

PRESS RELEASE

Paris, January 21st, 2019

21 Invest France acquires ProductLife Group

The management team has also invested significantly in the operation, completed on January 18th, 2019.

ProductLife Group is an expert in **regulatory affairs outsourced management** and **pharmacovigilance** for the Healthcare and Life Sciences industries and more specifically for pharmaceutical laboratories. The group, created 25 years ago, benefits today from a solid and diversified base of **more than 300 clients**, of which 36 are in the World Top 50. It offers its services in more than **100 countries**, notably through Global Outsourcing contracts.

ProductLife Group reaches c. **€M 25 in sales** with strong profitability. Thanks to its clients' trust and double-digit growth, company revenue is expected to double over the next years.

21 Invest is a European investment firm managing more than **€Bn 1** on behalf of international investors, mainly institutional. Over the last 27 years, the group has completed **over 100 investments** supporting companies in their transformation and development project, alongside their management teams. This deal is the second of the new Fund raised by the French team.

In order to meet its market expectations and with the support of 21 Invest France, ProductLife Group intends to further broaden its international coverage and accelerate its development through a strategy based on external growth, innovation and the launch of new service offers for related markets such as medical equipment.

Pierre Cuny, Executive Chairman of ProductLife Group declares: « *We are happy to count on the support of a new reference shareholder as prestigious as 21 Invest. We trust it will actively support the group's ambitious development plan to serve its customers. We would like to thank our historical shareholders for their invaluable support, unfailing trust and total loyalty over these last years. It's a new momentum and a new era for ProductLife to better respond to the needs and requirements of its customers.* »

Fabrice Voituron, Partner at 21 Invest France comments: « *ProductLife is ideally positioned in a booming market. We are delighted to accompany the team in the realization of its project combining resilience, strong growth and acquisition opportunities allowing ProductLife to reveal its full potential and become an undisputed leader on its market.* »

Marc Lebrun, Associate Director at Adviso Partners adds: « *We were very pleased to advise the shareholders of ProductLife Group in this operation which enables to refocus the Group's shareholding around the management team and its growth project, and also to provide the Group with a reference financial shareholder.* »

List of participants

21 Invest (F. Voituron, H. Jourdan) – **ProductLife Group** (P. Cuny)

Advisors to buyers

Financial due diligence: **KPMG** (A. Bernabeu, I. Donis), strategic due diligence: **Roland Berger** (P. Biecheler, J-L. Taborin, Y. Stetsenko), strategic advisor: **J-P. Milon**, legal advisor: **De Pardieu Brocas Maffei** (J-F. Pourdieu, H. de Fouchier, J. Mas), financing advisor: **De Pardieu Brocas Maffei** (Y. Le Gall, E. Nowakowski)

Advisors to sellers

M&A advisor: **Adviso Partners** (M. Lebrun, E. Valdes, K. Mbuyom), legal advisor: **Villechenon** (G. Roux, T. Segonds, M. Kyuchukov-Roglev) & **RothPartners** (C. Roth, A. Roth), financial advisor: **Grant Thornton** (F. Zeitoun, T. Dartus)

Bank

Banque Populaire Rives de Paris (D. Couderchet, O. Grisard, V. Rojo y Pinto), legal advisor: **Agylis** (F. Milotic, S. Ayad, P. Labrusse)

About ProductLife Group

ProductLife Group is one of the European leaders in global regulatory outsourcing and consulting services for life sciences. Structured on a unique and functional business model of technical platforms and geographical hubs, ProductLife Group offers its customers global support through its subsidiaries and network of certified partners covering more than 100 markets.

About 21 Invest

21 Invest is a European investment firm, investing in mid-market companies based in Italy, France and Poland, through local funds. The Group, created by Alessandro Benetton and Gérard Pluvinet, has completed more than 100 investments in mid-market over the past 27 years.

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