

Walter France and Simon Associés, private equity experts, at the 2019 IPEM fair

Walter France, one of the top French and international networks providing advice to support entrepreneurs and the law firm Simon Associés will be present at the 2019 IPEM Private Equity fair at the Palais des Festivals in Cannes from 22 to 24 January 2019.

For the fourth consecutive year, partners from Walter France, Allinial Global and the law firm Simon Associés will present their skills, that now put them as key players in this market for the 1,800 capital investment professionals expected this year in Cannes.

> The international gathering of the “unlisted” world

IPEM comprises the careers and players recognised in the unlisted sector that make the takeover or development of businesses possible: investors, fund managers, advisors... This year, a full programme has been designed in order to attract the directors of SMEs and mid-cap companies, for which strategy and finance experts as well as attorneys are often the first advisors.

> The financing of growth projects, key factor of businesses’ success

Alvest, Fives, Ortec, Sebia or Ceva... these names are not famous and yet they are large mid-cap companies whose turnover ranges between 350 million and 2 billion euros. They are French, world leaders in their technological niches with a high added value. They are private and unlisted, which explains their discretion. Their common characteristic: they were acquired through LBOs designed by private equity.

Within the SME environment, these private equity funds specialise in innovation funds, development funds or buyout funds and there are many of them on the market. They can help families with their transfer to other investors, with a capital contribution and a properly calculated debt in the spirit of development. They can also facilitate the change of scale of an SME and maybe even help it to conquer the world.

The financing of businesses’ growth projects requires specialised support by experts with experience on this topic that will allow them to secure and optimise their investments and the use of funds. The combination of financial and legal skills guarantees to them the implementation of the most suitable and efficient strategies.

> Synergy of skills in private equity

Walter France operates on all capital investment operations: financial valuations, audits, fundraising, due diligence, business plans, risk analysis, capital support to innovative businesses, search for targets, support in the negotiation and investment strategy... This member network of an international association provides multidisciplinary teams around the world that thus allow to handle missions entrusted to them with the same quality assurance and information reliability, irrespective of the legal frameworks and cultures.

Simon Associés, which is among the 30 top purely French firms, is involved in legal security of these operations with the help of dedicated teams in Paris and in the territories, that are trained according to common organisation, reflexion, drafting and follow-up methods in project mode with the concern of a fair price combined with value creation.

> Two major players in France and internationally

Walter France, member of Allinial Global, a global association of independent accounting, audit and advisory firms is positioned on the private equity market with experts in the field.

Simon Associés is a law firm present in sixteen cities in metropolitan France and overseas French territories. Internationally, the law firm relies on an organised network based on transnational alliances in 50 countries, including China and the United States. Simon Associés operates in the main fields of corporate law, notably

mergers and acquisitions, financing, LBOs, transfers of businesses, post-acquisitions. Simon Associés advises several investment funds and companies. A specific service offering is dedicated to them.

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Walter France in a few figures

- a network with a federal structure of 75 offices in France, including the Overseas departments (Guadeloupe and Réunion)
- Creation date: 1974
- 110 partners and 1,050 associates
- a registered office located in Paris with a permanent team
- turnover: 95 million euros

Walter France is a member of Allinial Global International

- 183 firms
- 538 offices
- 66 countries
- 22,400 associates and partners
- turnover: 3.24 billion US dollars

SIMON ASSOCIÉS

- Simon Associés: 75 attorneys in Paris, Lyon, Nantes, Montpellier, Fort de France. www.simonassociés.com
- Simon Avocats: a network of 150 attorneys located in Paris, Bordeaux, Caen, Chambéry, Clermont Ferrand, Fort de France, Grenoble, Le Havre, Lyon, Marseille, Montpellier, Nantes, Poitiers, Rouen, Saint Etienne, Strasbourg, Toulouse, www.simonavocats.com
- Simon International: an international network organised in 50 countries via transnational alliances: www.simoninternational.org