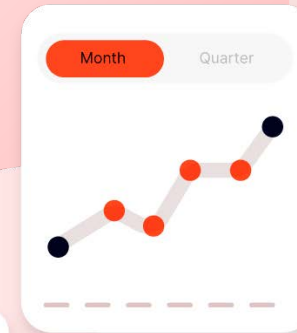
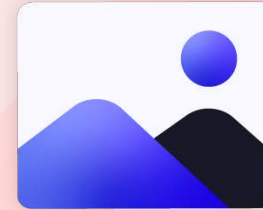


Harmonise your image with UpSlide

Learn more →



in K€	2022	2023
Net volumes	—	—
% Growth y-o-y	—	—
Net sales	—	—
Gross margin	—	—
Other fixed costs	—	—
EBITDA margin	—	—



Aa



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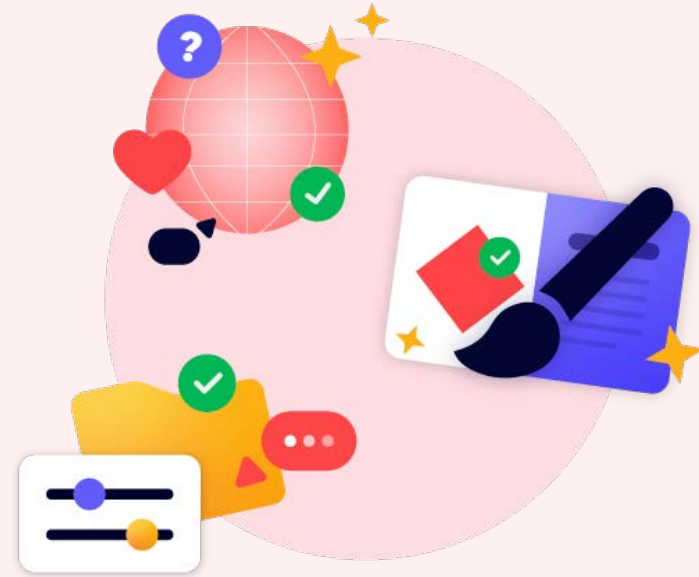
Our mission



You are already an UpSlide customer and wish to carry out a **design project**.



You are interested in UpSlide to gain in **productivity and consistency**.



“ We support you to ensure the success of your UpSlide project with **striking, coherent and on brand deliverables**.

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Our expertise



Support and advice

- ⚡ Audit of your design
- ⚡ Tailored advice (templates compatibility, rebranding, sustainable design for printing)
- ⚡ Artistic direction
- ⚡ Design training



Office-based design

- ⚡ PowerPoint templates and slides
- ⚡ Word templates and pages
- ⚡ Excel styles
- ⚡ Documents for publication (newsletters, brochures)



Graphic creation

- ⚡ Graphic charter
- ⚡ Videos (motion design)
- ⚡ Website overhaul
- ⚡ Illustrations

Our approach



Specialisation field: finance

We understand your **business challenges** and deliver appropriate and tailored support.



Office expertise

We are **experts in the Office suite** to create your materials directly into PowerPoint, Excel, Word and Power BI.



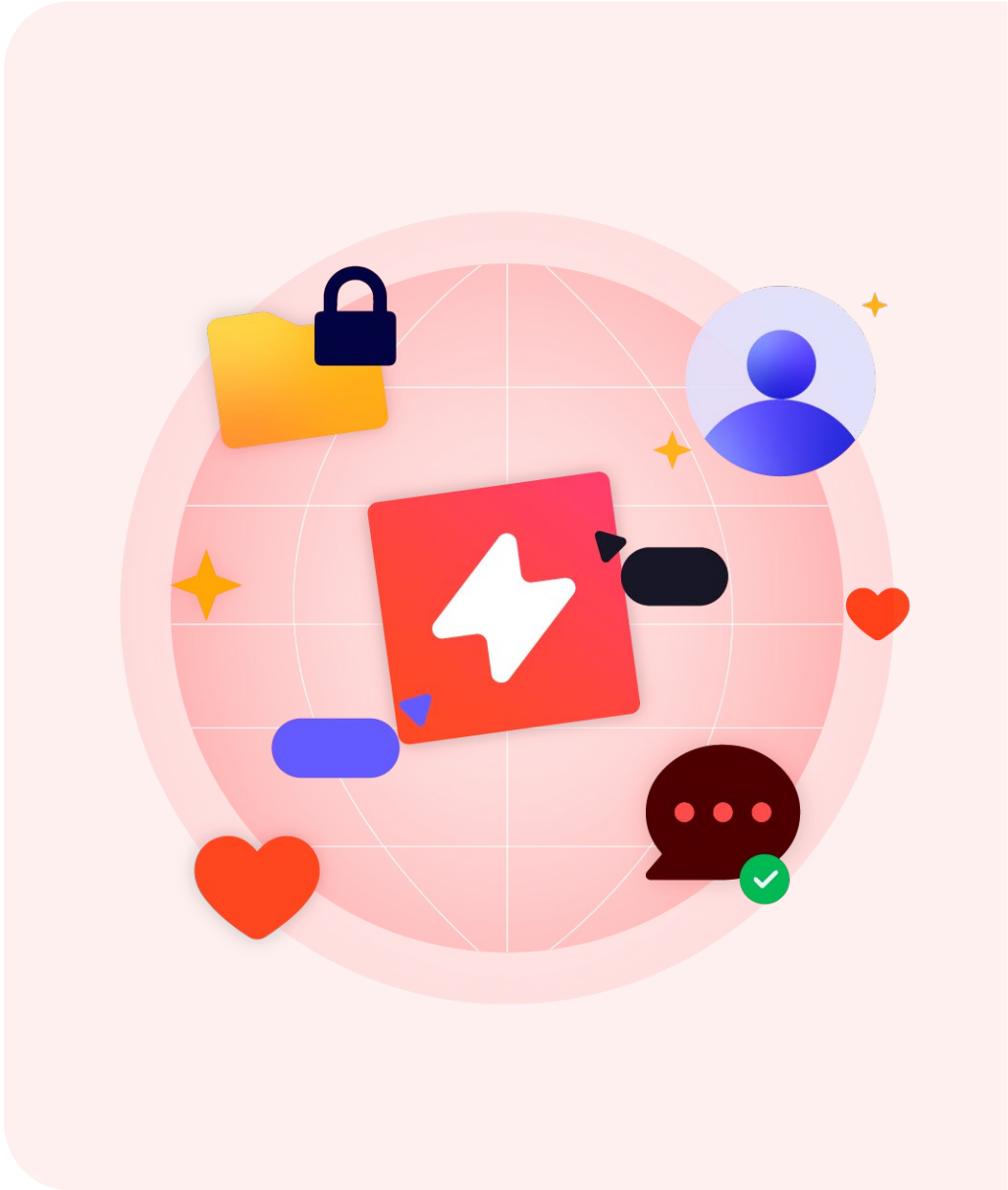
Optimal use

Whatever the project; each design can be used daily in Microsoft Office, plus can be **edited and reused**.



Close collaboration

We work hand-in-hand with your consultant to make your UpSlide project a **success**.



Projects

We work mainly with financial players, and have developed expertise specifically in the following fields:

- Asset Management
- Advisory
- Corporate
- Banking

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ABN AMRO
Investment Solutions



Albioma



Aramis Group



Arthur D Little



Clearwater



Elsan



F31



FI Partners



Flornoy
& Associés Gestion



Groupama
Asset Management



iM Global Partner



L'Oréal



Meridian Capital
Investment Bankers



Singer
Capital Markets



Société Générale
Cash Management



Squareness



Thom Europe



Venturistic



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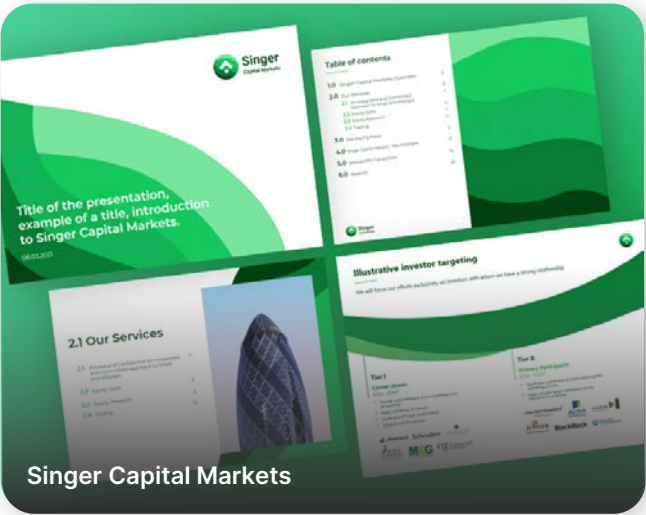
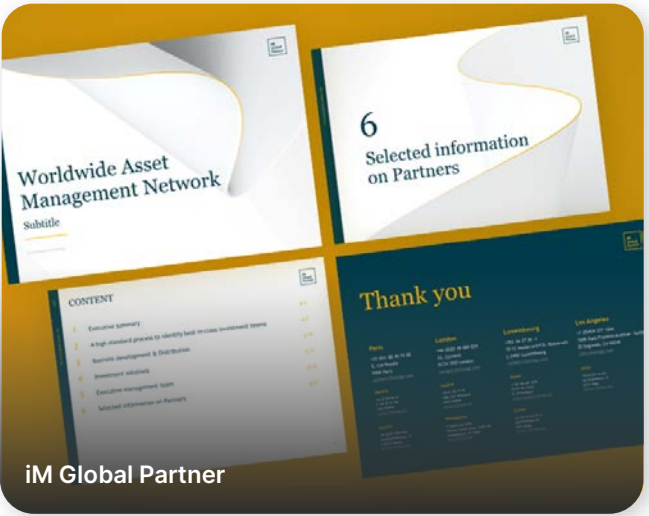
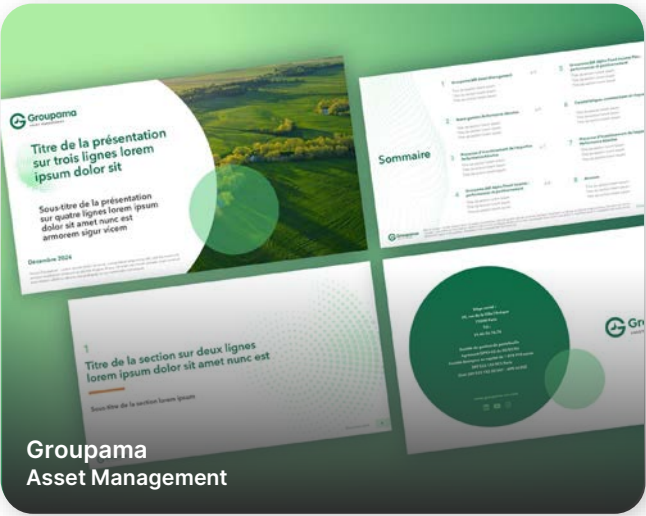
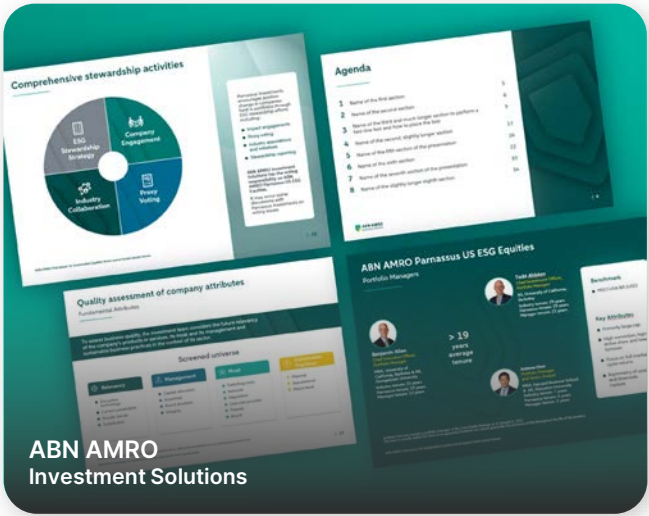
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Asset Management

ABN AMRO Investment Solutions

CREATIONS

- ⚡ Adjustment of the PowerPoint template and Excel styles
- ⚡ Content slides
- ⚡ Word template
- ⚡ ESG report
- ⚡ Events banners
- ⚡ LinkedIn banner

“We are very satisfied with our collaboration: **smooth communication and a friendly team who fully met our expectations.**

We worked with UpSlide to **adapt our new Group brand guidelines to our materials**—from marketing templates to banners, including key slides about our teams, investment processes, and distribution areas. Their expertise was also valuable in harmonizing the design of our regulatory and sustainability reports.

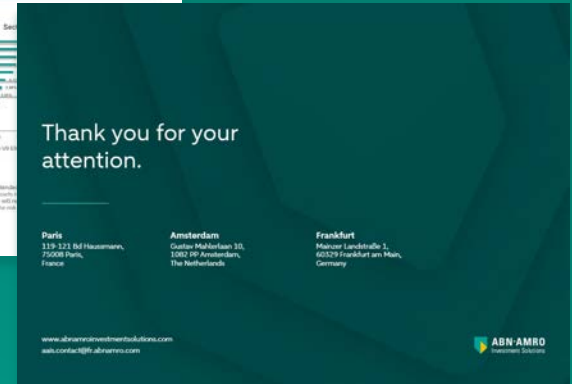
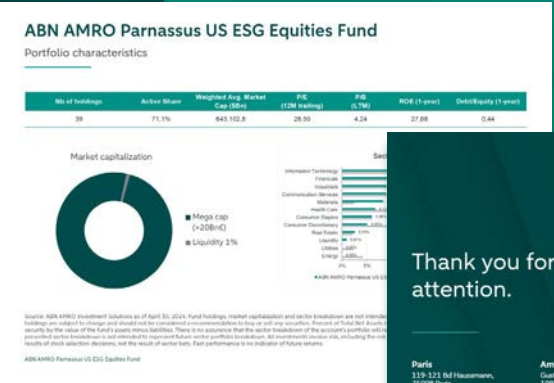
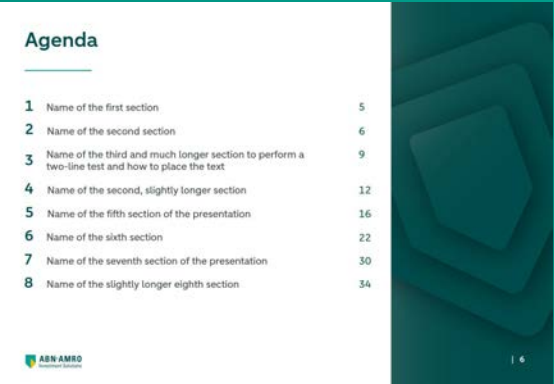
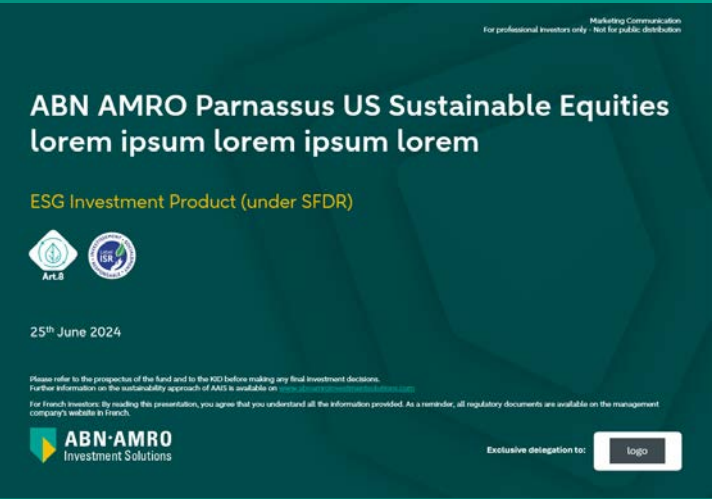


Photo©CamilleCollin

Aude Josset

Head of Marketing & Com.
Asset Management
at ABN AMRO IS

PowerPoint template



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Content slides

Comprehensive stewardship activities

- ESG Stewardship Strategy
- Company Engagement
- Proxy Voting
- Industry Collaboration

Parnassus Investments encourages positive change in companies held in portfolios through ESG stewardship efforts including:

- Impact engagements
- Proxy voting
- Industry associations and initiatives
- Stewardship reporting

ABN AMRO Investment Solutions has the voting responsibility on ABN AMRO Parnassus US ESG Equities.

