

# ARDIAN

## PRESS RELEASE

### ARDIAN AND BERTRAND AND THIERRY LETARTRE COMPLETE THE SALE OF LABORATOIRES ANIOS TO ECOLAB

**Paris, February 1, 2017** – The consortium comprising Bertrand and Thierry Letartre – descendants of the founders – and Ardian, the independent private investment company, today announce the completion of the sale of Laboratoires Anios to Ecolab. Laboratoires Anios is one of Europe’s leading providers of disinfection solutions for hospitals and clinics and a key supplier for the industrial and hospitality sectors. The total transaction consideration, including satisfaction of outstanding debt, was approximately €750m.

Over the past three years, Laboratoires Anios has achieved sustained growth, strengthening its position, particularly in three areas: hospitals and clinics; international trade; and on the value chain for endoscope washer-disinfectors. The speed of this development was boosted by the acquisition of Soluscope (France) in 2014, followed by the acquisition of a majority stake in Endoclear (Brazil) and Deren (Turkey) in 2015. In 2016, the company also acquired Hysis (France) and the hospital disinfection activities of Inibsa (Spain). Laboratoires Anios has achieved growth of around 25% in turnover, 55% in EBITDA and 56% in headcount during this period. At the same time, the company now employs some 710 people around the world, including around 550 in France.

The sale to Ecolab reflects Bertrand and Thierry Letartre and Ardian’s shared commitment to finding a long-term strategic partner to support the company’s future growth. This includes further international expansion and the consolidation of its position in the European market for hygiene and disinfection in hospitals and clinics.

Bertrand and Thierry Letartre, CEO and Managing Director of Laboratoires Anios, said: “We are thrilled at the prospect of this partnership with Ecolab. The strength of the Anios brand, combined with Ecolab’s global presence, will provide an opportunity to accelerate our development. It will offer exciting new career prospects for Anios’ employees and new and innovative solutions for its customers. We will open a new chapter in Anios’ history, following a partnership with Ardian which has provided valued support for the company’s strong growth in recent years.”

Philippe Poletti, Head of Mid Cap Buyout at Ardian, added: “The team and I would like to thank Bertrand and Thierry Letartre for the trust they have placed in Ardian over the last few years. We are happy and proud to have had the opportunity to support Anios in this key phase of its development, and to have worked closely with its teams, all of us driven by the same entrepreneurial spirit. This transaction also reflects Ardian’s ability to successfully work on ambitious growth projects alongside entrepreneurs operating a family business.”

## ABOUT ARDIAN

Ardian, founded in 1996 and led by Dominique Senequier, is an independent private investment company with assets of US\$60 billion managed or advised in Europe, North America and Asia. The company, which is majority-owned by its employees, keeps entrepreneurship at its heart and delivers investment performance to its global investors while fuelling growth in economies across the world. Ardian’s investment process embodies three values: excellence, loyalty and entrepreneurship.

Ardian maintains a truly global network, with more than 450 employees working through twelve offices in Beijing, Frankfurt, Jersey, London, Luxembourg, Madrid, Milan, New York, Paris, San Francisco, Singapore and Zurich. The company offers its 550 investors a diversified choice of funds covering the full range of asset classes, including

Ardian Funds of Funds (primary, early secondary and secondary), Ardian Private Debt, Ardian North America Direct Buyout, Direct Funds (Ardian Mid Cap Buyout, Ardian Expansion, Ardian Growth, Ardian Co-Investment), Ardian Infrastructure, Ardian Real Estate and customized mandate solutions with Ardian Mandates.

[www.ardian.com](http://www.ardian.com)

## ABOUT LABORATOIRES ANIOS

No. 1 in France and a leader in the European disinfection market, Laboratoires Anios began manufacturing disinfection products in 1898. Not only a key hygiene player for hospitals, clinics and medical professionals, it is also active in the cosmetics, pharmaceuticals and agri-food sectors, not to mention the hospitality industry for accommodation and catering, both in France and in more than 80 different countries. On the strength of some 710 employees, two production sites and a research centre spanning 1,000 m<sup>2</sup> (10,800 ft<sup>2</sup>) in northern France, a production site in southern France and four sites abroad (Italy, Turkey, Argentina and Brazil), Laboratoires Anios manufactures 150,000 bottles a day in France and supplies 12,000 business customers.

[www.anios.fr](http://www.anios.fr)

## LIST OF INVOLVED PARTIES

**Laboratoires Anios:** Bertrand Letartre, Thierry Letartre, Nicolas Severyns, Virginie Meleux-Dumortier

**Ardian:** Philippe Poletti, Thibault Basquin, Alexandre Vannelle, Alexis Manet

**Legal:**

- Weil Gotshal & Manges (David Akin, Jean-Baptiste Cornic, Romain Ferla)
- EY Société d'Avocats (Lionel Benant, Jean-Christophe Sabourin, Julie André)
- Latham & Watkins (Xavier Farde)

**Seller Due-diligence:** EY Transaction Advisory Services (Gratien de Pontville, Stéphane Seguin)

**M&A:** Oddo Corporate Finance (Frédéric de Villèle)

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