



EDMOND DE ROTHSCHILD CORPORATE FINANCE ADVISES VERTO, CAPITAL CROISSANCE AND THE MANAGEMENT OF BIOBANK AS PART OF THE INITIATION OF EXCLUSIVE NEGOTIATIONS WITH IK PARTNERS

Edmond de Rothschild Corporate Finance is advising the shareholders and management of BIOBank on the acquisition of a majority stake by IK Partners

A LEADER IN THE PREPARATION AND DISTRIBUTION OF BONE ALLOGRAFTS FOR SPINE, ORTHOPAEDIC, DENTAL AND CRANIO- MAXILLOFACIAL SURGERY

BIOBank, founded in 1999 and based in Lieusaint, France, is a top-tier human tissue bank specialising in the preparation and distribution of bone allografts for spine, orthopaedic, dental and cranio-maxillofacial surgery. Harvested from the tissue of another individual, bone allografts are used to repair and replace damaged or diseased bone tissue to provide a scaffold for the growth of new tissue. BIOBank is one of just three private tissue banks in France treating bone tissue to have been approved by the French national agency for the safety of medicinal products, ANSM. As a result, the company has an over 50% share of the French market in a fast-growing sector.

BIOBank boasts an extensive product portfolio and the ability to supply bone allografts in several countries, lending it a unique position in the market. The company's strong status is further underpinned by the development and use of Supercrit®, a high-performance proprietary industrial process that harnesses the properties of supercritical CO₂, a non-toxic fluid that helps to preserve the structure and mineral characteristics of bones.

With a 50-strong workforce, BIOBank has 1,700 clients in France and works in eight international markets, both directly, through its own distributor in Switzerland, and indirectly, through a network of third-party distributors in other regions. The company works across the entire value chain, from the collection of bone tissue from over 160 partner health institutions to the processing and distribution of allografts.

Under the current management and with the support of Verto and Capital Croissance, BIOBank has grown substantially. In partnership with IK and with the ongoing support of its existing sponsors, the company aims to continue winning market share in France by strengthening its distribution network and developing new products. It is also looking to step up its international expansion and make further headway on its external growth strategy.

Commenting, **Alexandre Tepas, Chairman and CEO of BIOBank**, said: *“We are eager to join forces with IK alongside our existing investor base. The emphasis they place on the expansion of the international platform and their recognised experience in the European health sector will be essential to the continuation of our growth as we seek to win new markets and develop new products. We would like to thank Verto and Capital Croissance for their invaluable support and we are eager to begin this new chapter.”*

Morgane Bouhenic, IK partner and IK SC III fund advisor, said: *“Alexandre and the BIOBank team have made the company a leading player in the French bone allograft market. We are firmly convinced that with the right acquisition targets and continuous product innovation, BIOBank can successfully strengthen its leadership in France, expand into other markets and continue to deliver favourable results for patients in need of critical surgery.”*

Antoine Dary, Verto partner, said: *“We would like to congratulate Patrick Joucla and Alexandre Tepas and their team for this fascinating new chapter for BIOBank, the result of a growth and innovation strategy rolled out successfully over the last five years. It has been a pleasure to work with them and we are convinced that the company is powerfully positioned to pursue its ambitious growth plan in France and internationally. We are delighted by the prospect of continuing this partnership and welcoming IK as an investor.”*

Julie Masson, Capital Croissance partner, said: *“The ten years spent supporting the BIOBank team have been incredibly gratifying and served to establish the company as the main player in bone allograft treatment in France. We are delighted to continue supporting BIOBank in this structuring phase in its development alongside its new investor, IK.”*

By supporting the shareholders of BIOBank, Edmond de Rothschild Corporate Finance is confirming its expertise in the health sector, particularly in niche markets (the bank having previously supported leading players such as Delbert Pharma, IMMR and SERB).

PARTIES TO THE TRANSACTION

EDMOND DE ROTHSCHILD CF: Arnaud Petit, Anastasia Saldi, Emeric Masurel, Marjolaine Devilliers

EDMOND DE ROTHSCHILD CF (Financing): Paul Assaël, Laurent Neubauer

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 163 billion in assets under management at the end of December 2023, 2,600 employees, and 28 locations worldwide.

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