



1. General presentation

- ⊙ Roux Capital is a Paris-based independent execution-driven advisor exclusively focused on Private Equity primary and secondary assignments in Europe. We cover all types of funds in buyouts, growth, venture capital, mezzanine, private debt, infrastructure, real assets, real estate, secondaries.
- ⊙ In our Primary assignments, we act as placement agent for a select number of funds seeking to deepen their investor relationships. In our Secondary assignments, we manage secondary transactions for investors requiring liquidity for their limited partnership interests.
- ⊙ Roux Capital is registered in France as *Conseil en Investissements Financiers* (Financial Investment Adviser) under *ORIAS* number 13000599 on the national *Registre Unique des Intermédiaires en Assurance, Banque et Finance* and is a valid member of *ANACOFI-CIF*, regulated by *Autorité des Marchés Financiers*. This allows us to fully market AIFMD compliant Private Equity funds to professional investors in all European jurisdictions without restriction. We can also recommend turnkey AIFMD compliant solutions if necessary.

2. Fund placement

- ⊙ We believe best-in-class fund managers should expand their investors base through placement agents known for their strong local presence and focus on mid-sized institutions and family offices.

2.1 Market coverage

- ⊙ We have developed an extensive global network of the most active Private Equity investors in Europe and maintain close relationships with public and private pension funds, insurance companies, wealth managers, family offices, corporate investors, funds of funds and banks.
- ⊙ We focus on a limited number of highly visible assignments. This allows us to maintain valuable dialogues at the right decision levels within the investment community.

⊙ Our granular approach and local presence set us apart. We can leverage our network selectively to help top-performing fund managers raise their next fund more efficiently. We possess the appropriate ground level market intelligence and operating flexibility to do so.

2.2 Mission scope

⊙ We enable our clients to monitor and influence all aspects of their fundraising process through bespoke reporting and constantly open line of communication.

Mission scope :

- ⊙ Pre-qualify investors
- ⊙ Make introductions, organize meetings
- ⊙ Report investor feedback
- ⊙ Organize information exchange
- ⊙ Enable prompt closing
- ⊙ Produce fundraising reports

3. Profile

⊙ We bring a valuable combination of Mergers & Acquisitions and Private Equity know-how to the fundraisings and secondary transfers we advise.

3.1 Experience

⊙ François Roux has successfully executed several significant primary and secondary assignments with high profile European funds and investors since he created Roux Capital 14 years ago.

⊙ Prior to creating his own firm, he was a Partner at SG Private Equity for 8 years where he co-managed a €150m growth capital fund and participated in the launch of the bank's Fund of Funds activity. He previously served in M&A at Societe Generale for 7 years and has other work experience in M&A at NM Rothschild & Sons and Sales & Marketing at Digital Equipment Corporation.

3.2 Education

⊙ François has an MBA from The Wharton School, University of Pennsylvania, where he acted as a Teaching Assistant in International Finance, and a BS from Northeastern University, where he graduated Magna Cum Laude. He speaks French and English.



