



Press release

Paris, 15 September 2022

NAXICAP PARTNERS BECOMES THE MAJORITY SHAREHOLDER OF THE GUÉMAS GROUP

Naxicap Partners, an affiliate of Natixis Investment Managers, becomes the majority shareholder of the Guémas Group (“the Group”) alongside its Chairman, Pierre Blanchard-Dignac, and key Partner managers.

Founded in 1938, the Guémas Group is active in insurance brokerage specialising in property and casualty products (fire, accident and miscellaneous risks) and insurance of persons for business customers, and is based in Clisson (Loire-Atlantique). In 2017, the Group began a new phase of its development, giving up its status as a general agent of MMA and with the launch of its international activities. Today, the Group is among the top 20 multi-specialist insurance brokers active in France.

Through its property and casualty business (Guémas & Associés and Guémas International brands), the Guémas Group is focused on its historical know-how, the transportation, logistics and retail sectors. Also very active in technical construction and industrial risks, the Group supports its customers in collective and individual health and protection for the advisory and investment aspects, as well as through its company Hémos, in the management of health and protection costs. Hémos, which is developing rapidly in third-party management, offers a range of services with dedicated teams (assigned to each company according to its activity) and constantly evolving digital tools.

The Guémas Group employs nearly 150 people in France and runs a worldwide network of partners that guarantee the Group’s presence in more than 160 countries and enable it to support its customers in all segments and provide local customer service.

In a primary LBO, Naxicap Partners entered the Group’s capital as a majority shareholder, alongside the Group’s Chairman, Pierre Blanchard-Dignac, the management team, and historical shareholder Bertrand Guémas.

The ambition shared by Naxicap Partners and the management team is to strengthen the Group’s positioning as a business insurance broker, while maintaining the high level of customer service that is at the heart of the Group’s values, thanks to (i) the creation of new complex and differentiating products with high added value, (ii) the development of the Group’s international offering, in particular through the strengthening of relationships with insurance partners, (iii) the optimisation of operations at the Group level and (iv) value-creating external growth transactions.



“As a long-standing shareholder, I am pleased to see the Guémas Group take this new step alongside Naxicap Partners, which will ensure the sustainability of the business, while allowing the Group to seize new growth opportunities”, Bertrand Guémas commented. Pierre Blanchard-Dignac, Chairman of the Group, added “The arrival of Naxicap Partners allows the Guémas Group to benefit from a strong partner and new resources to support its ambitious development policy. Over the next few years, we want to strengthen the Group’s international reach while launching new innovative products, in order to continue to support our customers and meet their needs as best as possible”.

“We are convinced of the strategic positioning and growth potential of the Guémas Group, and are pleased to support the Partner managers and their teams, with whom we share the same ambitions for the Group”, stated Axel Bernia, Partner at Naxicap Partners.

Contacts:

I **Company:** Groupe Guémas

- Bertrand Guémas, *Historical shareholder*
- Pierre Blanchard-Dignac, *Chairman*
- Cédric Combaret, *CEO of operational subsidiaries*

I **Investor:** Naxicap Partners

- Axel Bernia, *Partner*
- Emmanuelle Pierret, *Director*
- Zeineb Slimane, *Investment Manager*
- Chloé Bremme, *Associate*

I **Investor's Due Diligence providers:**

- Financial Due Diligence: Exelmans
 - Stéphane Dahan
 - Manuel Manas
 - Chenwei Xu
 - Xavier Parenty
- Legal & social Due Diligence and Legal documentation: Edge Avocats
 - Claire Baufine-Ducrocq
 - Magalie Delandsheer
 - Louis Placé
- Fiscal Due Diligence and Structuring: Keels Avocats
 - Laurent Partouche
 - Adélie Louvigné
 - Joséphine Tonnerre
- Financing advisory: Finaxeed
 - Vincent Rivaillon
 - Matthieu Lecomte
 - Guillaume Roger



