





10 years already!

When I founded Financière Cambon ten years ago, I really did not think that its rise would be so rapid. In early 2004, the market was still reeling, having barely emerged from a cataclysmic crisis that was particularly brutal on my specialty, growth stocks. Between 2000 and 2003, the stock market lost more than 70% of its total value, entrepreneurs were in mourning, and the term Internet had become taboo. In a word, this was the worst crisis that any generation could experience.

Hardly anything about this situation made the creation of an investment bank dedicated to growth companies seeking expansion seem like a good idea. But not knowing how to do other kinds of business (a genuine vocation!) and being obsessed with maintaining my independence, I took the plunge. I was fully convinced that the needs of the entrepreneur were becoming more sophisticated and that the traditional investment banks were not doing a good job of addressing them. Our founding principles have not changed: specialization (a condition sine qua non for knowing how to make the most of the material entrusted to us), technical expertise, seniority, immersion alongside the CEO, and total loyalty throughout the selling process. Armed with an energy that entrepreneurs are very familiar with, I went for it.

Ten years later, the result is something I am very proud of: a solid and loyal team of 15 professionals, offices in Paris and London, a consistent spot at the top of the league tables every year, strong sector expertise, and a work ethic and reputation recognized by the market. The statistics surpass our expectations. We have done 110 deals in a decade, our conversion rate is above 75%, we have closed transactions in more than ten countries, we have received more than 500 offers from investors and business acquirers from around the world, and our counterparties are prestigious (Orange, Publicis, Expedia, Accel Partners, Sagard, etc.). We have covered every possible kind of deal, from raising venture capital to growth equity and cash-outs, not to mention OBOs, LBOs, sales, takeovers and asset deals. In fact, we provoked the first public offer on Alternext in 2006, did the first hostile takeover on an SSII and completed the first Internet-related LBO in France.

Our playing field has evolved considerably over the period, resulting in even more opportunities for our clients and hence for us. In the past decade, the small/midcap private equity population has increased tenfold, the growth equity segment has appeared on the scene, and the banks, having finally understood these companies with a high degree of goodwill, have begun to support buy-out deals. Today, growth companies constitute a genuine industry in their own right, with a multitude of players and their own ecosystem and practices. More than ever, this development justifies the existence of specialized advisors whose knowledge of their subject matter is perfect.

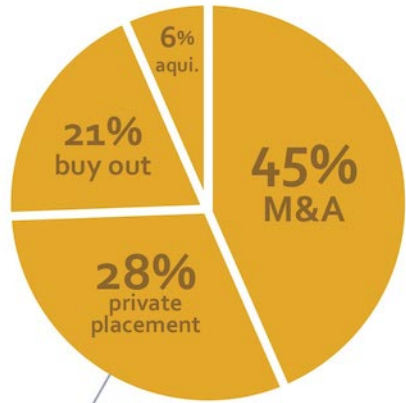
Daily exposure to the CEO, whose assets are on the line with every deal, creates a challenging environment that constantly pushes us forward and compels us to innovate. As a result, the level of service we offer has become richer as the market's structure has taken shape, making us a contributor to market practices and helping us to constantly anticipate the expectations of our clients. Our global network has also developed, enabling us to offer an exhaustive level of intermediation.

The engagement of our team over the past decade has been total. The virtuous spiral is in place at Financière Cambon, enabling us to attract and promote ever more quality deals. So we are very optimistic with respect to the new cycle that is just beginning. The markets we cover are teeming with opportunities. The propagation of technologies and digital solutions within certain industries—like travel, retail, insurance, and communications—gives us the impression that we enjoy a bottomless cornucopia.

It's up to us to continue to attract good business and good entrepreneurs, those whose efforts are pulling the rest of the economy upward and who make us want to outdo ourselves.

David Salabi
Founding Partner

 FinancièreCambon



transactions in
10 pays

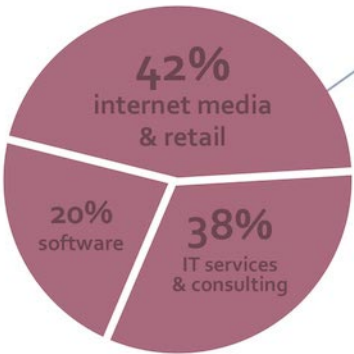
top 3
M&A Tech
in France

top 10
M&A Midcaps
in France

ecosystem of
4000
corporates

ecosystem of
500
investors

1/3
of deals
are cross-border



110
deals



Testimonials



I have enormous respect for the highly professional work done by Financière Cambon. They want to satisfy the buyer as much as the seller and always look for the balanced deal. They have an extensive and high quality network. FC is a very good source of opportunities and I will always consider the deals they bring my way.

Harry Nelis
Partner, Accel Partners



The bankers at Financière Cambon know market practices inside out. They know how to support and coordinate all of the various individual interests. Their deals are balanced and they immediately get to the gist of things. Very personable, very humble, they rapidly establish a climate of trust and make sure that the exchange of information between buyers and sellers remains fluid.