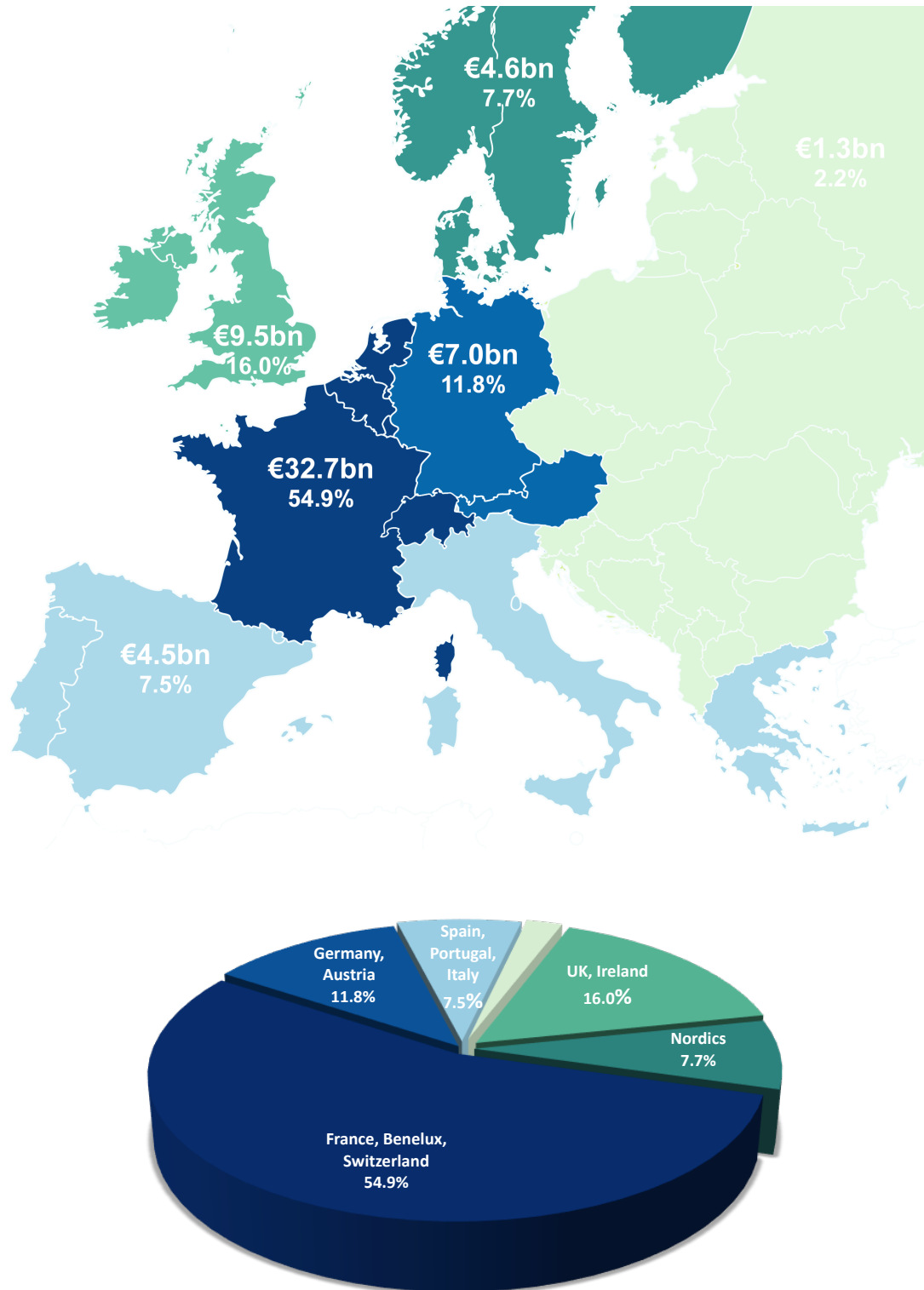
4. Investors mapping

⊙ In 2019, total fundraising for European funds from LPs worldwide reached €109bn, narrowly ahead of 2018's figure and the highest level of the decade for Europe. The number of funds raising new capital remained broadly stable at 578. Total fundraising for European funds from European LPs amounted to €59.5bn, of which 95.7% (€50.7bn) were geographically traceable.

⊙ In 2019, **France, Benelux and Switzerland** together provided **54.9%** (€32.7bn) of European LP money to European GPs. In comparison, UK & Ireland contributed only 16.0% (€9.5bn), followed by Germany & Austria at 11.8% (€7.0bn) and the Nordics at 7.7% (€4.6bn).

