



PRESS RELEASE

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WINCH CAPITAL 3: A RECORD FUNDRAISING FOR A NEW DEVELOPMENT / GROWTH CAPITAL FUND DEDICATED TO SMEs

In less than a year after launching the fundraising, **Edmond de Rothschild Investment Partners** is pleased to announce the final closing of its new FPCI, **Winch Capital 3**, for EUR 300m, well over the initial target. This marks the largest fundraising ever for a Winch Capital fund.

In a difficult economic and financial environment, this success underpins the solidity of the development / growth capital sector in France and Italy. It is, above all, a token of renewed investor confidence in the team at **Edmond de Rothschild Investment Partners**, which managed to raise in less than a year EUR 300m, more than initially targeted.

For **Pierre-Michel Passy**, President of **Edmond de Rothschild Investment Partners**: *“We were targeting a final closing of EUR 250m. In less than a year we reached the EUR 300m hard cap after reducing the latest investors to the fund. The success of this fundraising was facilitated by the strong loyalty of our client base, as 23 institutional investors in Winch Capital 2 decided to reinvest in Winch Capital 3, with a reinvestment ratio of 140%”.*

The team also succeeded in attracting new institutional investors of note like the European Investment Fund (EIF) and SOGECAP. Ten institutional investors, including the **Edmond de Rothschild Group**, invested more than EUR 15m each. These included historic investors such as Bpifrance, BNP CARDIF Assurances and CNP Assurances who decided to allocate significant amounts to the Winch Capital 3 investment team. The fund also saw strong interest from individual investors and family offices, representing close to 10% of the fund.

For **Vincent Taupin**, Chairman of the Executive Board of Edmond de Rothschild (France), *“The success of this third Winch Capital fund with our private and institutional clients proves that the fund is a key part of our bank’s comprehensive offer developed to accompany entrepreneurs”.*

The Winch Capital 3 fund has a strong pipeline of investments. *“We are delighted to kick off the fund with a first deal and 3 exclusive agreements for new investment opportunities”*, said Antoine Le Bourgeois, Partner at Edmond de Rothschild Investment Partners.

THE SAME INVESTMENT STRATEGY AS WITH THE SUCCESSFUL WINCH CAPITAL 2 FUND

In line with its predecessors Winch Capital 3 will seek to partner with entrepreneurs who will remain significant shareholders and help them implement their growth projects and transform their companies. The fund targets profitable companies with strong positions on their respective markets and sales of between EUR 30m and 300m.

Winch Capital 3 aims to build a portfolio of about 15 companies, mostly in France and Italy, and invest EUR 7-25m on each deal while maintaining high reinvestment potential. The focus is on companies and deal structures with low-leverage so as to concentrate on growth.

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Winch Capital 3 will focus its investment policy on companies with international exposure: 2/3 of the portfolio will be comprised of French companies with international activities. The fund was one of the first to be awarded the “Bpifrance Export” label¹.

About Edmond de Rothschild Investment Partners

Edmond de Rothschild Investment Partners is the private equity affiliate of the Edmond de Rothschild Group. It is specialised in asset management and private banking with EUR 133.6bn under management and around 2,800 employees in 31 offices, branches and subsidiaries throughout the world. Founded in 1953, the Group has been chaired since 1997 by Baron Benjamin de Rothschild.

Paris-based **Edmond de Rothschild Investment Partners** is dedicated to minority investments into privately-owned companies. It currently has close to EUR 1.2bn under management, in life sciences, small-cap and mid-market development / growth capital.

The company comprises 23 investment professionals with broad experience in Private Equity and industry.

In development / growth capital, Edmond de Rothschild Investment Partners manages Winch Capital 3, a EUR 300m FPCI fund raised in 2014, which offers solutions to French and Italian SMEs looking to grow or reorganise their shareholding structure. Its predecessors, Winch Capital (EUR 165m, launched in 2005) and Winch Capital 2 (EUR 250m, launched in 2010), are already fully invested with about 20 SMEs remaining in the portfolios (in Italy the team invested in F.I.L.A. – Fabbrica Italiana Lapis ed Affini, which has been fully divested, and UnitedCoatings Group). Investments in Italian targets will be made through Winch Capital 3 and Winch Italia, the latter being controlled by Mast Capital Partners, the exclusive advisor of Edmond de Rothschild Investment Partners in Italy, managed by Massimo Massari and Luca Ravano.

Investors are reminded that Winch Capital 3 is a closed-end fund that is more lightly regulated. As such, it is not subject to the approval of the French Financial Markets Authority and may adopt exceptional investment rules. Winch Capital 3 invests mainly in unlisted companies which are subject to capital loss risk, discretionary management risk and liquidity risk.

For more information : www.edrip.fr

^{1 1} The « Bpifrance Export » label was attributed in early 2014. This label recognizes Winch Capital 3 as a generalist fund which in the framework of its investment strategy commits to investing in exporting SMEs with specific objectives to be achieved.

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