
Caen, 31 January 2022

Turenne Santé, supported by BNP Paribas Développement, becomes a minority shareholder in the capital of H.A.C.Pharma to support the company in its growth and strengthen the product portfolio

Turenne Santé, the Turenne Groupe Healthcare team, via the FPCI (professional private equity investment fund) Capital Santé 2, as lead manager, and BNP Paribas Développement, take a minority stake in the capital of H.A.C.Pharma, a specialty pharmaceutical laboratory. This operation opening up the capital is part of a new stage of development for the company, which wishes to continue the launch of new drugs and accelerate the expansion of its product portfolio.

Founded in 2007 by Philippe Bissay and Pascal Sery, H.A.C.Pharma, a specialty pharmaceutical laboratory, offers patients a diversified portfolio of essential drugs, orphan drugs and life-saving treatments developed in close collaboration with public and private partners. The group has fifteen specialty drugs in eight different therapeutic areas covering in particular endocrinology, neuropsychiatry, immunology and haematology. This year, the laboratory will launch a new range to meet the needs of patients with epilepsy.

H.A.C.Pharma is recognised for supporting patients in the diagnosis and understanding of their disease, their treatment and their medication compliance. To do this, the laboratory develops new formulations and compliance tools, manages the supply of its product portfolio, promotes the proper use of the drug and takes care of pharmacovigilance monitoring. H.A.C.Pharma also has a network of distributors in various European countries for some of its key drugs.

Positioned in a dynamic sector undergoing significant change, H.A.C.Pharma is entering a new stage in its development by bringing in Turenne Santé and BNPP Développement as minority shareholders alongside Philippe Bissay, who remains the majority shareholder. The objective is to continue to expand the company's product range both through portfolio buyouts and through external growth.

Through this minority investment, the FPCI Capital Santé 2 is carrying out its seventh operation in less than three years. As a reminder, Capital Santé 2, a €185M+ fund, whose strategy is to support the growth and address the capital reorganization of profitable French SMEs and mid-cap companies in the healthcare sector and their suppliers.

Philippe Bissay, Chief Executive Officer of H.A.C.Pharma, explains: *“BNP has been by our side since the creation of H.A.C.Pharma and we share with the Turenne team a common vision of our business dedicated to serving healthcare professionals and patients. The arrival of BNP and Turenne is the opportunity for all of our employees to develop our organisation while remaining faithful to our values and capitalising on the talent of our teams. It is a new stage in the history of H.A.C.Pharma with a strong desire to acquire new molecules and develop our portfolio by creating synergies with our current specialties.”*

Mounia Chaoui and Paul Chamoulaud, Turenne Santé, indicate: *“We are delighted to be able to support H.A.C.Pharma in its next stage of development. We have been talking for a long time with*

Philippe Bissay, who has placed his trust in us to pursue, alongside him, the Group's strategy of developing drugs that best meet the needs of patients. It is on the basis of these solid fundamentals that H.A.C.Pharma has been able to establish its excellent reputation. ”

Frédéric Connault, BNP PARIBAS Développement, specifies: *“We are proud to support, alongside Turenne Santé, H.A.C.Pharma in its ambitious and responsible development project led by an experienced and enterprising management team. ”*

PARTICIPANTS

Investors	Philippe Bissay and the management team Turenne Santé – Mounia Chaoui, Paul Chamoulaud, Sophie Canetos BNP Paribas Développement – Frédéric Connault, Malo Mercy
Advisory and legal audit	Jeantet – Thierry Brun, Maxime Brotz, Maria Plakci, Pak-Hang Li BNP Paribas Développement – Anne De Sousa
Advisory and financial audit	Repère – Julien Trelhu
Advisory and strategic audit	Cepton – Marc-Olivier Bevierre, Maxime Bourdon, Maxime Crabé, Jean-Baptiste Boyssou
Sellers' M&A advisory	Rothschild – Elena Coluccelli, Edouard Lancksweirt, Paul Gabalda
Sellers' financing advisory	Rothschild – Pierre Pessans-Goyheneix
Advisory and Sellers' legal due diligence	Dentons – Pascal Chadenet, Julien Le Guyader, Cecile Bayle, David Levy, Alice Evrard, Emeline Beria Mapote, Camille Michaud
Sellers' Financial due diligence	EY – Damien Moron, Maxime Very, Hugo Marel
Sellers' Strategic due diligence	EY – Frédéric Thomas, Camille Pedegaye
Banks	BNP Paribas – Guillaume Chesnel, Claire Fruchet, Florent Becquart, Sylvain Ollivier, François Patanchon, Clément Saussereau Caisse d'Épargne Normandie – Nathalie Guaquiere, Nicolas Charles, Fabrice Adam Arkéa Banque Entreprises et Institutionnels – Agnès Goossens, Matthieu Duval, Joaquin Barata

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ABOUT H.A.C.PHARMA

H.A.C.Pharma is a pharmaceutical laboratory within the meaning of the public health code. Since 2007, the company has built up a portfolio of pharmaceutical specialties, the availability of which it ensures in France but also for certain molecules in Europe. A recognised partner of the hospital sector, H.A.C.Pharma provides therapeutic solutions adapted to the needs of patients and the expectations of healthcare professionals. H.A.C.Pharma strives to achieve this goal by maintaining the availability on the market of essential and tried-and-tested medicines.

<https://www.hacpharma.com/fr/>

ABOUT TURENNE GROUP

With over €280M under management, including over €185M for the FPCI Capital Santé 2, Turenne Santé supports Healthcare companies in their growth and capital reorganization.

Turenne Groupe, one of the leaders in capital investment in France, has been supporting entrepreneurs with their innovative projects, from the development to the transfer of their companies, for over 20 years. As an independent operator, the group manages over 1.4 billion euros. Its teams, comprising 70 professionals, including 54 investors, based in Paris, Lille (Nord Capital Partenaires), Lyon, Bordeaux, Marseille, Nice and Metz, support 230 business leaders, in particular in the healthcare, hospitality, innovation, BtoB services, digital and impact sectors.

As a dedicated investor, Turenne Group actively supports the companies in its portfolio in their CSR efforts. As a responsible company, it finances and operates the Fondation Béatrice Denys pour l'Innovation Thérapeutique which rewards the most accomplished projects in French academic medical research with the purpose of creating a company, and supports the Association Banlieue Sans Frontières en Action (BSFA), the purpose of which is to improve the living conditions of the people living in the suburbs through vocational integration.

www.turennecapital.com

ABOUT BNP PARIBAS DEVELOPPEMENT

BNP Paribas Développement, an independent subsidiary of the international banking group BNP Paribas, is a public limited company that has invested its own funds directly for more than 30 years as a minority shareholder to support the development of high-performance SMEs and mid-cap companies and ensure their sustainability by facilitating their transfer. Beyond the financial means made available to the company to ensure it has stable resources, the purpose of BNP Paribas Développement is to support the management team over the long term in the realisation of its medium-term strategic projects. Our minority positioning ensures our partners appropriate governance without interference in day-to-day management, while benefiting from the strength of a recognised group and the experience of a partner with a portfolio of more than 400 diversified holdings representing more than of €1,300M invested.