

Natixis Partners continues its development in M&A through the acquisition of a stake in Financière de Courcelles

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The partnership between Natixis Partners, the subsidiary of Natixis Corporate & Investment Banking (Natixis CIB) specializing in mergers and acquisitions (M&A) advisory in France, and Financière de Courcelles, an established and independent player in M&A advisory, aims to enhance their joint position in the French M&A market, particularly within the small-, mid-, and upper mid-cap segments. This partnership involves Natixis Partners acquiring a minority interest in Financière de Courcelles.

This alliance is based on shared values and a strong ambition: to sustainably support companies and investors through a wide range of tailored solutions (primary, secondary, and tertiary LBOs, external growth in both France and internationally, complex strategic projects) leveraging a local approach combined with strong sector expertise.

These offerings cater to a diverse clientele: SMEs and intermediate-sized enterprises, private equity and infrastructure funds, family offices, and large corporates in key sectors such as healthcare, technology, education & training, industries, financial services, real estate, infrastructure & energy, agribusiness, and business services.

By combining their expertise and local presence, Natixis Partners and Financière de Courcelles will mobilize more than 150 recognized professionals, who have completed close to 100 transactions in France in 2024.

Concurrently, Financière de Courcelles is expanding its territorial coverage by opening offices in western France (Nantes and Caen). The Natixis Partners team in Lyon will soon be part of this setup, along with a renowned team based in Marseille.

"Natixis CIB is committed to pursuing its strategy to expand and strengthen its M&A offering, fully in line with the growth and development ambitions of Groupe BPCE. Through this partnership with Financière de Courcelles, we will be able to harness the knowledge of recognized experts rooted in the regional territories, thus complementing the service provided by the Banques Populaires and the Caisses d'Epargne to their clients. This partnership will allow these teams to benefit from the power of Natixis CIB and its M&A network, while also contributing to the growth of our franchise in France," said Mohamed Kallala, CEO of Natixis.

"This partnership represents a new decisive step in our growth strategy, consolidating our presence across the territories and thereby strengthening our position as a leading player in the French market," added Yann Le Fur and Patrick Maurel for Natixis Partners.

"Financière de Courcelles and Natixis Partners share a common vision of mergers and acquisitions advisory, based on excellence, innovation, and proximity. This partnership allows us to broaden our

scope of action and build a market leader in France, covering an even larger market segment,” said Matthieu de Baynast, CEO of Financière de Courcelles.

About Financière de Courcelles

Founded in 1928, Financière de Courcelles (FDC) is a historic and independent player in mergers and acquisitions advisory, specializing in transactions ranging from EUR 20 to 400 million. With a team of 40 professionals in France, FDC is recognized for its sector expertise and its tailored approach, Augmented M&A®. FDC supports the leaders and shareholders of SMEs and intermediate-sized enterprises in their strategic projects for divestiture, acquisition, fundraising, and financing.

About Natixis Partners

Natixis Partners is the Natixis CIB subsidiary dedicated to Mergers and Acquisitions advisory in France. With a team of 110 professionals and partners who have been working together for over 20 years, Natixis Partners is one of the leading players in the market. The Natixis CIB M&A network, to which Natixis Partners belongs, brings together 500 professionals across offices in Paris, Lyon, Amsterdam, Brussels, London, Madrid, Milan, New York, Chicago, Miami, Hong Kong, Singapore, Beijing, Shanghai, Melbourne, Perth, Sydney, and Dubai.

About Natixis Corporate & Investment Banking (Natixis CIB)

Natixis Corporate & Investment Banking is a leading global financial institution that provides advisory, investment banking, financing, corporate banking and capital markets services to corporations, financial institutions, financial sponsors and sovereign and supranational organizations worldwide.

Our teams of experts in close to 30 countries advise clients on their strategic development, helping them to grow and transform their businesses, and maximize their positive impact. Natixis CIB is committed to aligning its financing portfolio with a carbon neutrality path by 2050 while helping its clients reduce the environmental impact of their business.

As part of Groupe BPCE, the second largest banking group in France through the Banque Populaire and Caisse d'Epargne retail networks, Natixis CIB benefits from the Group's financial strength and solid financial ratings (Standard & Poor's: A+, Moody's: A1, Fitch Ratings: A+, R&I: A+).

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