- Financing advisory: Finaxeed
 - Vincent Rivailon
 - Matthieu Lecomte
 - Guillaume Roger
- IT Due Diligence: Alpha FMC
 - Stanislas Vital
 - Thomas Noël-Betrancourt
 - Yoann Delarue
 - Tancrede Le Clerc
- ESG Due Diligence: Indefi
 - Emmanuel Parmentier
 - Gaëtan Kerloc'h
 - Zoya Bragina
- Credit documentation: Nabarro Béraud Avocats
 - Jonathan Nabarro
- Foreign exchange and interest rate hedging instruments: KERIUS Finance
 - Sébastien Rouzaire
 - Solal Huard
 - Marion Dondin
 - Miguel de Sousa

■ Financing providers:

- CM CIC
 - Bruno Nesti
 - Antoine Lagoutte
 - France Nielly Fruchaud
 - Eric Alves
 - Vincent Jaunet
 - Elise Baudon
- BPGO
 - Jean-Marie Pitel
 - Sébastien Piet
- Caisse d'Epargne/ Hélià Conseil
 - Alexandra Fuzeau-Paillat
 - Sophie Bogard
- LCL
 - Silvère Prin



I Financing advisory: CMS Francis Lefebvre Avocats

- Benjamin Guilleminot
- Floriane Danckof
- Julia Dallie

About Groupe Guémas:

Created in 1938, Groupe Guémas is the parent company of Guémas & Associés, Hémos and Guémas International, which are active in the insurance brokerage market, and specialized in property and casualty products as well as in personal insurance products geared towards companies. Based in Clisson (Loire-Atlantique, France), the Group employs c.150 people in 5 offices in France, and oversees an international network of business partners allowing the Group to be active in more than 160 countries.

About Naxicap Partners:

As one of the top private equity firms in France, **Naxicap Partners** – an affiliate of Natixis Investment Managers* – has €5.7 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 95 investment professionals spread across five offices in Paris, Lyon, Toulouse, Nantes and Frankfurt.

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

About Natixis Investment Managers*:

Natixis Investment Managers' multi-affiliate approach connects clients to the independent thinking and focused expertise of more than 20 active managers. Ranked among the world's largest asset managers¹ with more than \$1.1 trillion assets under management² (€1.1 trillion), Natixis Investment Managers delivers a diverse range of solutions across asset classes, styles, and vehicles, including innovative environmental, social, and governance (ESG) strategies and products dedicated to advancing sustainable finance. The firm partners with clients in order to understand their unique needs and provide insights and investment solutions tailored to their long-term goals.

Headquartered in Paris and Boston, Natixis Investment Managers is part of the Global Financial Services division of Groupe BPCE, the second-largest banking group in France through the Banque Populaire and Caisse d'Épargne retail networks. Natixis Investment Managers' affiliated investment management firms include AEW; AlphaSimplex Group; DNCA Investments;³ Dorval Asset Management; Flexstone Partners; Gateway Investment Advisers; Harris Associates; Investors Mutual Limited; Loomis, Sayles & Company; Mirova; MV Credit; Naxicap Partners; Ossiam; Ostrum Asset Management; Seeyond; Seventure Partners; Thematics Asset Management; Vauban Infrastructure Partners; Vaughan Nelson Investment Management; and WCM Investment Management. Additionally, investment solutions are offered through Natixis Investment Managers Solutions and Natixis Advisors, LLC. Not all offerings are available in all jurisdictions. 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, LLC, a limited purpose broker-dealer and the distributor of various U.S. 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 (France), and their affiliated distribution and service entities in Europe and Asia.

1 Cerulli Quantitative Update: Global Markets 2022 ranked Natixis Investment Managers as the 18th largest asset manager in the world based on assets under management as of December 31, 2021.

2 Assets under management ("AUM") of current affiliated entities measured as of June 30, 2022 are \$1,156.7 billion (€1,106.7 billion). AUM, as reported, may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers.

3 A brand of DNCA Finance.

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