



Paris, 29 May 2017

Capzanine supports Novomed Group with the acquisition of Mediq France

The Capzanine fund announces a new sponsorless transaction supporting Novomed Group, a specialist French supplier of disposable medical devices, in its merger with Mediq France, a leading online retailer of medical supplies and equipment. This transaction continues Novomed's growth strategy by strengthening its position in online and direct sales to independent medical practitioners.

Founded in 1993 by brothers Hervé and Didier Liebermann, Novomed manufactures and distributes disposable medical devices mainly to hospitals and clinics. With annual sales of some 30 million euros, the group has grown through innovation in its product range (via the development of medical kits) and by developing direct sales to independent medical practitioners, including gynaecologists, dermatologists and plastic surgeons.

The acquisition of Mediq France, which has over 60,000 independent medical practitioners in its customer portfolio (GPs, physiotherapists, heart specialists and ENT specialists) and excellent knowledge of online retailing, is in keeping with the group's growth strategy. In addition to the complementary strengths of the two entities, the rationale for the merger is also to achieve a critical mass with combined annual sales of **60 million euros**.

The transaction was financed by senior and junior mezzanine debt arranged by Capzanine and through senior debt provided by BPI France and a bank pool.

Christophe Karvelis-Senn, Chairman of Capzanine: *"Key factors in our decision to support Novomed and Mediq France in this merger plan were their high quality teams and complementary strengths."*

Hervé Liebermann, CEO of Novomed: *"Novomed Group 2.0 is targeting a revenue of 100 million euros within three years, which we will achieve through a combination of external and organic growth and by stepping up our Europe-wide expansion!"*

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LIST OF PARTICIPANTS

Mezzanine arranger: Capzantine (Christophe Karvelis, Clément Colin, Thomas Lafougère)

Vendors: Mediq B.V

Financial advice (Buyer): D&A (Jean-Marc Dayan, Robin Jelin, Julien Skornik)

Legal advice (Buyer): PGA (Raphael Piotraut) & Jones Day

Legal advice (Mezzanine): Orrick (Carine Mou Si Yan, Julien Bensaid)

Senior Debt: LCL, BNP Paribas, Caisse d'Épargne Ile-de-France

Legal advice (Senior): Simmons & Simmons (Colin Millar)

Financial Due Diligence: Aca Nexia (Hervé Krissi)

Tax Due Diligence: Arsene Taxand

Corporate Due Diligence: Villemot Barthès & Associés

About Capzantine

Founded in 2004, Capzantine is an independent investment fund and a pioneer in combined equity and private debt investments. It supports businesses in their quest for growth, providing financial and industrial expertise to help them successfully achieve their development and transfer phases. Depending on the circumstances, Capzantine invests as a majority or minority shareholder and/or as a private debt provider (mezzanine, unitranche, senior debt), in unlisted small and mid-cap companies with an enterprise value of 20 million to 400 million euros. Based in Paris and run by its partners, Capzantine currently has €2 billion in assets under management. Its most recent investments include Groupe Moving, European-Homes, Geomedia, Pierre Guerin, Orsys, Acteon, Talan, Finance Active, Marle, Evernex, Cérélia and Opteven...

For further information: www.capzantine.com