It may occur some discussions with Parnassus Investments on voting issues.

ABN AMRO Parnassus US Sustainable Equities Screen Screen Screen Screen

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Investment Philosophy

1. Good businesses at attractive valuations

- Increasingly relevant products or services
- Clear and sustainable competitive advantages
- Quality management with appropriate incentives
- Positive ESG (environmental, social and governance) factors
- Attractive three-year range of outcomes

2. Fundamental research

- Bottom-up research
- Collaborative team-oriented process
- Well-defined and repeatable process

“We are seeking to compound wealth for a responsible way for our investors.”
Todd C. Ahlsten, CIO

Source: Parnassus Investments. The philosophy presented above reflects the investment philosophy of Parnassus Investments.

ABN AMRO Parnassus US Sustainable Equities Screen Screen Screen Screen

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Quality assessment of company attributes
Fundamental Attributes

To assess business quality, the investment team considers the future relevancy of the company's products or services, its moat and its management and sustainable business practices in the context of its sector.

Screened universe

Relevancy	Management	Moat	Sustainable Practices
<ul style="list-style-type: none">Disruptive technologyCurrent penetrationSecular trendsSubstitution	<ul style="list-style-type: none">Capital allocationIncentivesBoard structureIntegrity	<ul style="list-style-type: none">Switching costsNetworkRegulationLow-cost providerPatentsBrand	<ul style="list-style-type: none">MaterialReputationalMacro level

Source: Parnassus Investments. The process presented above reflects the investment process of Parnassus Investments.

ABN AMRO Parnassus US Sustainable Equities Screen Screen Screen Screen

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Main Characteristics (2/2)
Countries Registrations

- Denmark**
A EUR, A USD, I USD, R EUR, R USD, RH EUR
- Germany**
A EUR, A USD, I EUR, I USD, RH EUR, R EUR, R USD, RH EUR
- United-Kingdom**
A EUR, A USD, A GBP, AH EUR, I GBP, R EUR, R GBP, R USD, RH EUR
- Netherlands**
R EUR, R USD
- Belgium**
A EUR, A USD, R EUR, R USD
- Luxembourg**
A EUR, A USD, A GBP, AH EUR, I EUR, I USD, I GBP, RH EUR, R EUR, R USD, R GBP, RH EUR
- France**
A EUR, A USD, AH EUR, I EUR, I USD, R EUR, R USD, RH EUR
- Spain**
A EUR, A USD, I EUR, I USD, RH EUR, R EUR, R USD, RH EUR
- Switzerland**
I USD, R EUR, R USD, RH EUR
- Italy**
I EUR, I USD, R EUR, R USD
- Austria**
I EUR, I USD, R EUR, R USD
- Singapore**
A EUR, A USD, A GBP, AH EUR, I EUR, I USD, I GBP, RH EUR, R EUR, R USD, R GBP, RH EUR
- Sweden**
A USD, I USD, R USD

ABN AMRO Parnassus US ESG Equities Fund

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ABN AMRO Parnassus US ESG Equities
Portfolio Managers

> 19 years average tenure

Benjamin Allen
Chief Executive Officer, Portfolio Manager
MBA, University of California, Berkeley & AB, Georgetown University
Industry tenure: 25 years
Parnassus tenure: 15 years
Manager tenure: 12 years

Todd Ahlsten
Chief Investment Officer, Portfolio Manager
BS, University of California, Berkeley
Industry tenure: 29 years
Parnassus tenure: 29 years
Manager tenure: 23 years

Andrew Choi
Portfolio Manager and Senior Analyst
MBA, Harvard Business School & AB, Princeton University
Industry tenure: 7 years
Parnassus tenure: 6 years
Manager tenure: 2 years

Benchmark

- MSCI USA NR (USD)

Key Attributes

- Primarily large cap
- High conviction, high active share and low turnover
- Focus on full market cycle returns
- Asymmetry of upside and downside capture

Andrew Choi was named a portfolio manager of the Core Equity Strategy as of January 3, 2023. The team is equally divided for Ben & Todd Ahlsten and Andrew Choi as of January 3, 2023.

ABN AMRO Parnassus US Sustainable Equities Screen Screen Screen Screen

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Using ESG analysis to improve high-quality stock selection

ESG materiality and reputational risks are interconnected, as strong management of material risk often results in a positive reputation, and vice versa

Material Risk
Significant events or risks that may affect the financial performance and success of a company, typically over a three-year time frame

Reputational Risk
Significant likelihood of a company's public perception being impacted by its management of ESG topics

A clear, repeatable process

- Fundamental analysis and portfolio managers lead the ESG risk assessment process
- ESG stewardship team contributes both initial and ongoing expertise

ABN AMRO Parnassus US Sustainable Equities Screen Screen Screen Screen

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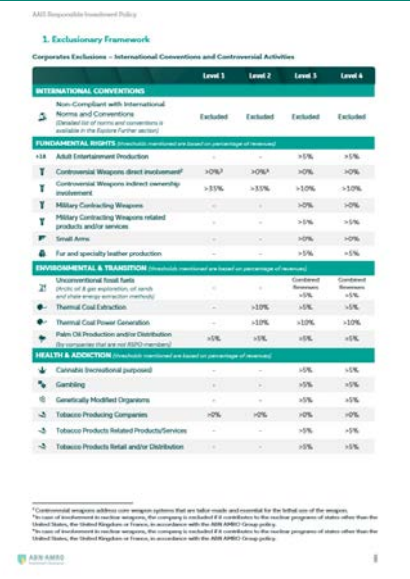
Banking

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Word template & content pages



For any questions,
please contact us.

Paris
110-121 Boulevard Haussmann,
75008 Paris,
France

Amsterdam
Gustav Mahlerlaan 10,
1062 PP Amsterdam,
The Netherlands

Frankfurt
Mainzer LandstraÙe 1,
60329 Frankfurt am Main,
Germany

ABN AMRO Investment Solutions - AAIS
Limited company with Executive and Supervisory Board capital of 4,324,048 Euros
registered with the RCS Paris under number 410 204 390,
Head office: 110-121 boulevard Haussmann, 75008 Paris, France,
Approved by the AMF, dated 20/09/1999,
as a portfolio management company under registration number GP09-27

www.abnamroinvestmentsolutions.com
aais.contact@fr.abnamro.com

ESG report on InDesign

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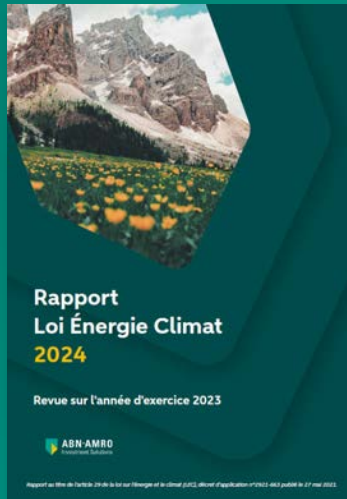
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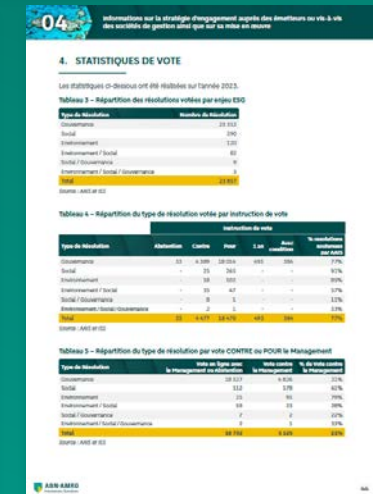
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1. Notre société
2. Objectif et stratégie d'ABN AMRO Bank N.V.
3. Nos valeurs
4. Notre approche des investissements ESG et durables
5. Communication et rapport client



Roll-up banners



Stand



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2025 greeting card



LinkedIn banner



Email signature banner



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Groupama AM

CREATIONS

- ⚡ PowerPoint template
- ⚡ Brand Book

“

Very high level of professional skills
and excellent working relationship —
in a word, an outstanding collaboration.

Deadlines were met, design directions
were relevant, and the needs were well
understood.



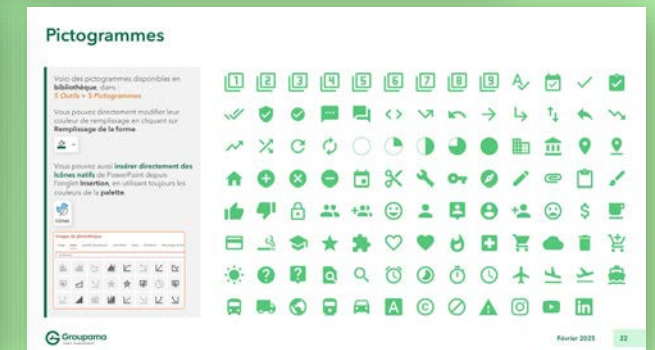
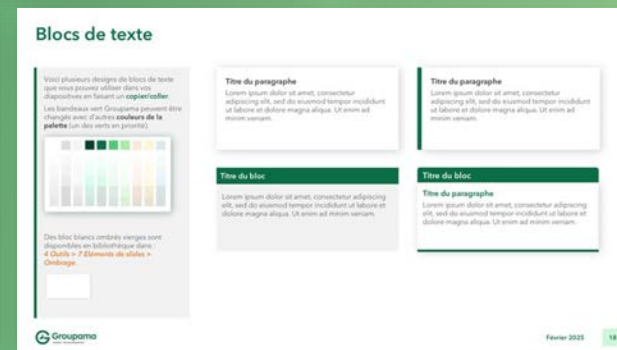
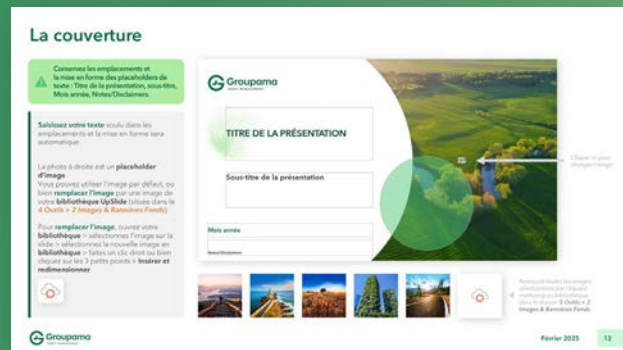
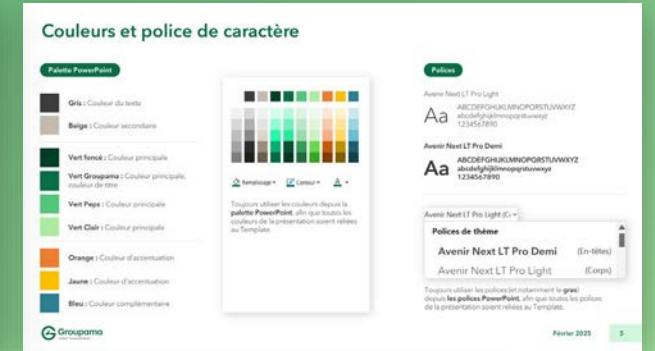
Madeleine Peragut
Communication Director
Groupama Asset Management

PowerPoint template



Brand book

A detailed guide for optimal use of the template and content library.



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iM Global Partner

CREATIONS

- ⚡ PowerPoint template
- ⚡ Content slides
- ⚡ Various Word templates
- ⚡ LinkedIn post template
- ⚡ Emailing (Pardot)
- ⚡ Printed advertising
- ⚡ Website

“

We thoroughly enjoyed working with Amélie to push forward iM Global Partner's corporate identity. **She provided a creative response to our needs along with recommendations in terms of graphic creation and the organization of our rebranding effort.**



Gwen Gautier
Marketing Director
iM Global Partner

PowerPoint template



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April 2022

For professional investors only

iM Global Partner Worldwide Asset Management Network

Sub-brand logo placeholder

Partner logo placeholder

iM Global Partner

Who We Are

iM Global Partner connects high-quality investment firms with financial institutions, wealth advisory platforms and investors globally.

What we do

We select proven, high-quality investment managers, our Partners, from around the world in order to bring high-quality investment solutions, best-in-class services and strategic research insights to our clients.

As a minority shareholder, we provide our Partners long term financial and operational partnership by providing full business commitment with our own resources.

As a US wealth management network, we commit to the long-term care of our clients - individuals, families or non-profit organizations - and help them reach their financial success.

Who we are

A global network built on trust, respect and integrity where success is shared between all. Excellence and quality are core to our values, and interactions are driven by human connection.

2013
FOUNDED IN

~37
BN USD AUM*

13
GLOBAL LOCATIONS

115
EMPLOYEES

Source: iM Global Partner, data as of end of March 2022.
*Assets under management include Partner assets in proportion to iM Global Partner's participations.

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April 2022

For professional investors only

iM Global Partner Worldwide Asset Management Network

Sub-brand logo placeholder

Partner logo placeholder

iM Global Partner

Strong In-depth Research & Due Diligence Capabilities

A high standard process to identify best-in-class investment teams

An experienced team with proven track record of selecting undiscovered outstanding investment managers.

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

At vero eos et accusamus et iusto odio dignissimos ducimus qui blandis praesentium voluptatum deleniti atque corrupti, consectetur elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

Hundreds of due diligence saepe eveniet ut et voluptates 2001 to 2022.

iMGP geographic research spectrum since 2001

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January 2022

For professional investors only

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Sub-brand logo placeholder

Partner logo placeholder

iM Global Partner

Focus on Free Cash Flow Generation

The value of a company is determined by:
How much cash flow it generates

- Lorem ipsum dolor sit amet, consectetur adipiscing elit,
- Lorem ipsum dolor sit amet, consectetur adipiscing elit,
- Lorem ipsum dolor sit amet, consectetur

How this cash flow is deployed:
in effect, a corporate can:

- Set up perspectives under annual like nature, error si
- Lorem ipsum dolor sit amet, consectetur ROCE
- Lorem ipsum dolor sit amet, consectetur via M&A

Source: ZADIG

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January 2022

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iM Global Partner Worldwide Asset Management Network

Sub-brand logo placeholder

Partner logo placeholder

iM Global Partner

A powerful in-house business development arm to connect international investors with best in class investment solutions

Our ambition
To bring high-quality investment solutions as well as best-in-class services and strategic research insights to investors.

An innovative suite of investment solutions
Handled either through straight distribution of Partners' products mandates, or through creation of our own funds sub-advised by them.