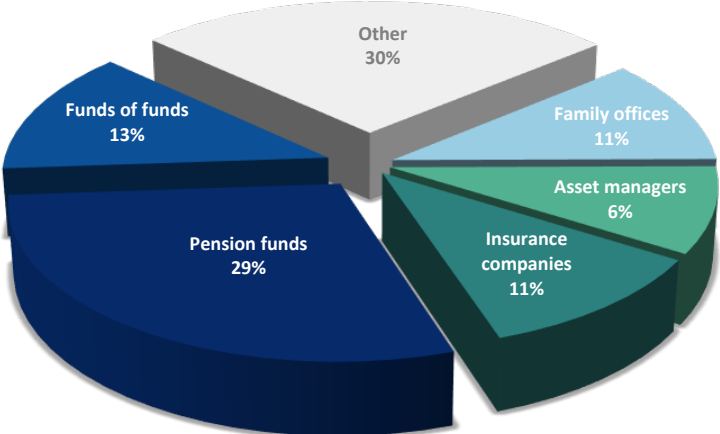
⊙ Roux Capital's 14-year presence in Continental Europe grants it immediate access to both the **largest source of private equity capital** and the largest LP community in Europe: mainly **France, Benelux and Switzerland**.

Sources of funds from European LPs in European GPs - Private Equity – 2019



Source: Invest Europe, Roux Capital

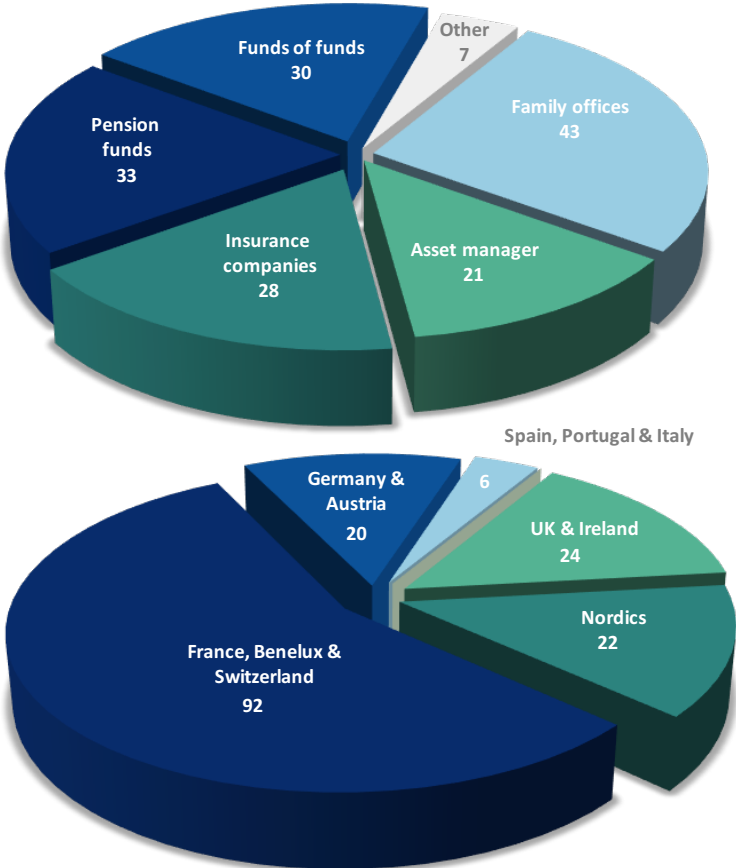
⦿ **Pension funds** had the largest contribution with 29%, followed by funds of funds (13%), family offices (11%), insurance companies (11%) and asset managers (6%).



Source: Invest Europe, Roux Capital

⦿ Roux Capital’s target LP population is mainly composed of **mid-sized institutions (private pension funds, insurance companies and mutual societies) and family offices**. Their distribution by geography and investor type replicates European fundraising statistics.

Roux Capital’s Target Private Equity LPs (number)



Figures above only include mid-sized investors (Roux Capital’s target LPs)

5. Contacts



Roux Capital

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