

Operation News – June 2015



Indicia Production welcomes investment from Amundi Private Equity Funds

Indicia Production, a Contract Manufacturing Organization (CMO) specialized in the formulation and production of sterile liquid media (involving aseptic filling and the manufacture of ready-to-use microbiological media) on behalf of its clients, today announces that Amundi Private Equity Funds (Amundi PEF) has acquired a stake in its capital. This minority interest is expected to support Indicia Production in its external growth, in order to increase its production capabilities. The details of the investment are not being disclosed.

Over the last seven years, Indicia Production has doubled its revenue and increased its staff from 30 to 45. The funds raised with Amundi PEF will help to support its expansion, including two acquisitions in France within an 18-month timescale; providing the group with additional production capabilities.

Indicia Production's business activity is based on three product families:

- Ready-to-use microbiology culture environments for a client base; comprising distributors and industry providers of control tests for the pharmaceutical, food processing and cosmetics industries
- Sterile products and reagents for the pharmaceutical and cosmetics industries
- Medical devices

"Amundi PEF's investment in Indicia Production is a major milestone in the history of our company, reflecting our ambition to drive Indicia Production forward through both organic growth and acquisitions," said Stéphane Legastelois, chairman of Indicia Group. "Over the course of the next 18 months, we plan to acquire two companies; this will help us to significantly expand our production capabilities."

"We are delighted to have invested in Indicia, a high value-added niche pharmaceutical manufacturer," said Vinarom Vilaihongs, associate director at Amundi PEF. "We are excited by the prospect of supporting Stéphane Legastelois in his policy of external growth."

Dealmakers:

- For Indicia: Stéphane Legastelois, Marie-Laure Pellotier and Marie-Pierre Varenne
- For Amundi PEF: Vinarom Vilaihongs
- Financial advisers to the company: Clairfield International - Jean-Noël Combasson and Antoine Nouvel
- Legal advisers to the company: Saône-Rhône Société d'Avocats - Jean-François Chronowski
- Legal advisers to Amundi PEF: Lamartine Conseil - Cédric Sapède and Camille Ferrat
- Financial auditors: Odéris - Jean-Albert Bureau and Thomas Corbineau

About Indicia Production

Indicia Production is a CMO specializing in the aseptic filling and sterilizing of liquid products. The company offers a wide range of ready-to-use media for microbiological testing, as well as contract services for the formulation and aseptic filling of liquid media and reagents for the pharmaceutical and cosmetic industries. Indicia's 'microbiology' range is distributed in most European countries by major industry leaders.

Indicia Production is NF EN ISO 9001 and NF EN ISO 13485 certified for microbiological products and sterile liquid medical devices. It also meets the requirements of the GPL (Good Laboratory Practice) conditions for subcontracting within the pharmaceutical industry. Indicia Production is also ECOCERT-certified, a standard created in 2003 for natural and organic cosmetics.

Founded in 2008, Indicia Production is based in Saint-Genis l'Argentière (Rhône, France) and has 45 employees. In 2014, Indicia Production generated a turnover of 6.1 million (\$6.8 million).

About Amundi Private Equity Funds

With over €4.8 billion (\$5.4 billion) under management as of December 31, 2014, Amundi Private Equity Funds provides its private and institutional clients with a wide range of products devised to meet their needs; offering them access to investment in private equity and infrastructure funds of funds and private equity funds that take direct interests in unlisted companies. With over 40 financial professionals, Amundi PEF provides support to businesses at development and transfer stage. Amundi PEF is a specialist consulting arm of the Amundi Group.

www.amundi-pef.com