

# Presentation



**ALLIANCE OF INTERNATIONAL  
CORPORATE ADVISORS**

23rd-25th October 2009

# Executive Summary

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- A Corporate Finance and Strategic Advisory Boutique set-up in 1995 with offices in Paris and New York
- A team of 7 professionals
- A model based on comprehensive and personalised corporate finance services targeting smid-cap companies. Services provided range from practical M&A transaction management to long-term senior strategic corporate finance advisory services;
- A strong focus and track-record on cross-border “smidcap” transactions



# Service Offering

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## ■ Trade Sales and Disposals

- ✓ Assistance to mid-size private or public companies in identifying, approaching and successfully executing trade sale arrangements with strategic buyers
- ✓ Assistance to founders and Investment Funds in finding the appropriate exit
- ✓ Assistance to large corporations in the identification and disposal of non-core activities to industrial or financial partners.

**ascom**

**somfy**



**europ  
assistance**  
GROUPE

- **LMBO/MBI/OBO Transactions**
  - ✓ Assist in the production of the business plan and the collection and presentation of the relevant information
  - ✓ Identify Venture or LBO Funds according to selected investment criteria
  - ✓ Coach management teams
  - ✓ Assist in structuring the financing of the contemplated transaction
  - ✓ Advise management on negotiation tactics with the seller and the financial sponsors.

# Service Offering

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- **Domestic or International Acquisitions**
  - ✓ Review and assessment of corporate strategy
  - ✓ Definition of acquisition criteria
  - ✓ Screening, analysis, and approach of potential targets
  - ✓ Assistance in the valuation phase
  - ✓ Assistance during the negotiations through to closing

- **Corporate Finance Advisory**
  - ✓ Fairness Opinions and Valuations
  - ✓ Assistance in Finance Raising Processes
  - ✓ Assistance in the production and evaluation of Business Plans
  - ✓ Ancillary corporate finance services

# Activities

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## ■ Strategic Advisory Services:

DDA & Company is also involved in providing strategic financial advice on an on-going basis to senior executives, Board members or investment funds.

Typical tasks include:

- ✓ Strategic audits
- ✓ New market entry and penetration
- ✓ Senior Executive coaching
- ✓ Financial planning
- ✓ Financing options

# Industry Focus

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- ✓ Information services, media, high-technology, software
- ✓ Engineering Services
- ✓ Aerospace and related industries
- ✓ Business services
- ✓ Specialty retail
- ✓ Healthcare
- ✓ Some « niche » sectors: specialty chemicals, luxury products, financial services...

# Management Team

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## Didier Choix, 52 Managing Partner

### Background & Achievements

- Banker Trust as Financial Analyst
- Fairchild Corporation including 2 years as VP
- Managing Director of **Harbourton Enterprises**, a Merchant Banking Boutique specialise in the Financial Sector
- Since, President of DDA & Company, LLC



### Track-Record

- 20 years of practical Corporate Finance expertise
- Execution of over 50 transactions

### Education

- MBA Wharton, with honours
- DESCF
- ESC Reims

# Management Team

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**Alexandre Odin, 40**  
**Partner**

## Professional Background

- **GSI Facilities Management** – in charge of financial and technical audits
- **Regent Associates Ltd**, the European leading Boutique Bank specialised in M&A in the IT sector
- **Bryan Garnier & Co**, European Investment Bank focused on growth companies, as Director Merger & Acquisitions
- Since 2002, Partner of DDA & Company, LLC

## Track-Record

- Successfully completed in excess of 40 transactions in the IT sector
- Over 90% cross-border

## Education

- MBA in Information Systems
- Graduate from Toulouse Business School
- PhD in Management & Economics



# Latest Transactions



SkyRecon SAS

was acquired



Arkoon SA

Pending

DDA&Company



NP6 SA

A  
subsidiary



IPT Holdings Plc

was acquired



Lerinarth SAS

As part of an LBO  
lead by management  
and



April 2009

DDA&Company

# Last Transactions



Sphere Holding BV

has been acquired



Best Union Company SpA

April 2009

DDA&Company



B2i Automotive Engineering SAS  
a subsidiary of Viveris SA




has been acquired by



Alten SA (Euronext Paris: ATE)

January 2009



Ascom Multitoll Solutions SAS

was acquired

Ajax Holding  
&  
Its Management  
In an MBO Transaction

October 2008




have performed a business combination to create



as part of an LBO led by



The founders  
& The Managers

August 2008

DDA&Company



Financière Arbevel SA

has been acquired by



KamiGest SAS

March 2009



Mondiaquartz SA

has been acquired by



G.T.V SA

January 2009



ESI Group

has acquired



Mindware Engineering Inc.

December 2008



Europ Assistance Holding S.A.  
A World Leader in the Assistance Sector

has acquired



Customized Services Administrators, Inc.  
A Leader in Travel Insurance

July 2008

# Selection of Deals 1/2

Forum Diffusion SAS and  
Forum Développement SAS  
subsidiaries of Forum Création SAS



**FORUM**

has been acquired by



**designcapital**

Design Capital Plc

April 2008



Quantel SA

has acquired

WaveLight Aesthetic GmbH  
a subsidiary of



WaveLight®

September 2007



LUXAT  
CHAUSSURES  
Luxat SAS

Has been acquired through  
LBO



AVENIR ENTREPRISES  
GESTION



CRÉDIT AGRICOLE  
PRIVATE EQUITY

&  
Management  
July 2007



GRAITEC  
Graitec SA

has acquired



CivilDesign  
CivilDesign, Inc.

