



Press release

Paris, 25 February 2021

GEMA takes a new step with Eureka Education

Eureka Education, supported by Naxicap Partners, is taking over from UI Investment and Quadia to continue the development of GEMA (Grandes Ecoles des Métiers d'Avenir) alongside its founder David Derkx.

A training pure play for jobs of the future

Founded in 2017 by David Derkx, [GEMA](#) (Grandes Ecoles des Métiers d'Avenir) is a private higher education group offering training courses ranging from bachelor's to master's degrees (initial training or sandwich courses) and certified by RNCP (Répertoire national des certifications professionnelles) certifications. Specialising in training for jobs of the future, GEMA trains students with dual managerial and technical skills in the areas of sustainable development and artificial intelligence. GEMA is expected to generate sales of €12M in the current financial year.

By offering courses dedicated to the major issues of tomorrow, GEMA stands out and responds to the aspirations of a generation sensitive to environmental issues and technological developments. The Group aims to train a new generation of committed managers who want to make a positive impact at its two schools:

- [ESI Green & Social Business School](#) (sustainable development)
- [AI School](#) (artificial intelligence).

Accelerating territorial development and strengthening the educational offer

GEMA has accelerated its development and doubled the number of enrollees for the current academic year with more than 1,400 students, reaching its goal three years ahead of its development plan.

Alongside David Derkx, UI and Quadia have supported the Group's growth momentum and regional development, including the opening of two new campuses for the start of the 2021 academic year:

- in Lyon (150 students are already registered for the coming academic year)
- in Bordeaux.

In addition, the health crisis has accelerated the Group's digitalisation with the provision of digital tools to continue education online.



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The communication around the Group, its distinctive positioning and the planned opening of the Lyon campus have led several major players in higher education to offer to collaborate with the GEMA Group. To accelerate regional development, UI and Quadia supported the director's desire to integrate GEMA into the Eureka Education Group.

With this acquisition, the Eureka Education Group, supported by its majority shareholder Naxicap Partners, continues its strategy of external growth and diversification and confirms its ambitions in impact trades and trades experiencing shortages. GEMA will be the fourth vertical "business" in the Eureka Group alongside the "aesthetic hairdressing" division (through its Sylvia Terrade schools), that of complex sales (Euridis Group) and real estate (Suptertiaire Group).

With the acquisition of GEMA, Eureka Education now trains more than 17,500 students a year and is present in France and Switzerland through nearly 100 establishments. The group is targeting a turnover in excess of €80M in 2021 and is positioned as a major player in vocational and private higher education in France.

Bernard de Sagazan, head of Eureka Education, says, "We are very proud to welcome two new specialities to the Eureka Education Group: sustainable development and artificial intelligence. *These two specialities complement Eureka Education's strategy of offering professional training in trades experiencing severe shortages or rapidly changing trades*".

Key figures

- 2 schools: ESI Green & Social Business School / AI School
- 3 campuses: Boulogne Billancourt / Lyon / Bordeaux
- Nearly 1,500 students
- 90% of students find a job six months before finishing their courses

Contacts:

I **Buyers**

Eureka Education (Bernard de Sagazan, Louis de Baudus)

Naxicap Partners (Eric Aveillan, Laurent Salle, Simon Ricque, Mouncef Daifallah)

I **Sellers**

GEMA (David Derkx)

UI Investissement (Stéphanie Pépineau, Solène Olivier, Olivier Jarrousse)

Quadia (Guilhem Ricci, Josep Segarra)

I **Counsel Buyer**

Financial: KPMG (Sophie Dervain)

Corporate: Dune (Olivier Hugot, Farrah Ducher), EDGE (Claire Baufine Ducrocq)

Debt: Mayer Brown (Patrick Teboul, Marion Minard, Antoine Buisson)



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I Counsel Sellers

Financial: KPMG (Damien Moron)

Legal: Orsan (David Sebban)

I Counsel GEMA

M&A: Financière de Courcelles (Martine Depas)

Legal: Lamy Lexel (Arnaud Lafarge, Maité Massoma)

I Financing:

Barings (Alice Foucault, Benjamin Gillet, Rana Misirlizade)

Legal: Nabarro Beraud (Jonathan Nabarro, Anthony Minziere)

About Naxicap Partners:

As one of the top private equity firms in France, **Naxicap Partners** – an affiliate of Natixis Investment Managers* – has €3.5 billion in assets under management. As a committed, responsible investor, Naxicap Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. The firm has 39 investment professionals spread across five offices in Paris, Lyon, Toulouse, Nantes and Frankfurt.

For more information, visit www.naxicap.fr/en

About Natixis Investment Managers*:

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply Active Thinking® to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world's largest asset management firms¹ with more than \$1 trillion assets under management² (€934.1 billion).

Headquartered in Paris and Boston, Natixis Investment Managers is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. For additional information, please visit Natixis Investment Managers' website at im.natixis.com | LinkedIn: [linkedin.com/company/natixis-investment-managers](https://www.linkedin.com/company/natixis-investment-managers).

Natixis Investment Managers' distribution and service groups include Natixis Distribution, L.P., a limited purpose broker-dealer and the distributor of various registered investment companies for which advisory services are provided by affiliated firms of Natixis Investment Managers, Natixis Investment Managers S.A. (Luxembourg), Natixis Investment Managers International and its global affiliated distribution and investment management entities.

¹ Cerulli Quantitative Update: Global Markets 2019 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2018.

² Net asset value as of December 31, 2019



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About UI Investissement:

As a specialist in the development of unlisted French companies, UI has been committed to working alongside the managers of growing SMEs and mid-market companies for over 50 years to help create and develop financially and sustainably successful companies.

Since becoming independent in 2004, UI Investissement has raised €1.5 billion through three investment platforms (regional, national and sector-based) and invested in more than 150 companies, mainly in healthcare, agribusiness and services. Following the integration of Invest PME, UI now supports nearly 110 companies with around 30 employees and regional offices in Nantes, Rennes, Reims, Strasbourg, Dijon, Besançon and Lille in addition to its teams based in Paris.

For more information: www.ui-investissement.fr

Pour plus d'informations : www.ui-investissement.fr

About Eureka Education:

Eureka Education is the leading institution in the field of professional education in France and Switzerland. Every year, the Group provides over 10.000 students with a large array of courses ranging from French BAC (A-Level) to Master's degrees across a proprietary network of 50 campuses and employed more than 1.000 teachers and administrative staff.

Building on strong and diversified fundamentals, as well as strengthened financial capabilities, Eureka Education ambitions to further enhance its position as leading consolidation platform for high-employment professional schools in France and in Europe.

www.eureka-education.fr

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