






## LBO & Expansion

# Solid fundamentals

### Robust performance in 2011

- **Five investments sold**, generating a capital gain of €122m, an IRR of 28% and a cash multiple of x3.3.

In 2011, the CACI 2 fund (vintage 2005) gave investors a rate of return of x1.3 and still has seven investments in its portfolio.

				
Management of landfill sites for inert waste	Production, hire and sale of cement mixers and scaffolding	Connector for industrial, military aeronautics and aerospace	Manufacture of luxury glass bottles	Temporary staffing agency
OBO Leader €10.8m 2007	Expansion Leader €11.2m 2005	LBO Participant €10.3m 2006	LBO Co-leader €10.2m 2006	OBO Leader €8.8m 2007
<b>Sold in 2011</b> <b>x3.5</b>	<b>Sold in 2011</b> <b>x2.1</b>	<b>Sold in 2011</b> <b>x4.1</b>	<b>Sold in 2011</b> <b>x3.2</b>	<b>Sold in 2011</b> <b>x3.3</b>

- **A new investment** for the CACI 3 fund (vintage 2007), now 57% invested with a total of six investments in its portfolio.



Services company for businesses and local authorities

LBO Leader  
 €16.6m  
 2011

### A new partner for Crédit Agricole Private Equity

Coller Capital, the leading global investor in private equity secondaries, has acquired 100% of Crédit Agricole Private Equity with the intention of helping it to become independent. The arrival of this new partner marks the start of a new period of growth for Crédit Agricole Private Equity, whose vocation remains to invest in SMEs and offer the highest rate of return to its investors.

# A specific approach to the French midcap market

- ▶ Flexible investments of €8-30m per investment
- ▶ French midcap SMEs with a target EV of €25-150m
- ▶ Extensive expertise as both majority and minority investor
- ▶ Favoured access to market opportunities through a strong regional presence
- ▶ Emphasis placed on operational value creation
  - **Strategic challenges:** market positioning, acquisitions, diversification
  - **Financial challenges:** IT systems, reporting, financial structuring
  - **Human challenges:** recruitment of key management staff, involvement of management

## A team of Emerging Managers

- ▶ Average of 10 years' experience in private equity
- ▶ Solid track record



Fabien Prévost,  
Chairman of  
the Management Board



Eric Rey,  
Director



Bertrand Tissot,  
Director



Philippe Zurawski,  
Director



Daniel Balland,  
Director



Benjamin Arm,  
Investment manager



Fabrice Voituren,  
Investment manager



Alice Calvez-Pignot,  
Associate



Mikaël Schaller,  
Associate



Rémi Deloffre,  
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