Stéphane Estryn
Head of M&A at Publicis



Financière Cambon's intermediate size – neither too big nor too small – helps it support entrepreneurs with strong growth potential. The partners know the French market and also the international one—the US and the UK in particular. They have a vast network that allows their clients to identify the right partners.

Very close to their clients, these bankers have an entrepreneurial vision and message. Above and beyond excellence in the area of financial analysis, their business plans include a serious marketing dimension. Maybe the next step for FC will be to strengthen its global business model with the addition of an office on the West Coast of the US.

Jean-Pierre Nadir
Founder of Easyvoyage

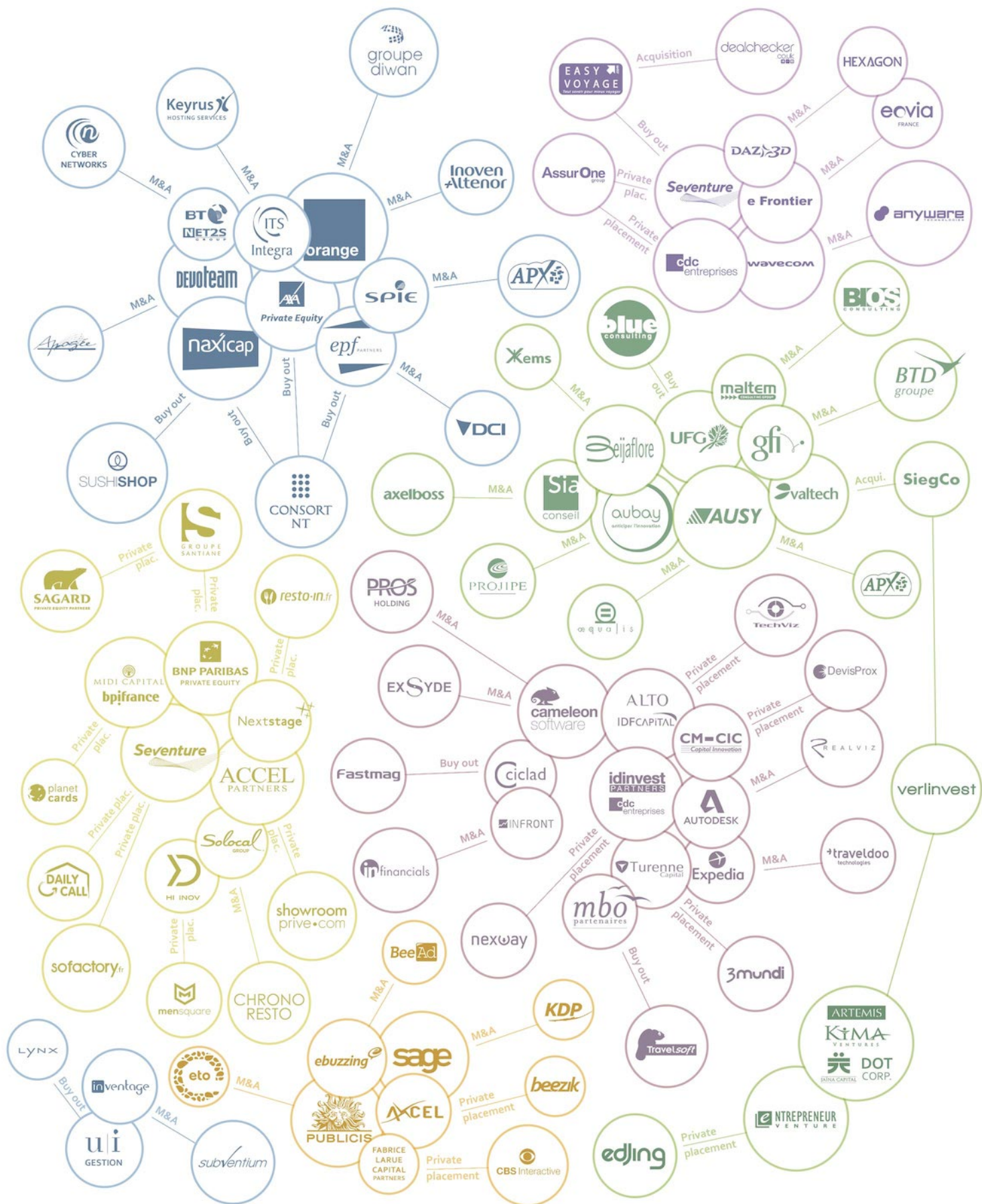


Financière Cambon's no-nonsense professionalism from the outset has won it a central place in today's growth stock market. Indisputably, they are the best bankers when it comes to digital deals involving small to medium-size companies and mid-market firms, and their perfect knowledge of this sector makes them pivotal players.

They successfully targeted this market and understood the need to treat this segment differently than larger firms, while also demonstrating the kind of technical acumen and agility on actual deals that places them on equal footing with the biggest and best investment banks in the market.

It is obvious that Financière Cambon will continue to grow in a context that will also continue to get bigger, provided that they cultivate their difference, that they refrain from trying to get to bigger deals no matter what the cost and/or try to be all things to all people through excessive diversification.

Guy Mamou Mani
Co-founder of Open and President of Syntec Numérique



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