

Andera Partners and Bpifrance support KEPLER in its development

PARIS, JULY 19, 2023 – Andera Croissance and Bpifrance have acquired a stake in KEPLER, a multi-specialist consulting firm in *end-to-end* performance.

For more than 15 years, KEPLER has boasted a unique “End to End” support approach - from the client’s needs to the client’s satisfaction) - combining strategic vision and operational implementation. The firm is reputed for its pragmatism and its ability to optimize the operational efficiency and margin of its clients.

Founded in 2007 by its current managers, KEPLER achieved a turnover of €17 million in 2022 and aims to achieve a turnover of around €20 million in 2023. The firm employs about 90 people in 4 offices located in Europe, the United States and Asia.

The firm is organized by market in a multidisciplinary approach, which enables it to address the unique sector-specific requirements of each of its clients. KEPLER operates in all sectors with a strong presence in the Cosmetics, Industry, Health, Retailing and Banking/Insurance sectors.

The firm targets both CAC 40 groups as well as mid-caps and investment funds.

Its 6 practices – Innovation, Procurement, Supply Chain, Operations, Marketing & Sales and People – collaborate synergistically to optimize every aspect of its clients' value chain.

The firm has also developed transversal know-how, perfectly integrated into each mission, articulated around the 3 levers of Social and Environmental Responsibility (SER), Change and Transformation; as well as the acceleration of its clients' ambitions through data exploitation, digital deployment and IS optimization.

Since Odyssee Venture's investment in 2016, the firm has not only doubled in size but has also witnessed a significant surge in its growth trajectory over the past few years. Beyond the know-how of the firm and the experience of its teams, the acceleration of its development is also due to the achievement and successful integration of two external growths: Sinnogen in 2019 and Leading in the beginning of 2022.

The arrival of Andera Partners in the company's capital, through its Andera Croissance fund, and Bpifrance, following a competitive process led by Transaction R, allows KEPLER to give itself the means to accelerate its organic growth strategy, and also to pursue its external growth strategy, both in France and globally.

Lionel Muller, President of KEPLER, comments: *"We are very pleased to welcome Andera Croissance and Bpifrance into KEPLER's capital. We are convinced that their contributions will enable the group to take a step forward, to structure itself and to be able to assume a strong rate of growth over the coming years."*

Marianne Harlé, Partner at Andera Partners, adds: *"KEPLER is a reputed actor in its market and supports its clients over the long term as demonstrated by its customers fidelity. We were convinced by*



the development potential of KEPLER as well as the motivation of all of its partners who have all reinvested massively in the operation, a determining factor for us in the project.”

Ménéélé Chesnot, Senior Investment Director at Bpifrance, comments: *"We are delighted to support KEPLER in this new phase of development, whether in organic growth, with the quality of its teams, and in the continuity of its successful policy of integrating external growth. "*

PARTICIPANTS

Buyers

Andera Partners: Marianne Harlé, Thibault Menel

Bpifrance: Ménéélé Chesnot, Baptiste Proveau

Buyers’ advice

Advice lawyers and legal, tax and social due diligence: Stephenson Harwood (Clotilde Billat, Lucie Guegan, Opale Malet, Yann Beckers, Marc Chalon, Omar El Arjoun)

Financial Due Diligence: Exelmans (Manuel Manas, Thibault Gerald)

M&A advice: Blue Partners (Nicolas Elbaz)

Advice lawyers Agilys Avocats (Madalina Suru)

Assignors

Odyssée Venture: Sébastien Sassolas, Florent Violette

Company Advice

M&A advice and financing: Rothschild & Co (Jean-Christophe Quiniou, Romain Golven, Grégory Fradelizi, Thomas Lenoble)

Legal advice DS Avocats (Arnaud Langlais, Arnaud Constant, Marie Trecan)

Vendor financial due diligence: Oderis

Financing bank

BNP Paribas (Vanessa Charles), Société Générale (Erkan Suer), CIC (Philippe Gibon), BPRI (Eric Beasse)

Advice lawyers: Simmons & Simmons (Colin Millar, Galina Petrova)

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About KEPLER

KEPLER is a French multi-specialist consulting firm in End to End performance.

The firm is organized by market with a multidisciplinary approach to meet sectoral specificities.

For more than 15 years, KEPLER has boasted a unique “End to End” support approach (from the client’s needs to the client’s satisfaction) combining strategic vision and operational implementation. It operates on 6 practices that work with each other: Supply Chain, procurement, Operations, Innovation, Marketing & Sales and People.

Founded in 2007, the KEPLER firm today employs about 90 persons spread across 4 offices (Paris, Chennai, Shanghai, Chicago), and a network of partners in more than 15 countries. KEPLER operates mainly in the industrial sectors (automotive, railway, aeronautics, consumer goods), agri-food, energy, health, pharmaceutical-cosmetic, luxury and retailing.

With its results-oriented field approach, the KEPLER firm handles the issues of large, an mid-sized, French and Anglo-Saxon companies and investment funds.

KEPLER is ranked among the best consulting firms in the world in the FORBES 2023 Ranking, for the 2nd consecutive year.

About Andera Partners

Created more than 20 years ago, Andera Partners is a major actor in unlisted investment in France and internationally. Its teams manage about 4 billion euros in life sciences (Andera Life Sciences), development capital and transfer (Andera MidCap, Andera Expansion/Croissance, Andera Co-Invest), sponsorless operations (Andera Acto) and ecological transition (Andera Infra).

Andera Partners' mission is to engage with companies and their managers to support them on the path to strong and sustainable growth. The quality of performance offered to our investors is based on a strong partnership between our investments entrepreneurs and our teams, based on shared values. Performance through collective commitment, the Power of And, represents the DNA of Andera Partners.

Based in Paris, and present in Antwerp, Milan and Munich, Andera Partners is 100% owned by its teams of nearly 110 persons, including 67 investment professionals. It is organized as a partnership and is managed by a partnership of 12 managers. Responsible and committed, the management company regularly sets up associative partnerships and takes concrete action in the fight against global warming.

About Bpifrance

Bpifrance finances companies – at each stage of their development – with credit, guarantees and equity. Bpifrance supports them in their innovation projects and internationally. Now, Bpifrance also ensures their export activity through a wide range of products. Consulting, university, networking and acceleration program for startups, SMEs and mid-sized companies are also part of the package offered to entrepreneurs.

Thanks to Bpifrance and its 50 regional locations, entrepreneurs benefit from a close, unique and efficient contact to help them face their challenges.

More information about: www.Bpifrance.fr – Follow us on Twitter: @Bpifrance – @BpifrancePresse

About Odysée Venture

Odysée Venture is a historic actor in Private Equity in France and is one of the first independent management companies of private equity funds (FIP – FCPI – FCPR) approved by the AMF. It is specialized in growth companies since 1999.