Our business development arm dedicated to clients

- 2 highly experienced distribution teams dedicated to professional clients
 - 7 salespeople based in the US dedicated to US investors
 - 10 salespeople across 7 locations in Europe
- Client Services department (clients in 5 languages) providing tailored support and value add information on Partners and products
- Marketing and Communications department producing highly qualitative collateral to promote iM Global Partner network and investment solutions

17 experienced business development specialists benefiting from our internal resources

1

January 2022

For professional investors only

iM Global Partner Worldwide Asset Management Network

Sub-brand logo placeholder

Partner logo placeholder

iM Global Partner

Executive Management team

Philippe Convrécelle
CEO & Founder

22 years of experience in Asset Management, including 10 years as Chairman of the Executive Board at Edmond de Rothschild AM (EdRA) and Deputy Chief Executive Officer at Natixis Asset Management in charge of Business Development.

Jean Maunoury
Deputy CEO
US Investor & Investment

20 years of experience in Asset Management. Jean has supported iM Global Partner since its launch in 2013. From 2009 to 2013, Jean conducted hundreds of managers due diligences at EdRA and Natixis while managing asset allocation funds of funds.

Jose Castellano
Deputy CEO
Head of Investment Distribution

25 years of experience in Asset Management. Jose spent over 17 years at Pioneer Investments, where he was one of the leading distribution executives with roles in Asia Pacific, LatAm, US offshore and Banks.

Philippe Uzan
Deputy CEO
US Asset Management

24 years of experience in Asset Management. From 2007 to 2015, Philippe held responsibilities at EdRA, notably as Chief Investment Officer. Before that, Philippe worked for Natixis AM, AIG AM and Societe Generale.

Jeffrey Seely
Deputy CEO
US Asset Management

22 years of experience in Asset Management. Jeff spent over 16 years building AMG Funds with his last four years as Head of US Distribution and Executive Council member.

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IM Global Partner

Zadig Asset Management

A top performing European equities manager

2013

5

€1.6bn

€692

€692

FOUNDED IN

EUROPEAN EQUITY STRATEGIES

AUM AS OF APR-20

€692

AUM IN THE MEMNON EUROPEAN EQUITY UCITS

€692

AUM IN THE MEMNON EUROPEAN EQUITY UCITS

€692

The firm

Founded in 2005 in London (United Kingdom), Zadig Asset Management is a European equities specialist, owned and employee controlled with operational offices in Luxembourg. The firm was founded by Laurent Saglio, a serial entrepreneur in the asset management industry who previously launched and successfully co-managed the Voltaire fund from 1998 to 2005. It is registered with the Luxembourg CSSF.

The Strategies

The firm manages a suite of four European equities strategies, all sharing the same unique and pragmatic investment philosophy developed by Laurent in the mid-nineties : European Equities (flagship launched in 2011), Market Neutral (launched in 2016 on the basis of Laurent's and partner Vincent Bourgeois' prior strategies) and the most recent ones, Sustainable Europe and Europe Growth and Income.

The strategies all benefit from the strong and proprietary risk management approach of the firm, which utilize highly efficient tools providing deep and transparent factor analysis.

• The flagship strategy, that is also be implemented in Oyster Europe, is managed by Laurent Saglio and Vincent Bourgeois, who joined in 2011 and brings +20 years of investment experience. It uses the high conviction, fundamental and style neutral approach developed by Laurent over his 30+ year experience; the fund is composed of roughly 25 mid to large capitalization companies, essentially from continental Europe, picked among the best ideas of the team.

• The other European equities strategies are based on the same fundamental and focused philosophy, but are implemented with different investment objectives and investment universes:

• the Market Neutral Strategy, a European equity market neutral strategy with minimal or no European equity market correlation, which long portfolio is essentially composed of the stocks of the European equities flagship and which short portfolio is composed of a combination of equities and indexes, as was were Zadig and Voltaire funds,

• the Sustainable Europe Strategy, launched in March 2019, which is available as Oyster Sustainable Europe. The strategy puts even more emphasis to ESG factors than the other strategies managed by Zadig, which became signatory of UNPRI in 2016,

• the Europe Growth and Income, which aims at delivering a balance between steady income and long-term capital growth by investing in a combination of equities and corporate bonds.

The European equities strategies are served by a team of 6 very experienced portfolio managers / analysts, progressively assembled by Laurent over the years.

• Zadig also manages a global macro strategy, Memnon ARP, aiming at generating a high single digit return over the medium term se with little or no correlation to equities and government bonds. This strategy combines directional and style premia strategies to get exposure to performance streams from equity indices, government bonds, commodities and credit.

Manager profile

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September 2020 | 1

IM Global Partner

Peer Comparison Analysis
Research & Investment
[Publish Date]

[Title]

[SubTitle]

Contents

1. Title 1 1

IM Global Partner

Peer Comparison Analysis
[Publish Date]

1. Title 1

Sub-Title / introduction Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas porttitor congue massa. Fusce posuere, ultricies, purus lectus malesuada libero, sit amet commodo magna eros quis urna.

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[Title] - [SubTitle]

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IM Global Partner

Peer Comparison Analysis
[Publish Date]

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[Title] - [SubTitle]

[Date de publication]

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iM Global Partner

7 949 abonnés

6 j •

+ Suivre


...

We would like to extend a warm welcome [Brennan Simpkins](#) the newest addition to the iMGPFM US Sales Team. Brennan has joined us as Associate – Client Services and is working in the Eastern Region with Joe McKendry across all iMGPFM pr ...voir plus

[Voir la traduction](#)

Brennan Simpkins

Associate - Client Services



104

J'aime

Commenter

Partager

Envoyer

Les commentaires ont été désactivés sur ce post. Vous pouvez toujours y réagir ou le partager.

Email signature



Gwen Gautier

Managing Director - Head of Marketing & Communications

g.gautier@imgp.com

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5, rue Royale - 75008 Paris

<https://www.imgp.com>

Printed advertisement in a US finance magazine



Performance is born out of people

Hedge fund like returns in a liquid ETF structure

With top performing hedge fund managers back in the news, your clients may be asking you - how can we get exposure to these investments without all the risk, prohibitive fees and other barriers to entry?

Exchange traded funds (ETFs) may help solve this important issue for advisors - providing your clients with hedge fund like performance without the same level of fees or risk.

An innovative approach to ETFs

The iM DBi Hedge Strategy ETF (DBEH) and the iM DBi Managed Futures Strategy ETF (DBMF), managed by Dynamic Beta investments (DBi) seek to provide investors with:



Performance Potential:

The ETFs seek to match or outperform institutional-quality hedge funds



Managed diversification:

A The funds target holdings from multiple hedge funds which is designed to reduce single manager risk and decrease correlation to benchmarks



ETF accessibility:

The ETF structure provides lower fees compared to an active fund, daily liquidity and position-level transparency



DBEH seeks to replicate the pre-fee performance of 40 leading equity long/short hedge funds and can enhance equity returns through alpha-generating factor tilts.

DBMF seeks to replicate the pre-fee performance of 20 leading managed futures hedge funds and is a potential hedge against inflation.

Visit <https://www.imgp.com/us/our-funds> to get started

Source: iM Global Partner, Dynamic Beta Investments. Past performance is no guarantee of future results. The Funds' investment objectives, risks, charges and expenses must be considered carefully before investing. The statutory and summary prospectuses contain this and other important information about the investment company and may be obtained by visiting www.imgp.com. Read it carefully before investing. Investing involves risk. Principal loss is possible. Shares of any ETF are bought and sold at market price (not NAV), may trade at a discount or premium to NAV and are not individually redeemed from the funds. Brokerage commissions will reduce returns. The Funds are "non-diversified," so they may invest a greater percentage of their assets in the securities of a single issuer. The Funds should be considered highly leveraged and are suitable only for investors with high tolerance for investment risk. Derivative instruments and futures contracts are subject to rapid and substantial fluctuations and illiquidity risk. Taking a short position on a derivative instrument or security involves the risk of a theoretically unlimited increase in the value of the underlying instrument. DBMF is subject to commodities and foreign currencies risks. The funds are exposed to the risks associated with the Subsidiary's investments. See the prospectus for all risks. Diversification does not assure a profit nor protect against loss in a declining market. ETFs are distributed by Quasar Distributors, LLC.

Manager profile PowerPoint template

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IM Global Partner

Access a singular asset management network

Paris - London - Luxembourg - Los Angeles

ZADIG
Dolan McEniry
SCHARF
Sirios
DYNAMICBETA

IM Global Partner

US products available to US domiciled investors

Equities

US Equities

Polen Capital US Focused Growth SMA B Mutual Fund
Polen Capital Small Cap Growth SMA B Mutual Fund
Scharf Investments Equity SMA B Mutual Fund

International Equities

Polen Capital Global Growth Mutual Fund
Polen Capital International Growth Mutual Fund
Polen Capital International Small Cap Growth Fund
Scharf Global Opportunities Mutual Fund

Multi-Asset

Scharf Investments Multi Asset Strategy SMA
Scharf Multi Asset Mutual Fund

Bonds

US Bonds

IM Dolan McEniry Corporate Bond Mutual Fund
Dolan McEniry Core Plus SMA
Dolan McEniry Investment Grade SMA
Dolan McEniry High Yield SMA
Dolan McEniry Credit SMA
Dolan McEniry Short Duration SMA

Alternatives

IM DBI Hedge Strategy ETF
IM DBI Managed Futures Strategy ETF
Scharf Alpha Opportunity Mutual Fund
Sirios Capital Long Short Equity Mutual Fund

High quality Investment Managers

A focus on developing innovative solutions and putting clients first.

Our solutions: mutual funds, separately managed accounts, UCITS funds and ETFs.

FOR INSTITUTIONAL INVESTORS ONLY - NOT FOR GENERAL DISTRIBUTION

January 2021

IM Global Partner

When only the best will do

#1 We seek to generate sustainable alpha for our clients through a diversified multi-boutique model that combines entrepreneurial spirit and diversity of investment talent.

#2 We acquire long term minority participations in managers, our Partners, they are independent and the unique culture that have made them successful.

#3 We benefit from over 15 years of in-depth research on more than 300 asset management firms to select outstanding managers.

#4 We provide high quality, active investment strategies and first class services for institutional and individual investors.

Developing network

Acting as one-stop shop for institutional investors

Long-term minority stakes are taken in some of the best independent, traditional, active and alternative managers

IM Global Partner concentrates on managers invested in longstanding assets, featuring good margins, and which have proven resilient in adverse market conditions.

Our Partners are aligned with our own philosophy which favors in-depth research, early identification of promising opportunities and investing for the long-term.

Our Partners provide a high-quality suite of products, including different asset classes, investment approaches, processes or horizons.

Our Partners are entrepreneurial, mid-sized investment firms, independently owned, providing complementary solutions for clients.

FOR INSTITUTIONAL INVESTORS ONLY - NOT FOR GENERAL DISTRIBUTION

January 2021

IM Global Partner

Thank you

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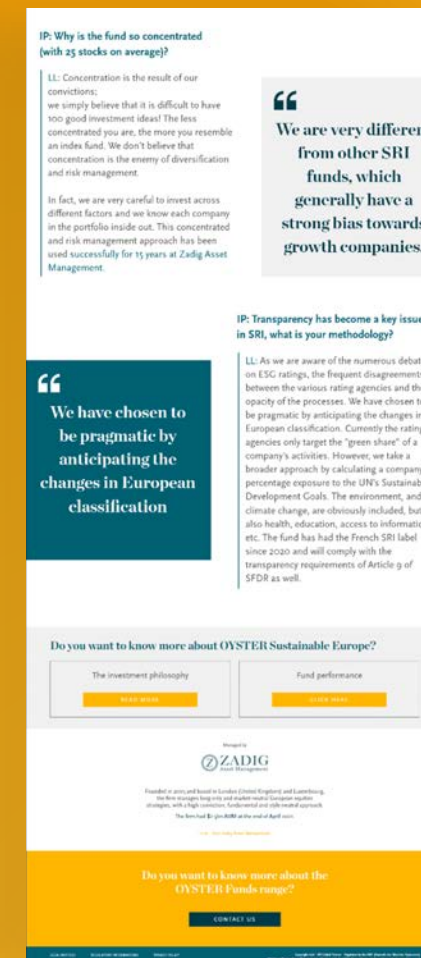
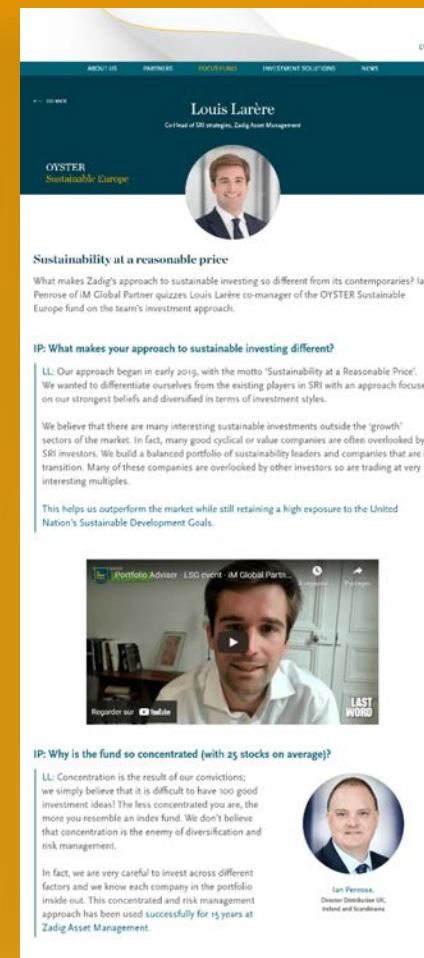
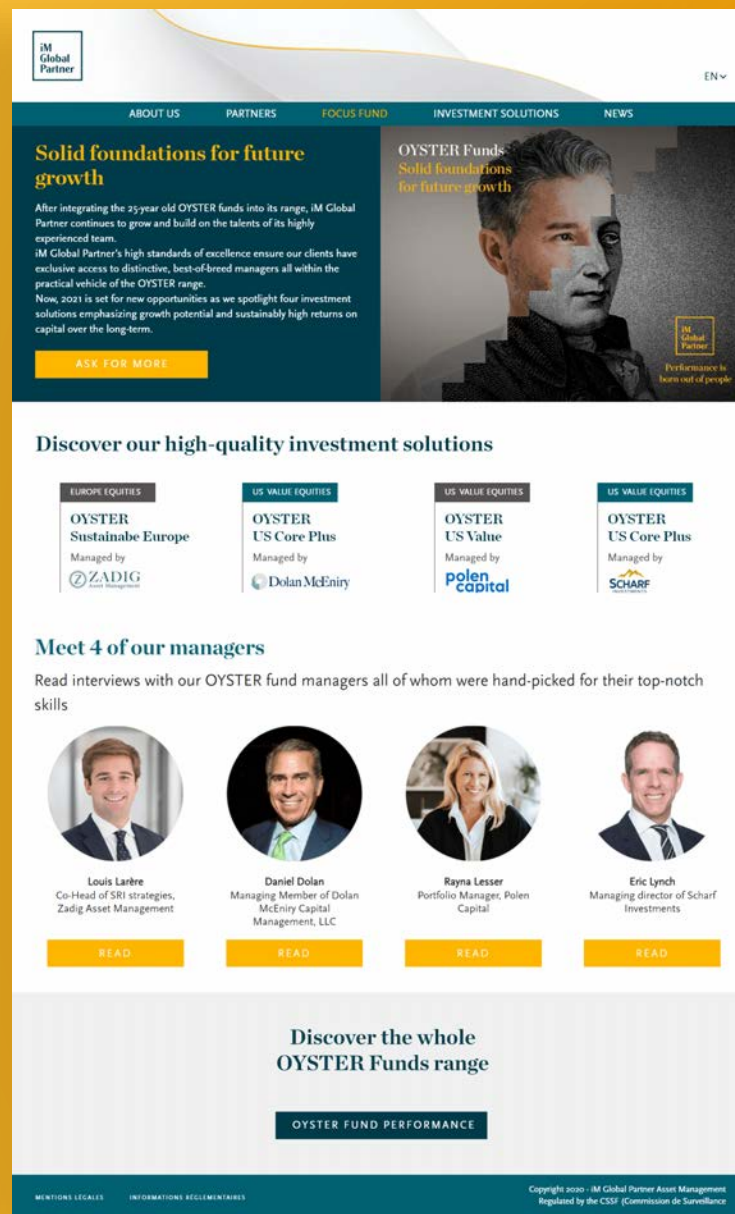
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Meridian Capital LLC

CREATIONS

- ⚡ Content slides
- ⚡ PowerPoint template

“The Meridian Capital LLC marketing team turned to an agency to redesign its logo. It then sought out our Design team to **apply this logo to its various materials via a new graphic charter.**”



Amélie Pantaleone
Team Lead Design
at UpSlide

Content slides



PowerPoint template - portrait format

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Everyone is Going Outside, but Will They Stay?

