks parts distribution	€ 19 m
COMPLICITE	Wedding dresses	€ 23 m

Construction

L'ALLIANCE	Street furniture	€ 50 m
ALSEI	Property development	€ 195 m
BERNASCONI	Building and Public Works (Switzerland)	€ 59 m
COPAC	Public works equipment rental	€ 20 m
HUSSOR	Metal formwork for construction	€ 18 m
CARI	Construction, Public works	€ 400 m
SATECO	Metal formwork for construction	€ 40 m
MANDELLI	Formwork and wedges for construction	€ 12 m
LOC ENERGIE	Public works machine rental	€ 40 m
GDI	Thermal and fire insulation	€ 70 m

Retail

EDENLY	Online jewelry retailer	€ 17 m
---------------	-------------------------	--------



Paris

22 avenue Franklin Roosevelt
75008 – Paris

+33 1 56 59 77 33



Lyon

2 rue du Président Carnot
69002 – Lyon

+33 4 28 00 05 50



Bordeaux

Centre les Grands Hommes
33000 – Bordeaux

+33 6 84 42 01 19

www.ciclad.com