

## **FCDE sells Didactic to UI Investissement, GENE0 Capital Entrepreneur and its management team**

**// This transaction materializes FCDE's success from three-year of active support, during which tIme Didactic has transformed itself to strengthen its existing positions and further develop its operations in France and abroad.**

**// FCDE hands Didactic over to UI Investissement and GENE0 Capital Entrepreneur, which will sponsor the project led by a strengthened and top-notch management team.**

*Paris, December 10<sup>th</sup>, 2024*

FCDE announces the sale of Didactic to UI Investissement, GENE0 Capital Entrepreneur and the management team led by Frédéric Viguié.

FCDE acquired Didactic in 2021 to support its management in the group's development and transformation into a reference player in infectious risk prevention. Following an outstanding management of the particular business conditions resulting from the Covid-19 crisis, the group has considerably strengthened its market positions and continued to enhance its product and service offerings. FCDE has supported Frédéric Viguié and his team in the strengthening of the group's organisation and the completion of transformative projects, including an investment in the new headquarters with augmented logistic and operational means, as well as in new industrial capacities, including the relocation of the production of perfusers to France, with a perspective of reinforcing industrial sovereignty and securing supply chain for products critical to the French and European healthcare organizations.

Furthermore, Didactic consolidated its position as a key player in the infection control by bolstering its presence in the highly dynamic market of hygiene for dependent patients through the acquisition of Hygie, a pioneering player in the management of biological fluids, based in Canada. In addition to establishing a presence in North America, this acquisition also illustrates the rapid international expansion of the group over the period, which now generates c.16% of its sales outside of France in over 30 countries.

Didactic is today a reference player in the prevention of infectious risks in public and private healthcare establishments, recognized by its customers for its differentiating positioning thanks to its high level of expertise and product quality, as well as its unique operational excellence in service.

Didactic has delivered a sustained growth over the past years, generating sales of c.€70 million in 2024 and employing over 130 people worldwide. The group is now structured to pursue this growth momentum, notably through the internationalization of its business and the development of new product offerings. In the past three years, Didactic has reinforced its capacity to integrate add-on acquisitions and has built up a strong pipeline of targets for which bilateral or exclusive discussions are already underway.

Didactic's social and environmental awareness is anchored in its corporate culture and, hand in hand with FCDE, the group combined this business growth with the structuring of its ESG approach to support its CSR performance for the years to come.

With the support of its new shareholders, Didactic is now ideally positioned to deliver an ambitious external growth strategy and become the European leader in infectious risk prevention.

**Frédéric Viguié - President of Didactic - comments:** *"This transaction crowns the intensive work carried out to successfully structure and develop the group over the last few years, in line with our corporate project and values. I am delighted to have worked hand in hand with FCDE during this critical period, and I am proud of the work accomplished by Didactic's and Hygie's team. We intend to pursue our development through both organic growth and acquisitions, in order to offer ever greater support to patients and healthcare professionals in their day-to-day management of the challenges of infectious risk prevention".*

**Brice Carlot and Julien Di Marco – Partners and Members of Executive Board at FCDE – declare :** *“We are proud to have partnered with Frédéric Viguié and his team through this phase of transformation, structuring and growth. The management team has demonstrated its ability to complete numerous projects simultaneously, whilst delivering a strong operational and financial performance, and actively preparing for external growth in the years to come. We are convinced that, with the support of its new shareholders, Didactic's management team will deliver an ambitious strategy that will create value for the group, its teams and its partners in the healthcare system”.*

#### **About Didactic**

For over fifty years, Didactic has been specialising in the development, production, sterilisation and supply of single-use medical devices, focused the protection requirements of medical and nursing professionals as well as patients' hygiene and comfort.

<https://didactic.care/>

#### **About FCDE**

FCDE is a French private equity firm that supports the development and transformation of SMEs with a strong growth potential. Based on a responsible investment approach, FCDE provides human and financial resources to help management teams drive sustainable operational improvement and long-term value creation. FCDE has supported more than 30 entrepreneurial journeys in taking a step in their development by implementing transformative strategies and driving change.

[www.fonds-fcde.fr](http://www.fonds-fcde.fr)

#### **Transaction participants**

- **Seller:** FCDE (Brice Carlot, Julien Di Marco, Clémence Dhombres, Quentin Armengaud)
- **Sell-Side M&A Adviser:** Cambon Partners (Nicolas Saint-Pierre, Maxime Wuthrich, Alain Boulet-Gercourt, Yahia Sarif, Arthur Coppin, Juliette Albrand)
- **Sell-Side Financial Due Diligence:** KPMG (Bertrand Thouvenel, Mouna Mghazli, Amaury Mandrile)
- **Sell-Side Strategic and Operational Due diligence:** Indefi (Julien Berger, Gabriel Rotily, Adam Laissaoui, Arthur Coppin, Ali Hayek)
- **Sell-Side Sustainability Due Diligence:** Indefi (Emmanuel Parmentier, Charlotte Salmon, Claire Lucron, Pranav Agarwal, Léo Luniewski)
- **Sell-Side Legal Adviser:** Gramond & Associés (Xavier Gramond, Corinne Cousseau, Christelle Le Naour, Elie Souffan)
  
- **Managers:** Frédéric Viguié, Rabah Rafa, Pierre Gengembre, Eric Tanguay, Benoît Devaux, Anne Lebourdais, Guillaume Cantel, Romain Lelièvre, Pascal Jean, Jean-Baptiste Robillard, Sébastien Cardinaux
- **Partner:** Laurent Helewa
- **Managers Financial and Legal Adviser:** Mayer Brown (Vincenzo Feldmann, Paul Granger, Christopher Lalloz, Oriane Fabre), FS Consulting (Fabien Sultan)
- **Financing Adviser:** Cambon Partners (Laurent Neubauer)
  
- **Buyers:** UI Investissement (Stéphanie Pépineau, Olivier Jarrousse, François Gressant, Louis Champion, Paul Bernage), GENE0 Capital Entrepreneur (Stéphanie Kordonian, Marc Dupuy, Louis Charrier, Antoine Riley), Bpifrance (Nicolas Dardenne), MACSF (Sébastien Couvet)
- **Buy-Side Financial Due Diligence:** Exelmans (Stéphane Dahan, Benjamin Legal)
- **Buy-Side Legal, Tax and Labor Due Diligence:** Sekri Valentin Zerrouk (Brian Martin, Jean-Guillaume Pechdo, Julie Richard)
- **Buy-Side Legal and Tax Structuring Adviser:** De Pardieu Brocas Maffei AARPI (Cédric Chanas, Mathieu Retiveau, Priscilla Van Den Perre, Mickael AMMAR), Sekri Valentin Zerrouk (Pierre-Emmanuel Chevalier, Natacha Baratier, Enora Floury)
- **Buy-Side Financing Legal Adviser:** Mayer Brown (Maud Bischoff, Constance Bouchet)
- **Buy-Side Financing Adviser:** Degroof Petercam Finance (Aymeric de Pontevès, Samuel Benarosch)