CONSUMER MARKET MONITOR FALL 2021

MERIDIAN CAPITAL INVESTMENT BANKERS

MERIDIAN CAPITAL INVESTMENT BANKERS FALL 2021 | CONSUMER UPDATE

Vista Outdoor (NYSE:VSTO) Acquires Foresight Sports

Announced September 10th, 2021

- In Q2 2021, Vista Outdoor announced its acquisition of Foresight Sports. Vista owns a broad collection of well-established consumer brands across outdoor and shooting sports including Camelbak, Camp Chef, Bushnell, Bell, Goro, Blackhawk, Federal, and Remington.
- Foresight Sports is an award-winning 3D, Deep-based manufacturer of technology-centric golf analytics, data collection, and performance products including swing monitors, simulators, smart club carts, and more.
- The acquisition significantly strengthens VSTO's presence and market leadership in the growing golf technology market, bringing Foresight and Bushnell Golf (range finders) together.
- Transaction value was \$474 million with up to \$20 million in additional contingent proceeds based on performance targets.

Testimonials

“Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla ut lectus eros. Nulla aliquet eros sit amet efficitur ultricies. Quisque vulputate hendrerit eros non placerat. Nullam id vestibulum sem, ac tincidunt arcu. Quisque vestibulum ornare mi, sit amet varius massa scelerisque eu. Curabitur vel lacina mi.”

MICHAEL BARBER
Managing Director
mbarber@meridanc.com

MERIDIAN CAPITAL INVESTMENT BANKERS FALL 2021 | CONSUMER UPDATE

U.S. Outdoor and Active Lifestyle M&A Activity

Number of Announced Transactions

Quarter	Outdoor Recreation	Active Lifestyle
Q4 2019	440	387
Q1 2020	493	371
Q2 2020	610	430
Q3 2020	384	376
Q4 2020	465	375
Q1 2021	475	387
Q2 2021	473	366
Q3 2021	386	374

Significant supply chain constraints have plagued many businesses around the world throughout 2021 and continue to impact stock price growth for publicly-traded companies. These constraints are expected to throttle growth as the outdoor industry continues to see robust demand.

Public Market Valuations (EV/EBITDA)

Company	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBITDA
Acadia Group	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Arundel	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x
Bluebird	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x	14.5x

From the 2022 Company Press Releases, and Meridian Research

34% Lorem ipsum dolor sit amet, consectetur adipiscing elit.

MERIDIAN CAPITAL INVESTMENT BANKERS FALL 2021 | CONSUMER UPDATE

Outdoor Industry Suffers Slowdown in Q3 2021

Significant supply chain constraints have plagued many businesses around the world throughout 2021 and continue to impact stock price growth for publicly-traded companies. These constraints are expected to throttle growth as the outdoor industry continues to see robust demand.

U.S. Outdoor and Active Lifestyle M&A Activity

Category	Percentage
Indoor activities	46%
Outdoor activities	54%

No outdoor activities
18 of 100 outdoor recreation participants say they don't want to continue their outdoor activities

Online
46% of these participants said they are spending more time online

Spurred by the COVID-19 pandemic, 2020 and 2021 brought record levels of outdoor recreation participation as travel and indoor restrictions pushed consumers outside to find new hobbies.

Everyone is Going Outside... But Will They Stay?...

M&A activity in the sector followed a similar trajectory with a flurry of activity early in the pandemic, subsequently returning to more normalized levels in 2021.

Subsector valuations have seen major separation since Q2 2020. Clothing, footwear, and outdoor gear EBITDA multiples climbed from pre-pandemic highs below 15x to nearly 30x in Q2 2021 before returning to slightly above 15x in Q3 2021. Wheel and watersports companies on the other hand saw enormous multiple growth in Q3-Q4 2020 but have since dropped below pre-pandemic levels in Q3 2021.

Source: ProfitBeat Data, Company Press Releases, and Meridian Research

MERIDIAN CAPITAL INVESTMENT BANKERS FALL 2021 | CONSUMER UPDATE

CONSUMER PRODUCTS PRACTICE OVERVIEW

Meridian Capital Sector Coverage

- Wholesale and Distribution
- Retail
- E-commerce
- Personal Care
- Juvenile
- Specialty
- Wellness
- Nutrition
- Outdoor and Active Lifestyle
- Housewares
- Apparel

Meridian Capital Transaction Experience

Client	Acquired By	Client	Acquired By	Client	Acquired By
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group
Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group	Acadia Group

Includes transactions completed by Meridian, partners, and/or previous firms

MERIDIAN CAPITAL INVESTMENT BANKERS

Helping middle market business owners with their M&A and corporate finance goals since 1995.

Meridian Capital's Consumer Products Team

Team Member	Role	Team Member	Role
MICHAEL BARBER	Managing Director	CHRIS WILKE	Partner and Managing Director
JOHANNA BURKS	Senior Vice President	BENTON STURT	Vice President
NATHAN MILLER	Associate		

Transaction Expertise
Mergers & Acquisitions
Growth Capital
Strategic Advisory

Tailored Processes
High Touch Approach
Multidisciplinary Deal Team
End-to-End Services

Meridian Capital has been helping middle market business owners their M&A and corporate finance goals since 1995.

A Seattle-based M&A advisory firm, which has served as a trusted advisor to business owners on complex corporate finance, M&A, and strategic challenges for over 20 years. The firm differentiates itself through its deep industry insights, highly customized service approach, and end-to-end commitment to execution.

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E: info@meridanc.com
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Singer Capital Markets

CREATIONS

- ⚡ Corporate and CSR logo
- ⚡ Brand book
- ⚡ PowerPoint template
- ⚡ Content slides
- ⚡ Word template
- ⚡ Business cards
- ⚡ Intranet page template
- ⚡ Email signature
- ⚡ LinkedIn banner and post template

“

In 2021, N+1 Singer merged with another management company to become Singer Capital Markets.

We were tasked with **creating a corporate identity that would reflect the brand's heritage by adding a modern twist** while retaining its culture and values.



Amélie Pantaleone
Team Lead Design
at UpSlide

Logo



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Word template



Content slides

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2.1 Our Services

2.1 Private and Confidential
An Integrated and Committed
Approach to Small and Midcaps

2.2 Equity Sales

2.3 Equity Research


2.4 Trading

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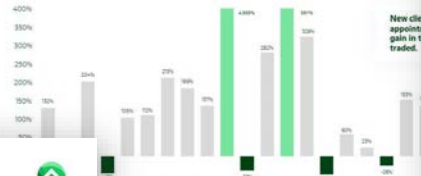
Trading: Driving Liquidity Through our Trading Platform

#1 or #2 market share by volume in over 100 companies

#1 market share in \$2 of our corporate broker and joint brokerships

Strong experience of joint brokerships with 42 appointments

% Change in Daily Average Volumes Since Appointment



Strong / experienced management team

Attractive addressable market

Differentiated Services / Product

Quality of customer base

Solid company performance track record

16 M&A transactions since 2018

£3 billion total deal size in the last 2 years


No. 1 financial adviser to WYG plc

WYG plc: Singer Capital Markets acted as Rule 3 Adviser & Broker to WYG on their Acquisition by Tetra Tech UK Holdings Limited for £43.4 million; a premium of approximately 244%

Placeholder tombstone


Singer Social Impact ('SSI')

Our goal at Singer is to contribute on all fronts to society. We are a business with a great team of active 'givers' both with our time and money. However, we have now reached a certain scale where we can start contributing more and, hopefully, with greater impact. We strongly believe that helping and changing our world should be tackled collegially with both actions and investment, which forms the basis of our initiatives.



Diversity & Inclusion (D&I)

A commitment to ensuring every person at Singer has the chance to perform brilliantly and be remunerated accordingly.



Social Impact Fund

A commitment to improving the impact to our local community, including the introduction of our 'Singer Social Impact Fund'.

Green Energy & Sustainability

A commitment to reducing waste, being more eco-friendly as an office and a strong focus in supporting businesses in sustainable industries

Work/Life Balance

A commitment to ensuring our staff have a good and sustainable work/life balance. We measure by output, not input

Brand book

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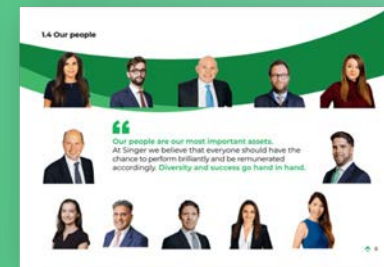
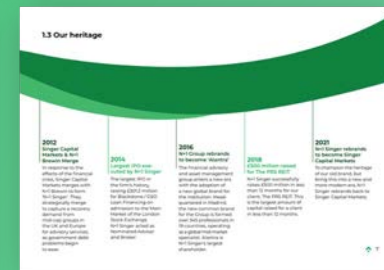
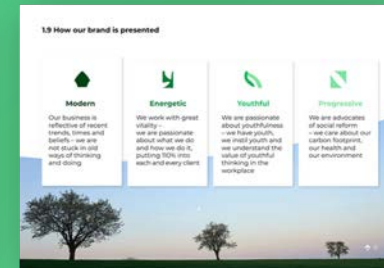
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Business cards



Email signature



Intranet page template



LinkedIn banner and post template



Asset Management

Zencap Asset Management

CREATIONS


- ⚡ PowerPoint reporting template
- ⚡ Horizontal table template
- ⚡ Content slides

“The UpSlide studio helps us on an ad hoc basis and with great efficiency, in a context coordinated with the software.”




Victoire BLAZSIN
Deputy-CEO - Founding Partner
Zencap Asset Management


PowerPoint A4 reporting template


Zencap
 Asset Management

FPS ZENCAP REAL ESTATE DEBT III

Reporting trimestriel | 30 sept. 2022

Classification SFDR : 6 8 9 



Stratégie d'investissement et objectif de Gestion

Lorem ipsum


Dolorsit

Amet-Nunc

Voluptat: XX%


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Caractéristiques du fonds


Code Isin	XXXXXXXXXXXXXXXXXXXXXXXXXX
Structure juridique	FPS de droit français
Devise	EUR
Date de création	XX/XX/XXXX
Date de fin	XX/XX/XXXX
Zone géographique	Zone Euro (France principalement)
Frais de Gestion + Frais admin	0,XX% à 0,XX% + max 0,XX% admin.
Commission de performance	XX% des flux TTC si rendement net > X%
Phases de vie du fonds	Période d'investissement : Fév. 2021 => Fév. 2024 Période de de réinvest. : Fév. 2024 => Fév. 2026
Label	LuxFlag ESG



Politique d'investissement responsable

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Chiffres clés au 30 sept. 2022

Actif net du fonds <	XX,Xm€
Engagement total	XX,Xm€
Montant total appelé	XX,Xm€
Nombres d'émetteurs	X
CRD des investissements	XX,0 M€ soit XX,XX% de l'engagement total
Montants additionnels engagés mais non tirés	XX,0 M€ soit XX,XX% de l'engagement total
Coupon moyen brut	X,XX%
Rendement cible moyen brut (hors défaut)	XX %
Maturité moyenne résiduelle	X,X ans
Sensibilité crédit	X,XX
Exposition moyenne	X,XX
Taux fixe / Taux variable	XXX% / X%

1

Zencap
Asset Management

FPS ZENCAP REAL ESTATE DEBT III
Reporting trimestriel | 30 sept. 2022

Suivi du deal flow depuis mars 2021

Exemple Bridge

Category	2021	2022
EBITDA	10	25
Price	15	20
Volume	10	10
Cost	10	10
Others	5	5
EBITDA	10	25
Price	15	20
Volume	10	10
Cost	10	10
Others	5	5
EBITDA	10	25

Commentaire de gestion

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Zencap
Asset Management

FPS ZENCAP REAL ESTATE DEBT III
Reporting trimestriel | 30 sept. 2022

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■ France
■ Allemagne

Lorem ipsum dolor sit amet (en % des engagements totaux)

■ Industrie
■ Logistique
■ Retail

Lorem ipsum dolor sit amet (en % des engagements totaux)

■ Industrie
■ Bureau
■ Logistique
■ Retail

Lorem ipsum dolor sit amet (en % des engagements totaux)

■ Industrie
■ Bureau
■ Logistique
■ Retail

Credit Watch-list

- Lorem ipsum
- Dolor sit amet,
- Consectetur adipiscing
- Eit sed do eiusmod
- Lorem ipsum
- Dolor sit amet,
- Consectetur adipiscing
- Eit sed do eiusmod

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Unitranche : un produit adapté aux stratégies ESG ambitieuses

Zencap AM a l'ambition affirmée de

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vel illum qui dolorem eum fugiat quo voluptas nulla pariatur.

Zencap Asset Management 10

Solidité du segment small & mid cap

Solidité des financements small & mid cap ?

**Forces internes**

- Lorem ipsum dolor sit amet
- Consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore
- Ut enim ad minim veniam, quis nostrud exercitation voluptatem
- Inventore veritatis et quasi architecto beatae vitae dicta

**Forces externes**

- Nemo enim ipsam voluptatem quia voluptas sit aspernatur
- Consequatur magni dolores eos
- Neque porro quisquam est

Zencap Asset Management 6

Notre engagement ESG

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magni dolores eos qui ratione voluptatem sequi nesciunt

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Zencap Asset Management 16


L'opportunité offerte par le small & lower midcap

Accompagner des PME à certains stades cruciaux de leur développement

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 Ut enim ad minim veniam, quis nostrud commodi **exercitation**

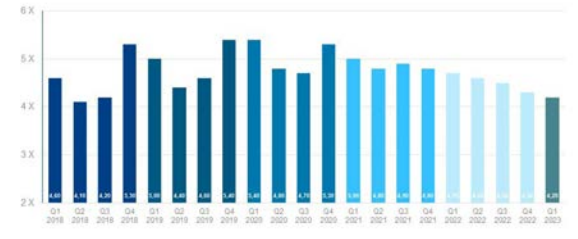
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 Ut enim ad minima veniam, quis nostrum exercitationem ullam corporis suscipit

Zencap Asset Management 9

L'heure du crédit

Closing Leverage Ratios




Ed quia non numquam eius modi tempora incidunt ut labore et dolore.


