

ARDIAN



PRESS RELEASE

ARDIAN SUPPORTS THE EXPANSION OF THE ALSATIS GROUP IN FRANCE AND THE UNITED STATES

Paris, February 4, 2020 – Ardian, a world-leading private investment house, today announces its investment in the Alsatis Group, as part of a fundraising in connection with the group's capital restructuring.

Founded by Vincent Sabathier in 2004 in Toulouse, Alsatis is a French national IP network operator, integrator and Internet access provider specializing in "white spot" (unserved areas) or "grey spot" (areas with inferior service measured by low access speeds) markets not covered by traditional telecom operators.

The company operates in three segments:

- network design, deployment and operation for local communities;
- delivery of very high-speed broadband (triple play) for private individuals;
- supply of IP services (very high-speed broadband & network, telephony, cybersecurity and cloud) to businesses.

This €5 million investment will boost the Alsatis Group's French market position and support robust growth in its domestic market and the US. It also aims to conduct targeted external growth deals in France to complete and expand the Group's value proposition.

Vincent Sabathier, Alsatis Group founder, said: "We were looking for a partner to boost our expansion and with Ardian we have found a player capable of supporting us in various locations, in a shared approach to value creation. This underpins our goal of transforming the Alsatis Group into a major market player, with growth fueled by innovation and international development."

Alexis Saada, Managing Director at Ardian Growth, added: "Vincent Sabathier and his team have shown their ability to create an innovative leader in a highly competitive segment while laying the foundations for major international expansion to the United States. This deal illustrates our support for unique high-growth companies."

ABOUT ALSATIS GROUP

Based in Toulouse, the Alsatis Group operates in the telecommunications sector in France and the United States through its subsidiaries Alsatis and Bloosurf.

It specializes in the design, deployment and operation of state-of-the-art IP networks, fiber optics and radio, and related services (very high-speed broadband, VoIP, cybersecurity, cloud) for local communities, businesses and private individuals.

The Alsatis Group was founded by aerospace engineers who instilled a strong technological culture. Its low-cost | fast-cycle approach and diversified teams guarantee flexibility and innovation in a fast-changing global sector. Alsatis Group was classified as an innovative company by BPI. Alsatis has integrated a French operational 4G-LTE solution, mainly in the Vendée region, and is now working on the transition to 5G, focusing on digital development in regions, IOT, Smart City and private LTE.

www.alsatis.com | www.bloosurf.com

ABOUT ARDIAN

Ardian is a world-leading private investment house with assets of US\$96bn managed or advised in Europe, the Americas and Asia. The company is majority-owned by its employees. It keeps entrepreneurship at its heart and focuses on delivering excellent investment performance to its global investor base.

Through its commitment to shared outcomes for all stakeholders, Ardian's activities fuel individual, corporate and economic growth around the world.

Holding close its core values of excellence, loyalty and entrepreneurship, Ardian maintains a truly global network, with more than 640 employees working from fifteen offices across Europe (Frankfurt, Jersey, London, Luxembourg, Madrid, Milan, Paris and Zurich), the Americas (New York, San Francisco and Santiago) and Asia (Beijing, Singapore, Tokyo and Seoul). It manages funds on behalf of around 1,000 clients through five pillars of investment expertise: Fund of Funds, Direct Funds, Infrastructure, Real Estate and Private Debt.

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LIST OF PARTICIPANTS

- Alsatis Group: Vincent Sabathier, Antoine Roussel, Nathalie Armand
- Ardian: Alexis Saada, Florian Dupont

- Corporate Legal Advisor: Christelle Lapiere
- Corporate Finance Lead Advisor: NFinance (Maxime Dugast)

- Ardian Financial Auditor: Crowe HAF (Thomas Corbineau, Julien Latrubesse)
- Ardian Legal, Social, and Tax Auditor: PWC Corporate M&A (Eric Hickel)
- Legal Advisor to Ardian: Hogan Lovells (Stephane Hutten, Ali Chegra, Léonie Bontoux)
- Tax Advisor to Ardian: Mamou & Boccara (Laurent Mamou)

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