



EDMOND DE ROTHSCHILD CORPORATE FINANCE ADVISES SAGARD AND THE MANAGEMENT OF HEALTHY GROUP ON THE INITIATION OF EXCLUSIVE NEGOTIATIONS WITH ARDIAN GROWTH, THE NEW LEAD SHAREHOLDER OF THE APRIUM PHARMACIE NETWORK

Edmond de Rothschild Corporate Finance is advising the shareholders and management of Healthy Group (Aprium Pharmacie) on the initiation of exclusive negotiations with Ardian Growth, alongside Bpifrance and MACSF, for a majority stake in the capital

Aprium Pharmacie has established itself as the leading dispensary group in France with a unique value proposal for pharmacists in terms of both health and sales. Aprium is an integrated services platform operating in three key areas: (i) health, by supporting pharmacists on changes in their advisory and prevention responsibilities and in patient care journeys, (ii) innovation, with a range of digital tools and services designed to boost the performance of dispensaries, and (iii) the management of dispensary teams, through a range of advice, training and monitoring solutions adapted to the needs of senior pharmacists and their dispensary teams.

Since its creation in 2016, Healthy Group has substantially grown its Aprium Pharmacie network, which now counts over 470 dispensaries located across France, and broadened its range of services, which now includes a school for pharmaceutical assistants, multi-channel tools and a category strategy. This growth has been driven by a solid and seasoned managerial team working alongside Emmanuel Schoffler, CEO of Healthy Group, and Aprium partner pharmacists in the regions. The Group's comprehensive service range, decision-making structure involving pharmacists and business-line experts, and the launch of the own brand "Laboratoire Aprium" have served as key growth drivers, having contributed to the construction of a strong brand identity recognised across the board by senior pharmacists, their patients, and health sector professionals.

Alongside the management teams, Bpifrance and MACSF, the Ardian Growth team aims to step up the growth momentum of the dispensary network by providing Healthy Group with the resources to pursue its goals of excellence and innovation, while ensuring that pharmacists and their patients remain a central priority. It will do so by extensively developing the service and advisory offering, extending the range of digital tools and training, and continuing to expand the

own brand. With this new phase, the management and the Growth team also aim to implement a proactive external growth strategy and initiate international development.

Berangère Barbe, Partner, Sagard: “Sagard is proud to have supported the founder-pharmacist Michael Sillam in 2016 in the creation of Healthy Group and to have contributed alongside Emmanuel Schoffler and his team to the development of the leading dispensary group in France, Aprium Pharmacie. The management team demonstrated robust resilience and ambition during COVID, a crisis that fully revealed the need for pharmacists to be supported by a player such as Aprium to address their digital and human transformation challenges as well as their new healthcare responsibilities. Aprium Pharmacie grew its revenue by over 18% a year between 2019 and 2023. I am firmly convinced that Healthy Group’s fantastic management teams will, alongside Ardian, MACSF and Bpifrance, continue to serve pharmacists and further boost awareness of the Aprium brand.”

Emmanuel Schoffler, CEO, Healthy Group: “From our very first meeting, I saw Ardian Growth and its partners Bpifrance and MACSF as the ideal future partner for growing Healthy Group and boosting its innovative abilities and the relevance of its value proposal for Aprium pharmacists and their patients. The ‘growth’ focus of Alexis and Romain, their consummate understanding of pharmacist’s needs, as well as their health and build-up expertise, were key motivations in our desire to step up our discussions. And we have extremely high standards on the quality of our lead shareholder, as illustrated by seven years of support from the Sagard team, combining talent, loyalty and close relations, as part of an extraordinary project.”

By supporting the shareholders of Healthy Group, Edmond de Rothschild Corporate Finance is confirming its expertise in the health sector, particularly in the dispensary segment, in which the bank has notably supported leading players such as Médiprix and Hygie31 (Lafayette pharmacies).

PARTIES TO THE TRANSACTION

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ABOUT THE EDMOND DE ROTHSCHILD GROUP

As a conviction-driven investment house founded upon the belief that wealth should be used to build the world of tomorrow, Edmond de Rothschild specialises in Private Banking and Asset Management and serves an international clientele of families, entrepreneurs and institutional investors. The group is also active in Corporate Finance, Private Equity, Real Estate and Fund Services.

With a resolutely family-run nature, Edmond de Rothschild has the independence necessary to propose bold strategies and long-term investments, rooted in the real economy.

Founded in 1953, the Group had more than CHF 160 billion in assets under management at the end of December 2022, 2,500 employees, and 30 locations worldwide.

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