Source : Aether Financial Services - <https://aether36.com/wp-content/uploads/2023/04/REDACTED-Q1-2023.pdf>


Zencap Asset Management 11


Les ETI – PME françaises


Les emprunteurs visés constituent un marché dynamique

 **5 500 ETI en France**
X millions d'emplois
XX% des exportations
XX% de la valeur ajoutée produite

 **153 000 PME en France**
XM de salariés
X% de la valeur ajoutée

 **Les ETI & l'industrie**
Les ETI représentent **XX%** des emplois industriels
XX% de leurs emplois sont des emplois industriels

 **Réindustrialisation**
Les développements géopolitiques récents accélèrent les **plans locaux de réindustrialisation**, avec les PME et les ETI au premier plan

 **Croissance des ETI**
XX% des ETI ont connu une croissance de leur CA au T3 2022 vs T3 2021

Zencap Asset Management 5

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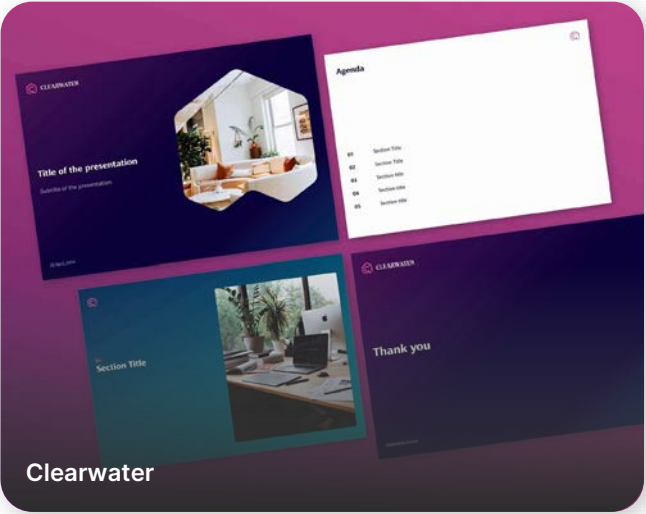
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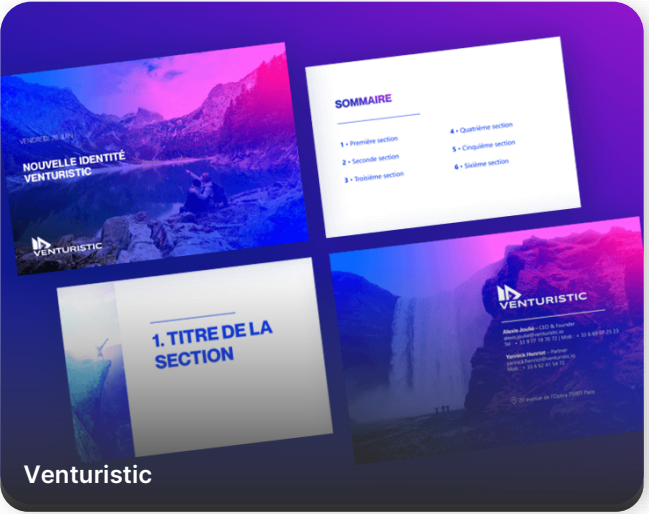
Contact



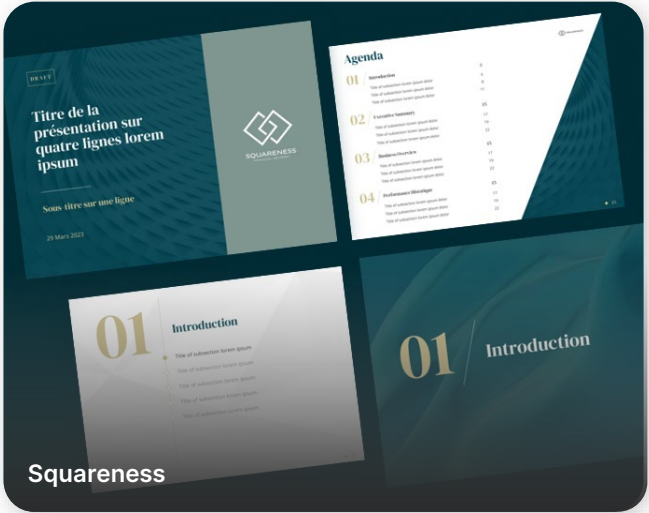
Arthur D Little



Clearwater



Venturistic



Squareness



FI Partners

Advisory

Arthur D Little

CREATIONS

- ⚡ Adjustment of the PowerPoint template
- ⚡ Model slides
- ⚡ Excel style

“

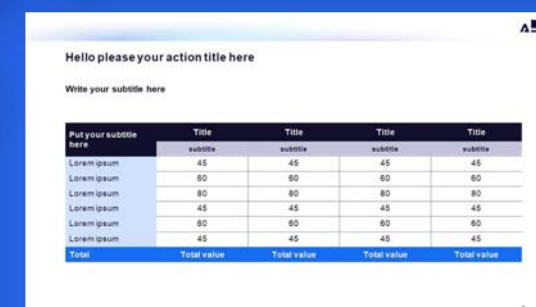
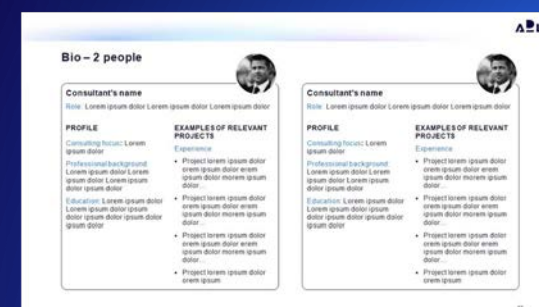
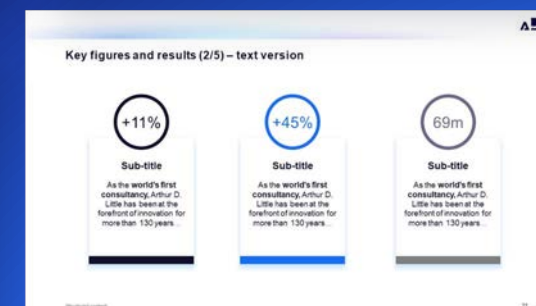
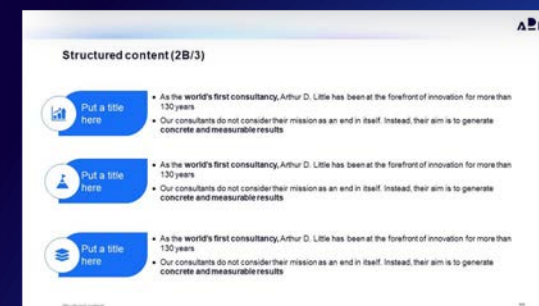
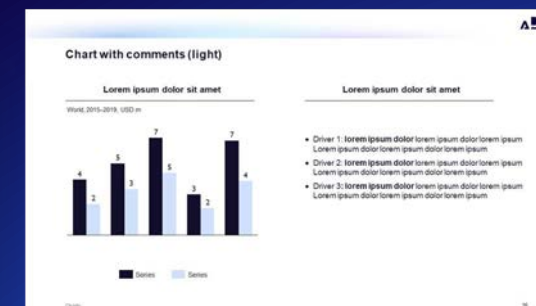
An agency was tasked with creating Arthur D Little's visual identity along with a PowerPoint template, but the end result proved inappropriate for the activity of the company's consultants.

ADL thus turned to the UpSlide designers to **rework the template, create re-usable model slides and establish Excel styles in line with their new charter.**



Amélie Pantaleone
Team Lead Design
at UpSlide

Model slides



Advisory

Clearwater

CREATIONS

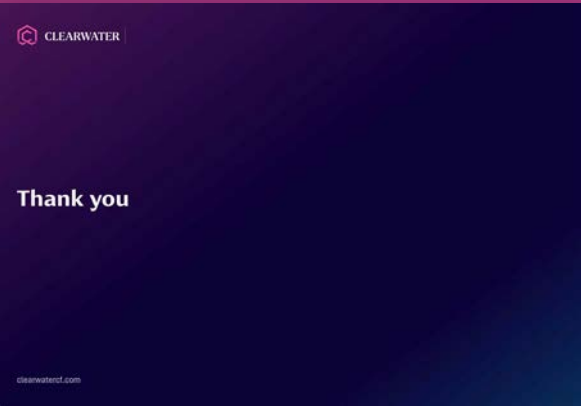
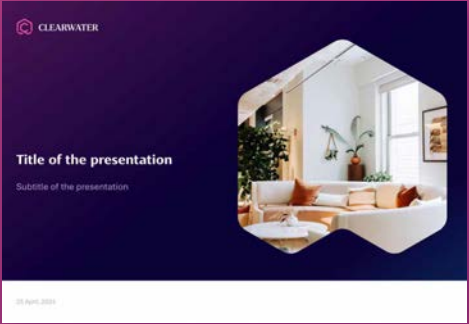
- ⚡ PowerPoint template
- ⚡ Content slides
- ⚡ Graphic assets for the library
- ⚡ Branded icons
- ⚡ Custom Shapes
- ⚡ PowerPoint table styles
- ⚡ Brand book

“
At quite short notice, Marianne, and the team at UpSlide grasped a radical change in our brand identity and managed to bring it to life through our new PPT template and UpSlide library. Not only does our PPT template need to look good, it has to work technically to drive working efficiencies, and that’s not easy to achieve across 12 different countries that all have slightly different wants and needs. Credit to UpSlide for their patience and guidance throughout the rebranding process.



Kathryn Small
Head of Marketing
Clearwater

PowerPoint template



Content slides

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Clearwater: Our Values



Adaptable

Our adaptability embodies our resilience and flexibility, empowering us to navigate change and thrive in the dynamic business landscape.



Personable

We are always genuine and approachable in our demeanour, unimpeded by the formalities of the traditional suit-and-tie, building meaningful and lasting relationships, with businesses throughout their lifecycle.



Committed

We show unwavering dedication to nurturing businesses, doing what should be done rather than what has been done before.

01 New Section




Clearwater: The most attractive home for business



Clearwater: Your Team

A senior-led, hands-on deal team with extensive sector expertise

Project leadership

 **Name Surname**
Job Title

+44 7770 123 456
joe.bloggs@clearwatercf.com

- 20+ years of specialist mid-market experience in the Consumer sector with a primary focus on travel
- Completed 20+ travel sector transactions
- Previously GCA Altium / Houlihan Lokey, Arrowpoint, EY


Job Title: Overall deal leadership

 **Name Surname**
Job Title

+44 7770 123 456
joe.bloggs@clearwatercf.com

- 7+ years deal experience
- Specialist across travel and leisure in the mid-market
- Previously part of the PwC consumer M&A team

Job Title: Day-to-day project management

 **Name Surname**
Job Title

+44 7770 123 456
joe.bloggs@clearwatercf.com

- 6+ years' deal experience
- Member of consumer sector team
- Recently advised ICG on its acquisition of Direct Ferries


Job Title: Day-to-day project management



Clearwater: Your Team

A senior-led, hands-on deal team with extensive sector expertise


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- Member of consumer sector team
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Job Title: Day-to-day project management

Debt advisory

 **Name Surname**
Job Title


25+ years' debt experience

Modelling & Data Analytics


 **Name Surname**
Job Title

Head of Modelling & Data Analytics

Transaction team

 **Name Surname**
Job Title

2+ years' deal experience

 **Name Surname**
Job Title

2+ years' deal experience

 **Name Surname**
Job Title

1+ year deal experience

ESG & Impact

 **Name Surname**
Job Title

15+ years of experience



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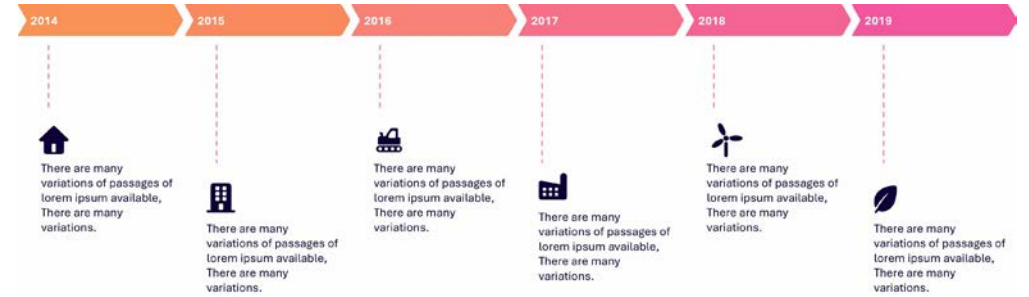
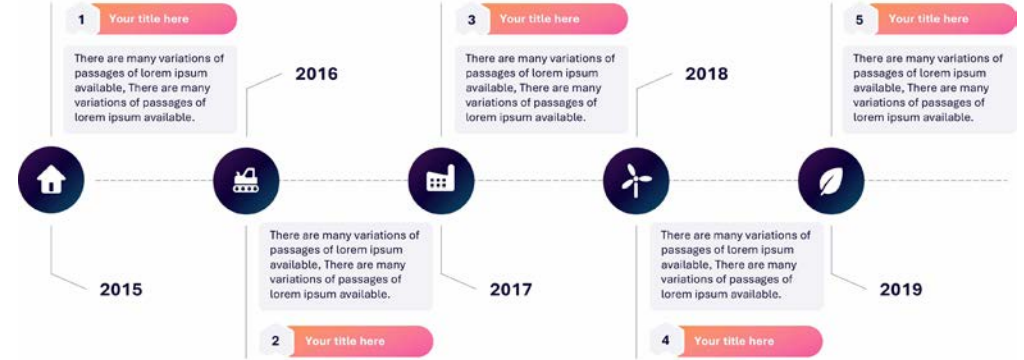
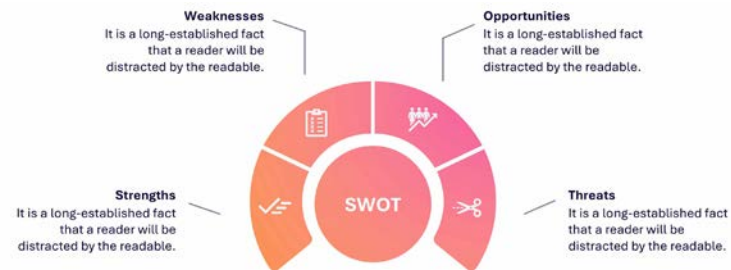
Contact

