

PRESS RELEASE

Paris, September 29, 2016

B & Capital, a new private equity concept on small and mid-cap market with a first pilot in France

A team of seasoned investors has partnered with Roland Berger to create B & Capital, an innovative private equity concept addressing the small and mid-cap market with a focus on France for the first pilot.

In order to boost their growth, SMEs need more than just financing – they also need strategic support and access to a wide network in France and abroad.

With this in mind, **B & Capital** has developed a landmark proposition relying on the alliance between investment professionals and strategy consultants. The offer combines private equity on one side and the support, industry knowledge and international network of a strategy consulting firm on the other side.

This unique support will be a booster of transformation and growth for small and medium enterprises.

4 investment professionals

Philippe Zurawski and Bertrand Tissot, Partners, Mikaël Schaller, Investment Director and Bernard Arock, General secretary, have teamed up with Roland Berger around common values.

The team is highly effective as it is made up of a wealth of experience and background: direct investment at Omnes Capital, private equity fund investment at Amundi. In addition, the investment team is extremely cohesive, having worked together for 10 years and has an outstanding track record.

At this launch stage, the 4 founders are the key pillars of **B & Capital**.

An new type of support for a consulting firm

For Roland Berger, this new partnership is the logical outcome of the firm's decision to broaden its scope of activities, under the supervision of Charles-Edouard Bouée, CEO. Known as "KTC", the concept is threefold:

- K for Knowledge, Roland Berger's core expertise which includes strategy consulting, services to governments, restructuring and complex infrastructure projects
- T for Technology, building a collaborative approach, as Terra Numerata platform
- C for Capital, the extension of Roland Berger's support to investors

According to Charles-Edouard Bouée *"Today, value is best created by recombining the right assets and skills at the right time. We have decided to work in an alliance with the investment team and create B & Capital, which will provide a unique support for SMEs"*

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A focused investment strategy

The investment strategy will mirror **B & Capital's** thorough understanding of the major trends affecting global economic today: digital transformation, internationalization, lifestyle evolutions and sustainable development. It will thus focus on six sectors with high growth perspectives: business services, health, retail, technology, specialized industries and environment.

B & Capital will benefit from Roland Berger's expert knowledge at each step of the investment: screening, execution, monitoring and exit.

Olivier de Panafieu, Senior Partner Private equity at Roland Berger: *"With 30 industrial and functional experts in the Paris office, all mobilized alongside B & Capital, the investment team will benefit from an unprecedented and continuing support to differentiate its value proposition and be stronger at each step of the investment cycle."*

Bernard de Montferrand, senior Adviser Roland Berger : *"Roland Berger is the leading European consulting firm. Benefiting from its international network will be of utmost importance to accelerate portfolio companies' expansion."*

B & Capital will focus on companies whose valuations range between EUR 25 and 100 m.

B & Capital, an independent entity

B & Capital is an independent company, with its own management and solely responsible for its investment decisions. Its investment activities are fully independent from Roland Berger's consulting activities. In this respect, a stringent conflict of interest policy is being implemented at each phase of the investment and monitoring process.

B & Capital will soon file for its registration as portfolio management company by the French financial markets regulator (AMF). The next step will be then to propose a first comingled fund to eligible investors.

Follow B & Capital on www.b-and-capital.com

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Comparutions

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