June 2007



eFront  
Financial solutions  
eFront SA

has acquired



VC > on  
target  
VC on target GmbH

June 2008



GRAITEC  
Graitec SA

has acquired



Integer  
Integer Software Ltd

April 2008



NP6  
NP6 SAS

has been acquired by



IPT  
IPT Holdings Plc

June 2007



CLIENTYS  
Clientys SA

has been acquired by



Eurofactor  
GROUPE CRÉDIT AGRICOLE  
Eurofactor SA

March 2007

# Selection of Deals 2/2

 <p>CompanynewsGroup SA</p> <p>has been acquired</p>  <p>Euronext N.V.</p> <p>March 2006</p>	 <p>CRIL TECHNOLOGY GROUPE CRIL TECHNOLOGY SA</p> <p>has been acquired</p>  <p>ALYTECH SAS</p> <p>February 2006</p>	 <p>AIMS Software SA</p> <p>has been acquired</p>  <p>SmartFOCUS Group plc</p> <p>July 2005</p>	 <p>TrésoFI SA</p> <p>has been acquired</p>  <p>Sidetrade SA</p> <p>December 2005</p>	 <p>has sold all the US and Canadian assets of</p>  <p>to</p> <p>9141-0720 Québec Inc.</p> <p>a subsidiary of</p>  <p>July 2005</p>	 <p>has been acquired in a LBO</p>  <p>&amp; its Management</p> <p>June 2005</p>
 <p>Owner of</p>  <p>Accessories</p> <p>Has been acquired by</p> <p><b>H.S.B.</b></p> <p>July 2004</p>	 <p>Le CXP</p> <p>Private Placement</p>    <p>December 2004</p>	 <p>Soamai SA</p> <p>Has been acquired by</p>  <p>Allen Systems Group, Inc</p> <p>March 2004</p>	 <p>Diva Press SAS</p> <p>has been acquired by</p>  <p>Cedrom SNI, Inc</p> <p>January 2004</p>	 <p>Coteba Conseil SAS</p> <p>has been acquired by</p>  <p>Avilog Conseil SA</p> <p>February 2004</p>	 <p>Baxter International Inc.</p> <p>20 Dialysis Centers in France 7 Dialysis Centers in Spain</p> <p>has been acquired by</p>  <p>a subsidiary of</p>  <p>SHARING EXPERTISE</p> <p>April 2004</p>

# Review of Current Pipeline

# Review of Current Pipeline – Sell Side

Client Profile	Type	Assignment Summary/Comments
Large Italian Insurance Group	Divestment	Sale of a subsidiary specialized in the development and sale of vehicle fleet management and in-vehicle communication software.
Large Electricity Utility Company	Divestment	Sale of a non-core subsidiary specialized in renewable energy systems installation services (Photovoltaic panels, heat pumps etc...).
Drug development and clinical supply services company	Trade Sale/LBO	The Company provides a wide range of early-stage product development services to the pharmaceutical, biotechnology and as well as veterinary industries. Highly profitable. International exposure.
Leading Scientific and Medical Laser group	Divestment	Divestment of two divisions Dermatological lasers and Ophtalmology
Wholesaler, importer and manufacturer of office supplies	Merger	Merger of two French midcaps office supplies providers.
Sale of a French listed group with two different activities	Trade Sale	One division is a software vendor of software tools used to build e-commerce solutions The other division is a specialist of geographical data production.
Sale of a software vendor specialised in Contract and corporate obligations management	Trade Sale	International exposure
A specialist provider of analytical instrumentation based on quantitative detection of traces using Laser Induced Fluorescence (LIF) technology	Trade Sale	International exposure
Middleware and services provider in the digital TV industry	Trade Sale	A very niche company with only international buyers.

# Review of Current Pipeline – Buy Side

Client Profile	Type	Assignment Summary
International software vendor specialised in Civil Engineering software	Build Up	Acquisitions of fellow software vendors in Europe and North America
A pure-play manufacturer of high end loudspeakers and drivers	Trade Acquisition	Seeking acquisition of headset manufacturer
Software vendor dedicated to the Financial community including Private Equity firms, Banks, and Insurance Companies	Trade Acquisition	Seeking international acquisitions of similar or complementary companies
Medical Equipment	Trade Acquisition	Seeking companies in the natal and neo-natal equipment (incubators, etc...), medical instruments.
Large French company specialised in security and access controls (gate and door operators, automatic doors)	Trade Acquisition	Seeking “green buildings” equipment manufacturers. North and South America, Malaysia India.
Multinational Insurance Group	Trade Acquisition	Travel assistance, home assistance. North and South America.
Architecture and Engineering Bureau	Trade Acquisition	Office design bureaus, plant design, call center design bureaus. France or border countries.

# Q&A

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# DDA&Company

## **Paris Office**

6, rue d'Antin  
75002 Paris  
France

Tel: +33 1 55 04 80 40

Fax: +33 1 42 61 13 82

## **Contacts:**

Alexandre Odin

[aodin@ddacompany.com](mailto:aodin@ddacompany.com)

## **New York Office**

110 East 59th Street  
Suite 3102  
New York, NY 10022  
USA

Tel: +1 (212) 472 6475

Fax: +1 (212) 888 7738

## **Contact:**

Didier Choix

[dchoix@ddacompany.com](mailto:dchoix@ddacompany.com)