Graphic assets for the library

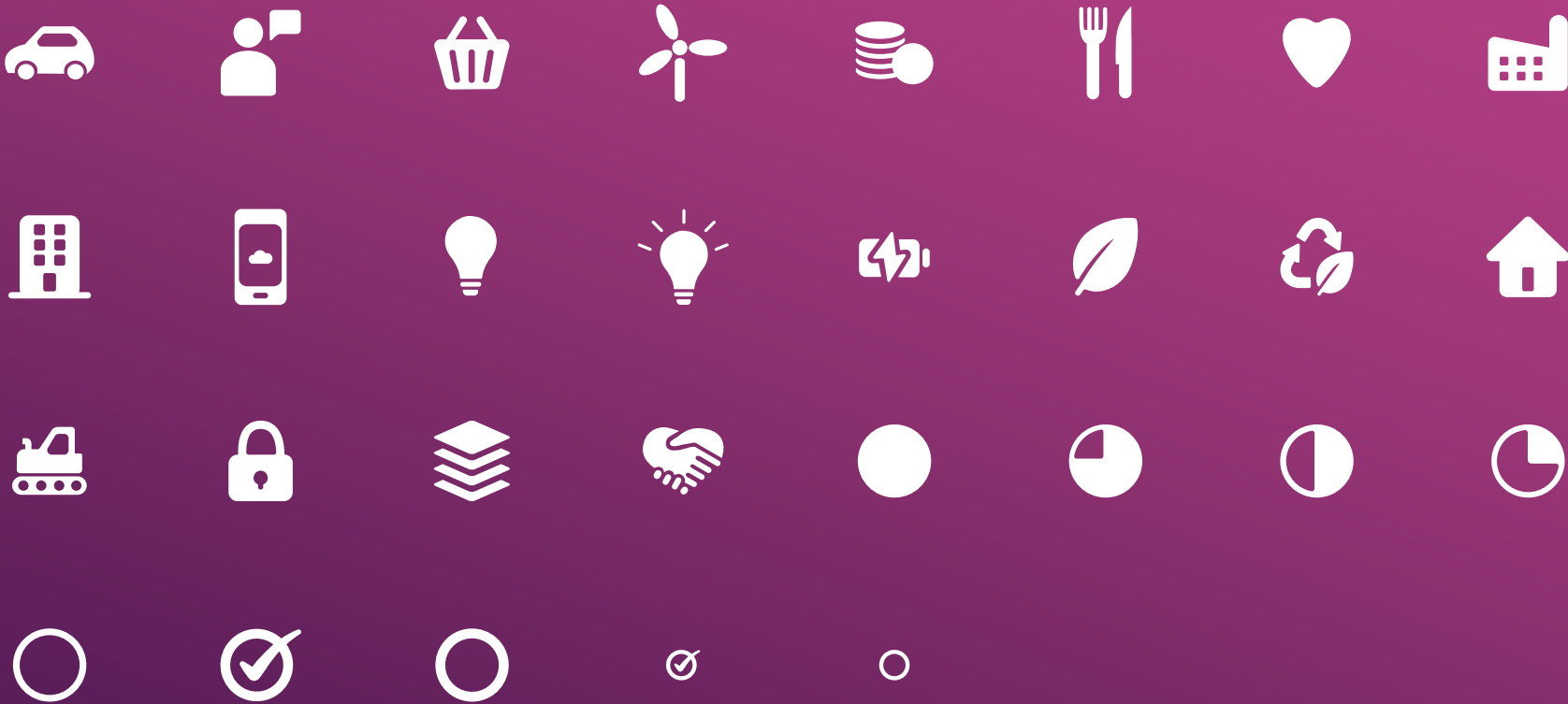


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Name
Company



Branded icons



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PowerPoint table styles

AR Quality	AR Number	AR Amount (MEUR)
System Reconciliation issue	19 (26%)	1342 (32%)
Absent	17 (23%)	1135 (27%)
Insufficient	2 (3%)	189 (5%)
Ageing analysis issue	33 (45%)	1336 (32%)
Absent	28% (38%)	1271 (31%)
Insufficient	6 (7%)	65 (2%)
Variance table issue	0	0
Total tested AR	74	4167

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A detailed guide for optimal use of the template and content library.

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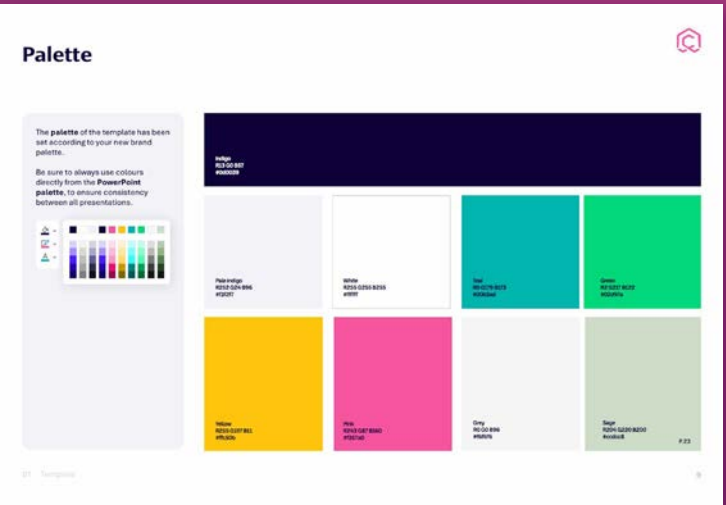
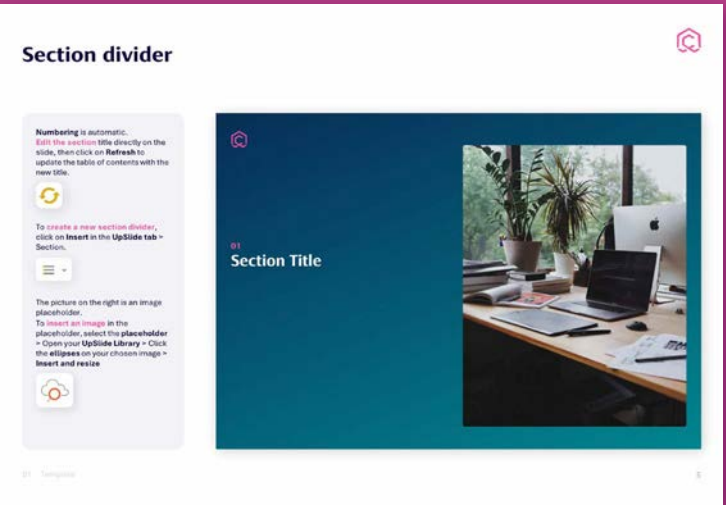
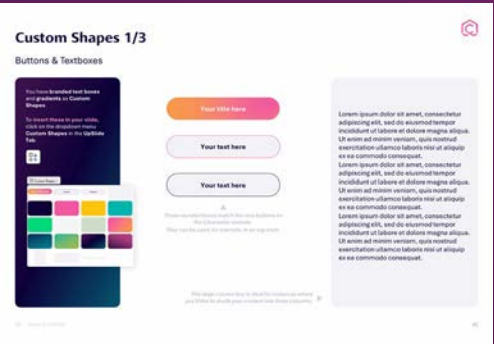
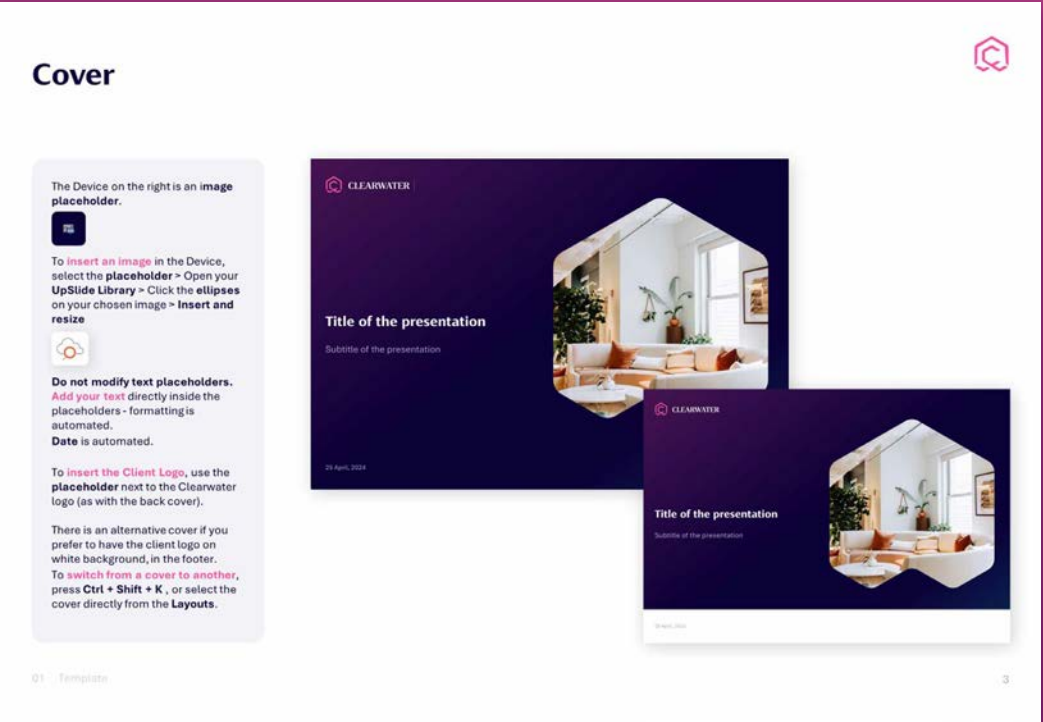
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Venturistic

CREATIONS

- ⚡ Visual identity
- ⚡ PowerPoint template
- ⚡ Word template
- ⚡ Website
- ⚡ Presentation leaflet

“

The UpSlide designers were highly pro-active and imaginative for the redesign of our visual identity. We were basically starting from scratch; their creative spirit and bright ideas helped us create a clear and modern visual identity that's reassuring for our customers. Our collaboration went smoothly and efficiently. We won't hesitate to call on their designers again whenever the need arises.



Alexis Joulié
CEO at Venturistic



**PowerPoint
template**



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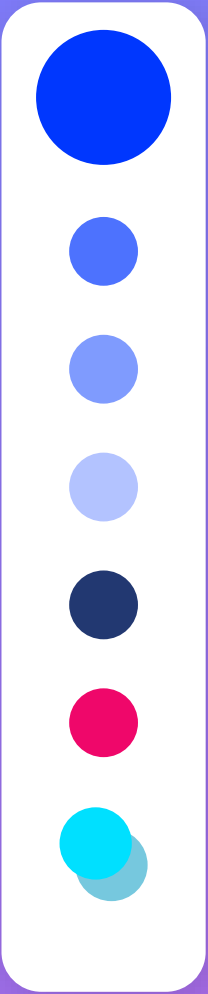
Testimonials

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Image bank



Palette



Word template

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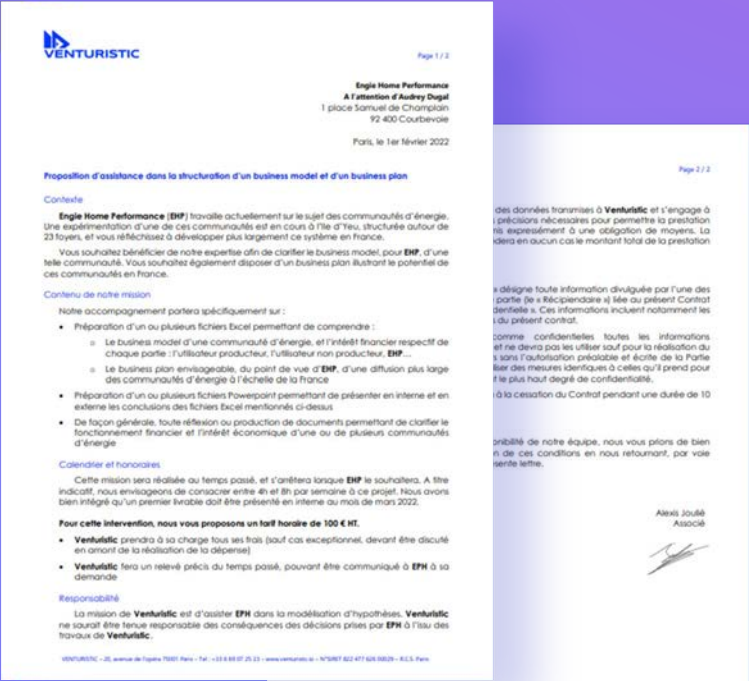
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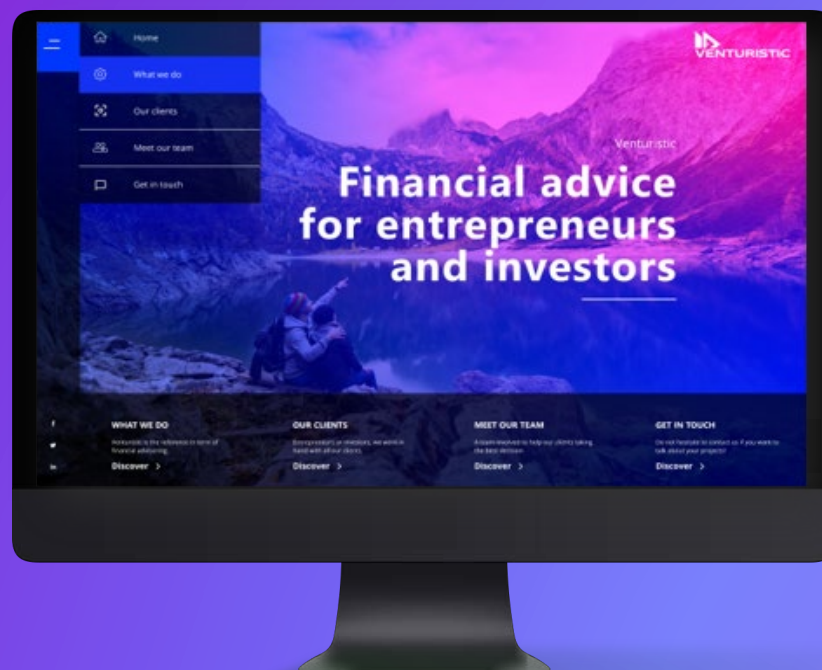
Contact



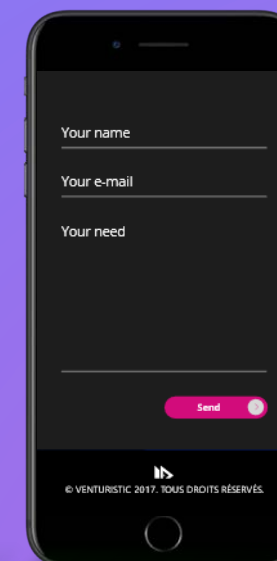
Document



Website



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Squareness

CREATIONS

- ⚡ PowerPoint template
- ⚡ Content slides
- ⚡ Redesign of a pitch
- ⚡ Graphic assets for the library

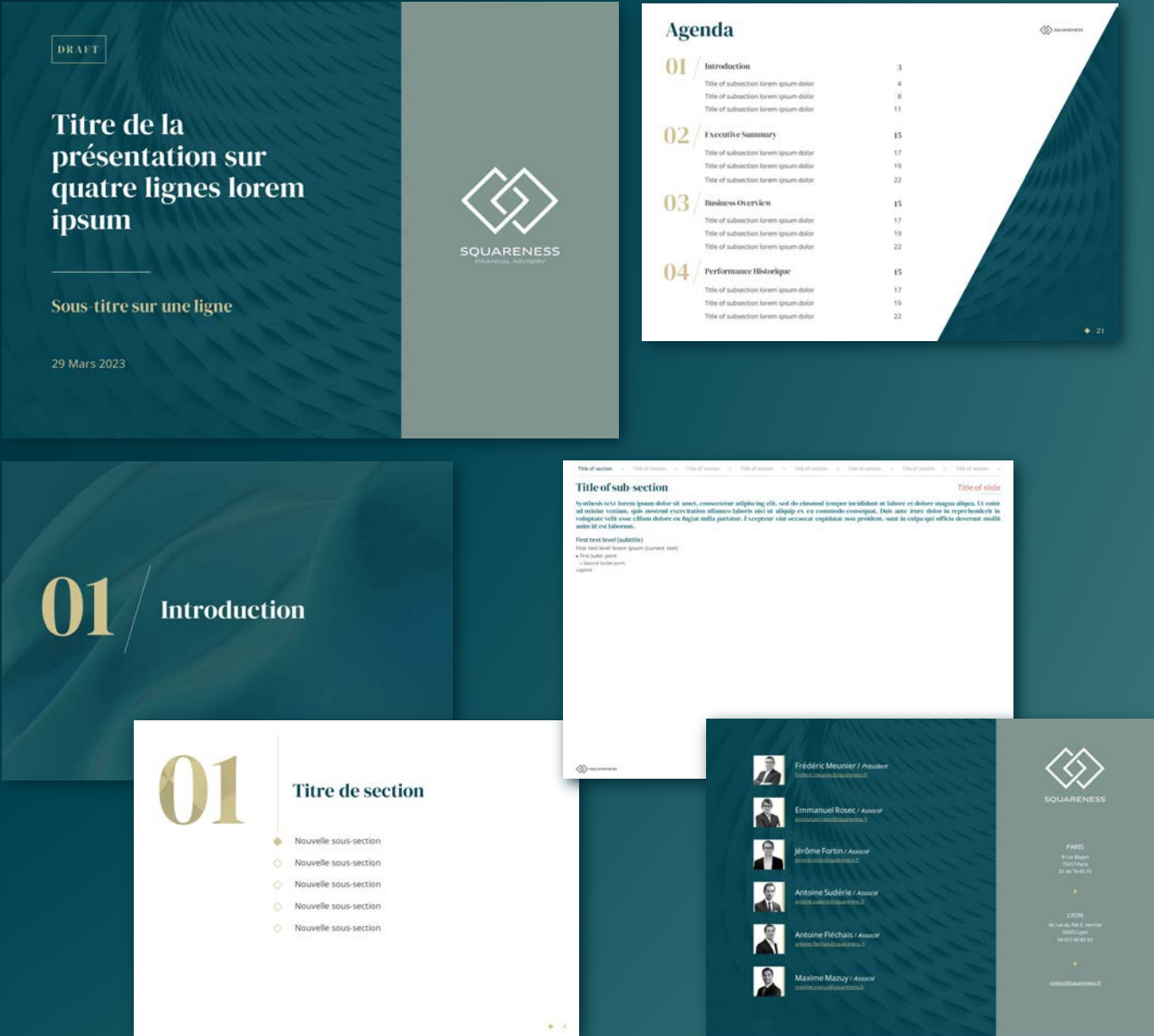
“

We really appreciated the fluidity of the discussions and the pace of progress. The design studio perfectly captured the image we wanted to convey, while at the same time being a source of suggestions. The result is well-balanced, up to date and in line with our expectations.



Antoine Sudérie
Associate
Squareness

PowerPoint template



Content slides

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2.1. Storyline

Titre optionnel

Une agence de marketing digital de premier plan, fondée en 2000 et bénéficiant d'une forte couverture géographique (Paris, Marseille, Lyon et Toulouse)...

... spécialisée dans l'acquisition digitale (Site web, email, etc.)...

... avec une offre structurée autour de 3 activités complémentaires : marketing digital, search marketing et social marketing...

... et un portefeuille clients diversifié et dynamique dont le taux d'attrition est limité.

Une société positionnée sur un marché français en croissance...

... et bénéficiant de l'accélération de l'évolution des habitudes de consommation vers le digital suite à la crise Covid...

... qui permet de maintenir la progression de son activité...

... tout en améliorant sa rentabilité grâce à une structure de coûts bien maîtrisée.

SQUARENESS

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DRAFT

Contacts Squareness en relation avec ce rapport

Titre optionnel

Contacts	Coordonnées	
Frédéric Meunier Président	Fixe : +33 (0)1 84 79 45 79 Portable : +33 (0)6 82 68 91 91 fmeunier@squareness.fr	
Antoine Suderie Associé Transaction Advisory Services	Fixe : +33 (0)1 84 79 45 81 Portable : +33 (0)6 64 42 34 34 antoine.suderie@squareness.fr	
Youthwath Lim Consultant Transaction Advisory Services	Fixe : +33 (0)1 88 79 45 70 Portable : ++ 33 (0)7 69 84 08 36 youthwath.lim@squareness.fr	
Charles Himely Consultant Transaction Advisory Services	Portable : +33 (0)7 82 45 43 25 charles.himely@squareness.fr	
Romain Gomez Consultant Transaction Advisory Services	Portable : +33 (0)7 86 16 77 59 romain.gomez@squareness.fr	

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2.2. Key financials

Cash

Un Scope d'investissement : Composé de pour une 100% des entreprises cotées sur le marché.

Un Niveau de qualité d'information : Très satisfaisant.

Un Accès au Management : Très satisfaisant.

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Style d'organigramme

Titre optionnel

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1.3. Les aspects clés identifiés

Nos travaux ont pour objet de couvrir l'ensemble des enjeux financiers clés identifiés dans le cadre de l'opération envisagée.

01 Mise en perspective des spécificités du groupe et du mode de fonctionnement de celui-ci

- Comment sont organisées les différentes fonctions au sein de la société ?
- Comment s'organise le pilotage et le suivi de l'activité et quels sont les outils à disposition (suivis des KPIs) ?
- Quelle est la structure de l'effectif et son évolution ?
- Comment sont gérés les processus comptables et quelles sont les règles et méthodes appliquées ? (reconnaissance de revenus, modalités de facturation, etc.)
- Quels sont les principaux modèles financiers avec les partenaires ?
- Quels sont les liens avec des sociétés apparentées ?

02 Evolution du niveau de performance du Groupe et Normalisation

- Quels sont les principaux facteurs de l'évolution du chiffre d'affaires et de l'EBITDA sur la période ?
- Quelles sont les natures de prestations, et les partenariats les plus contributifs en termes de CA, Marge, EBITDA ?
- Comment évolue la base clients (concentration, churn, etc.) et quel est le panier moyen ?
- Quelles sont les caractéristiques de la structure de coûts ? Comment se décompose la masse salariale et comment évoluent les effectifs ? Quel est le niveau de turn-over ? Gestion et calcul des primes ?
- Quels sont les éléments de retraitements de l'EBITDA à considérer pour construire une vision normative de la performance du Groupe ?

03 Evolution et présentation de la structure bilancielle du Groupe (BFR, Dette Nette, Cash-flow)

- Quel est le niveau d'endettement du Groupe ?
- Quel est le niveau de BFR Normatif, existe-t-il une saisonnalité de l'activité ?
- Quelle est l'évolution des éventuels litiges ou contentieux et comment sont-ils provisionnés ?
- Comment évolue la trésorerie et quel est le taux de conversion de l'EBITDA en cash ?
- Existe-t-il des retraitements ou des éléments hors-bilan à considérer dans la détermination de la dette nette normative du Groupe ? (Crédits Bâti, Crédits vendeurs, déficits reportables, etc.)

04 Budget 2023

- Quelles sont les hypothèses de construction retenues pour le Budget 2023 ?
- Quelle est la trajectoire observée à date ?

SQUARENESS

Projet «ESN» - 14 mai 2023

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1.4. Format de restitution

Notre approche permet de délivrer une analyse centrée sur les enjeux clés de l'opération. Notre ave de travail consiste à nous approprier les spécificités du business model, puis d'élaborer un rapport sur-mesure afin de s'assurer que les enjeux, risques et opportunités associés à l'opération sont correctement identifiés, analysés, puis communiqués.

Un rapport construit comme outil d'aide à la négociation

Un format de restitution adapté à la nature de l'opération envisagée...

...des analyses ciblées et documentées...

... pour une prise de décision éclairée.

Executive Summary

- Indicateurs de performance
- Qualité de l'information et méthode comptable
- Construction de l'information
- Points clés identifiés
- EBITDA ajusté
- Dette Nette ajustée
- BFR Normatif

Business Overview

- Historique du Groupe
- Structure juridique
- Equipe et Organisation
- Partenaires et mode de rémunération
- Gammes de produits et services proposés
- Evolution de la base clients

Performance Historique

- Présentation du P&L combiné
- Evolution de l'ARR et du CA
- CA et marges contributives
- Décomposition et analyse des frais de personnel (turn-over, rémunérations, profits des équipes)
- Revue des impôts et taxes
- Revue des éléments sous l'EBITDA

Bilan-BFR

- Présentation du Bilan Economique
- Composition de l'actif immobilisé
- Evolution du BFR
- Revue des Stocks (le cas échéant)
- Revue des créances clients
- Revenues des dettes fournisseurs
- Revenues des dettes fiscales & sociales
- Revue des autres dettes et comptes de régularisation

Dette et Cash-flow

- PRC et des méthodes de provisionnement
- Evolution de la dette/trésorerie nette
- Evolution de la trésorerie mensuelle
- Tableau de Flux de Trésorerie

Current Trading/BP

- Revue du current trading
- Présentation des hypothèses de construction du Budget 2023

SQUARENESS

Projet «ESN» - 14 mai 2023

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2.2. Key financials

Cash

Un Scope d'investissement : Composé de pour une 100% des entreprises cotées sur le marché.

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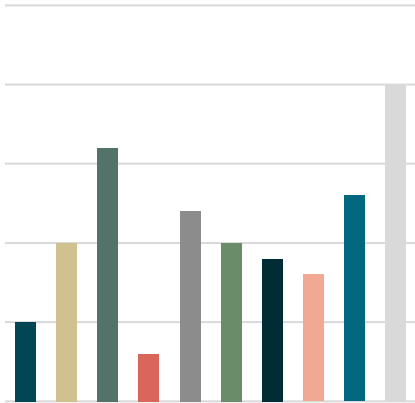
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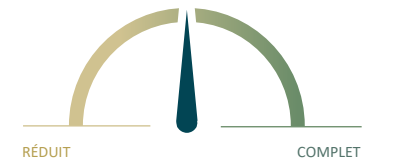
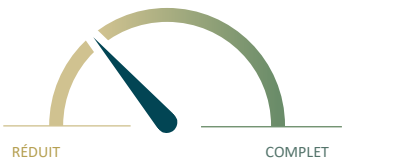
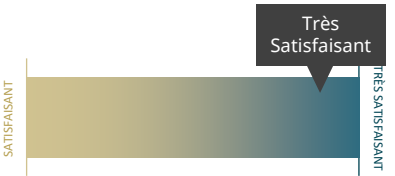
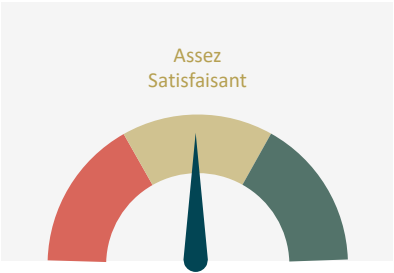
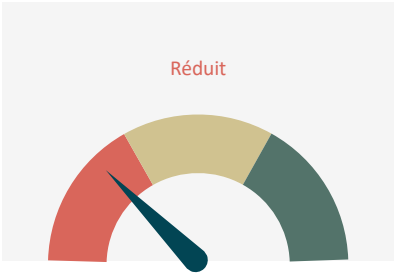
- Our mission & expertise
- Our approach
- Projects
- Asset Management
- Advisory**
- Corporate
- Banking
- Our methodology
- Testimonials
- Contact

Excel palette



Graphic assets

Dial charts for due diligence criteria assessment.
(Scope of intervention, quality of information, access to management, etc.)



Advisory

FI Partners

CREATIONS

- ⚡ PowerPoint template
- ⚡ Content slides

“

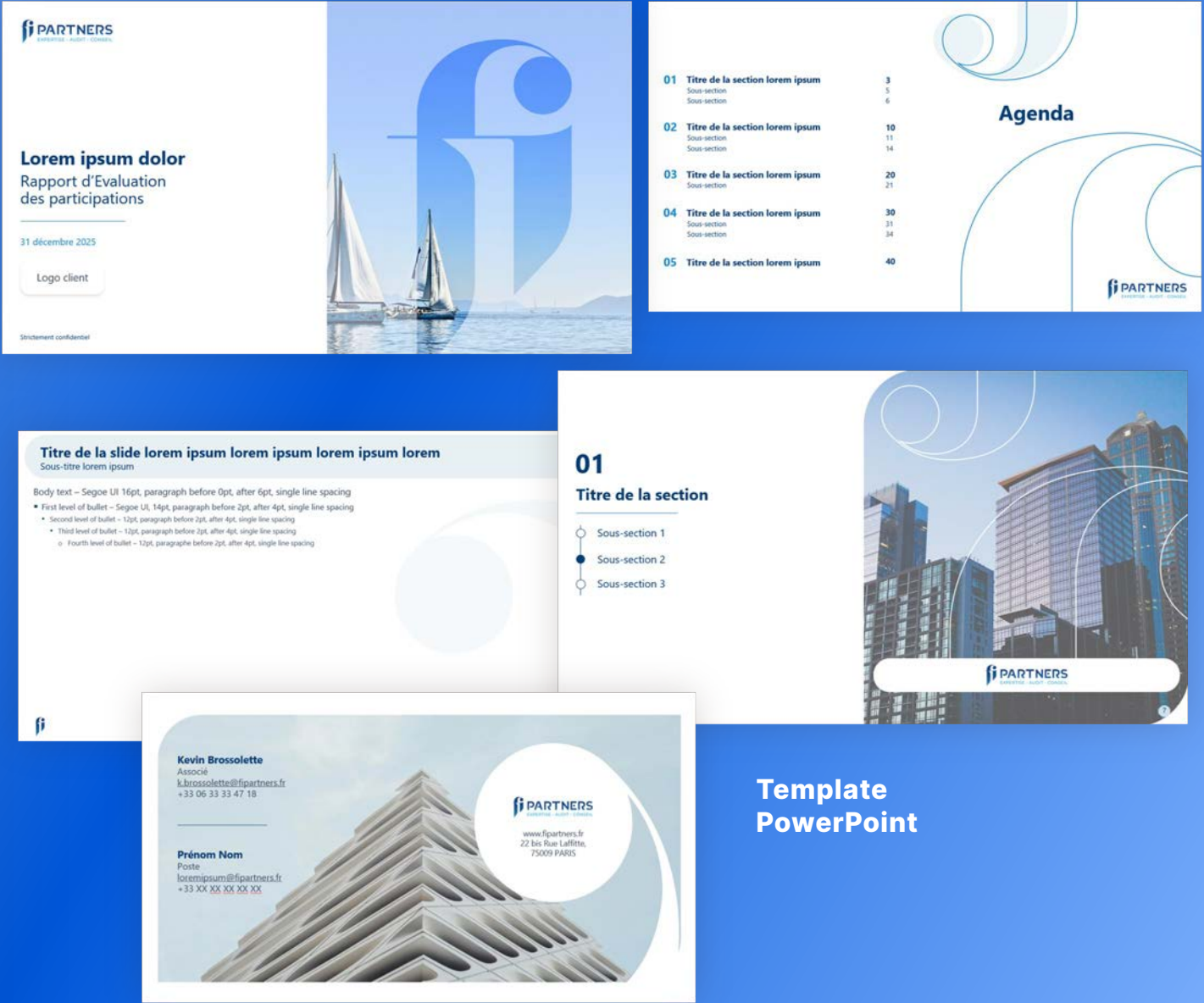
FI Partners reached out to UpSlide to revamp their PowerPoint template, aiming for stronger visual consistency with their brand identity. We then applied the new template to redesign a series of content slides.

The goal: modernize the presentation while making it easier for internal teams to reuse.



Amélie Pantaleone
Team Lead Design
UpSlide

PowerPoint template



**Template
PowerPoint**

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Content slides

Organisation du cabinet

Mission évaluation AIFM



Kevin Brossolette

Expérience
Expert-Comptable / Commissaire aux comptes, a acquis une solide expérience en Finance d'entreprise et en Evaluation de sociétés non cotées tout au long de son parcours professionnel.
Associé Fondateur de la société PCI (Prockdure & Contrôle Interne) créé en 2006, société de conseil dédiée à la conformité des sociétés de gestion de portefeuille.

Qualifications et diplômes

- Commissaire aux comptes inscrit à la CRCC de Paris
- Expert-comptable inscrit à l'Ordre de Paris IDF
- Expert en Evaluation d'Entreprise certifié (Cursus de formation sur 2 ans conçu par la Compagnie des Conseils et Experts Financiers)



Adrien Mona


Expérience
Ancien Expert en Evaluation Immobilière, il dispose d'une expérience de plus de 5 ans acquise auprès de JLL Expertises, cabinet de conseil en immobilier d'entreprises reconnu de la place.
Responsable des Expertises de la Société de Gestion de Portefeuille Allianz Immobilier pendant plus de 2 ans, il bénéficie d'une solide expérience dans l'**Évaluation Indépendante AIFM**.

Qualifications et diplômes

- Master 2 en Finance - Sciences de l'Immobilier
- Master Sciences de Gestion

Organisation du cabinet

Mission évaluation AIFM




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Ancien Expert-Comptable / Commissaire aux comptes, a acquis une solide expérience en Finance d'entreprise et en Evaluation de sociétés non cotées tout au long de son parcours professionnel.
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Qualifications et diplômes

- Master 2 en Finance - Sciences de l'Immobilier
- Master Sciences de Gestion

Fiche d'identité

FI Partners est une **société indépendante créée en 2018**, spécialisée dans des services comptables et financiers liés aux sociétés de gestion de portefeuille.
FI Partners emploie **11 collaborateurs** (dont 4 personnes dédiés à l'évaluation AIFM).

Dénomination de la société : FI PARTNERS
Statut juridique : SARL
Capital : 40.000 €
Date de création : 06/2013
SIRET : 750 043 241 00025
Adresse : 22, bd rue LaFont, 75009 Paris

Personne en charge
Brossolette Kevin, Gérant, inscrit au tableau de l'Ordre des Experts-Comptables de Paris et sur la liste des commissaires aux comptes agréés de la CRCC de Paris depuis le 27 septembre 2011.
06 33 33 47 18 - kbrossolette@spartners.fr

FI PARTNERS est référencée auprès de l'AMF en tant que :
Commissaire aux comptes de PFOU/SCV OPO
Évaluateur Indépendant - AIFM

Ressources

Associations professionnelles

Le cabinet FI PARTNERS est membre de plusieurs associations dont le respect des règles garanti **des travaux de valorisation en ligne avec les meilleurs standards du métier**.



CNCC Code de déontologie et normes des experts-comptables & Commissaire aux comptes



Membre du CCEF (Compagnie des Conseils et Experts Financiers) qui a conçu un cursus de formation sur deux ans en « spécialisation évaluation d'entreprise ». Le programme couvre l'analyse stratégique, le corporate finance, la conduite de la mission, les normes IFRS, l'évaluation et l'expertise financière.



Membre de la SFEV (Société Française des Évaluateurs) qui a pour but de réunir l'ensemble des personnes intéressées par l'évaluation financière afin de favoriser l'émergence et la reconnaissance des meilleures pratiques en promouvant l'utilisation des techniques d'évaluation les plus récentes. La SFEV a défini également les standards professionnels que les experts en évaluation s'engageront à respecter dans leurs travaux.


Ressources

Associations professionnelles

Formation continue


 Membre de la Commission Evaluation du CCF

 Participe aux réunions de la SFEV > à la Journée d'évaluation de la CNCC

 Suit des évolutions des FEV Valorisation Guidées chez France Invest

Sources d'information

 Abonnement base de données immobilières : CF Naves Immo

 Abonnement à la Front Analytics Platform : Saur de données financières

 Abonnement Infogole

Ces différentes sources d'information permettent au cabinet FI PARTNERS d'alimenter une **base de données** relative à toutes informations liées aux **évolutions du marché des entreprises**.

Organisation du cabinet

Mission évaluation AIFM



Kevin Brossolette
Responsable et signataire des missions d'évaluation du cabinet



Léonard Spielmann
Référént Immobilier



Adrien Mona
Référént Immobilier

Projects

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Our mission
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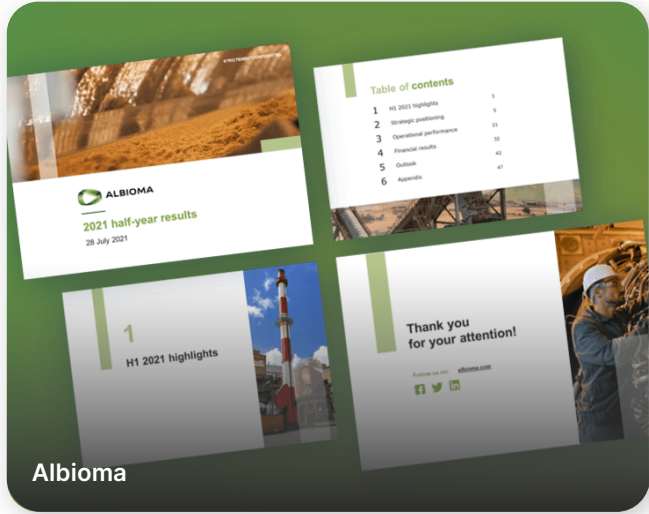
Corporate

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methodology

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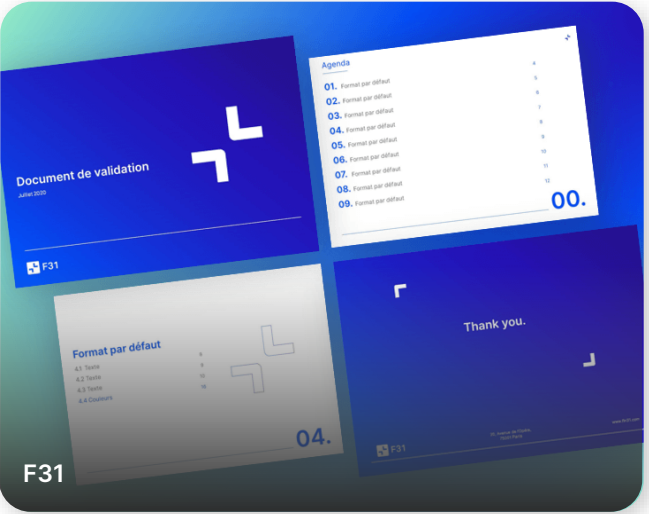
Contact



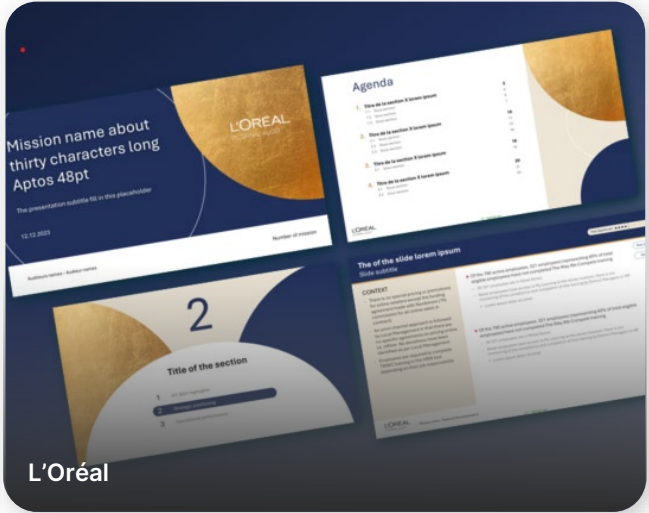
Albioma



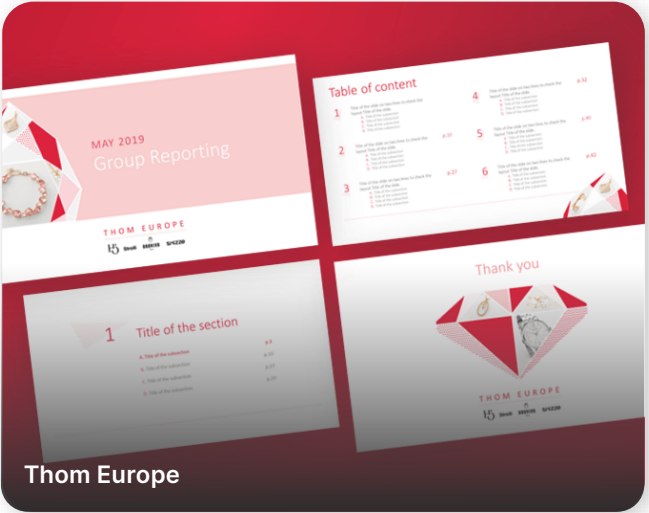
Elsan



F31



L'Oréal



Thom Europe



Aramis Group

Albioma

CREATIONS

- ⚡ PowerPoint Template
- ⚡ Content slides
- ⚡ Custom pictograms
- ⚡ Design training

“
The UpSlide teams helped us to overhaul our PowerPoint template. **Everyone in our company was won over by the result. What’s more, we enjoyed productive, free-flowing exchanges throughout the project.**
Thank you!



Eloïse Sablon
Communication Officer
at Albioma

PowerPoint Template

STRICTEMENT CONFIDENTIEL

ALBIOMA

2021 half-year results
28 July 2021

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1	H1 2021 highlights	3
2	Strategic positioning	5
3	Operational performance	21
4	Financial results	32
5	Outlook	42
6	Appendix	47

1
H1 2021 highlights

H1 2021 highlights

Operations & Development

- Growth in revenues: +7%
- Beginning of works for the conversion and life extension of Albioma Bois-Rouge (Reunion Islands) / exit from coal
- Acquisition of Çumraçık, a 13 MW geothermal plant in Turkey
- 10 MWp of solar projects awarded through tenders
- Albioma Codrux Energia won a contract to secure the sale of energy from its 100% bagasse power plant

Financing & stock market

- Successful employee-reserved capital increase of 14.5M€

Other

- Ransomware attack targeting the Group in May (no impact on industrial activities)

Thank you for your attention!

Follow us on: [albioma.com](https://www.albioma.com)

f t in

Content slides

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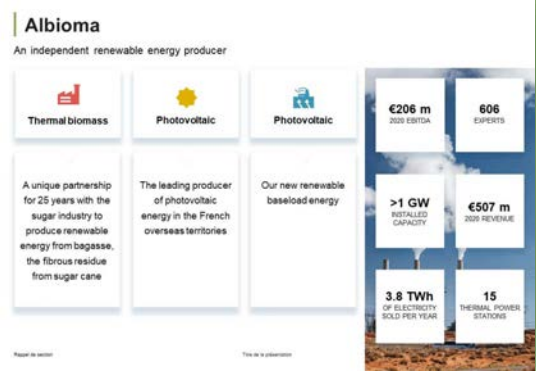
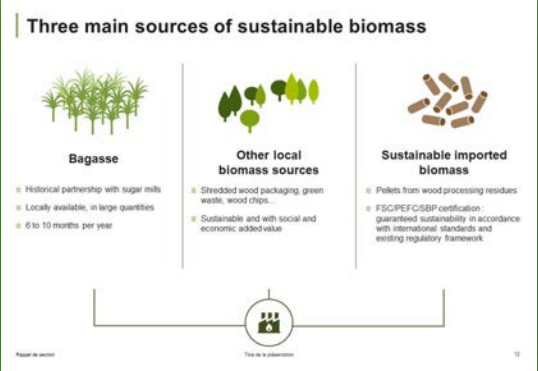
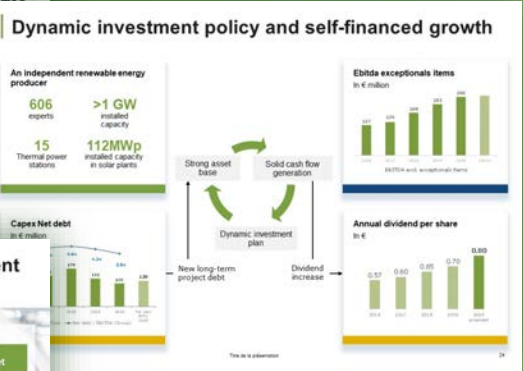
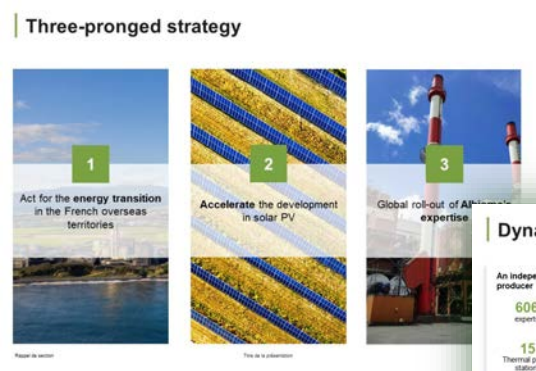
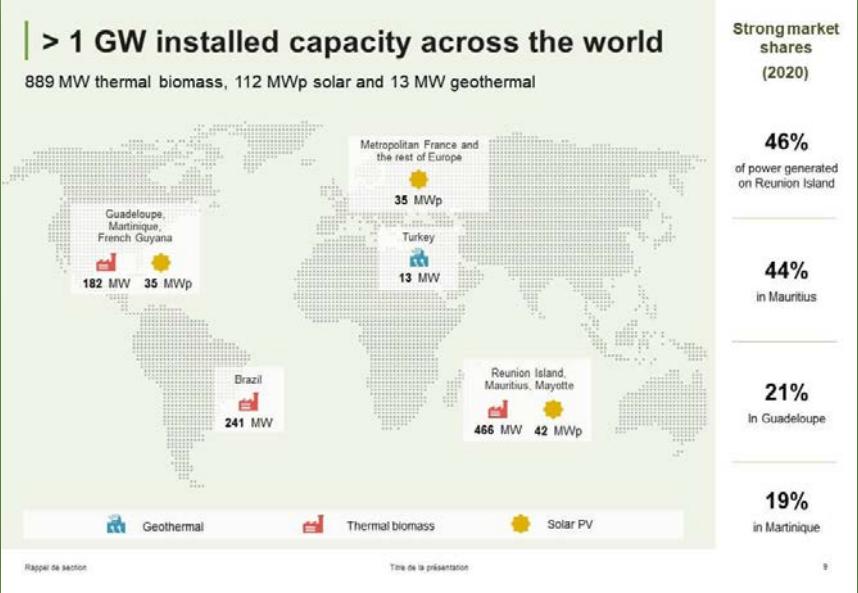
Corporate

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Corporate

Elsan

CREATIONS

- ⚡ PowerPoint Template
- ⚡ Excel styles

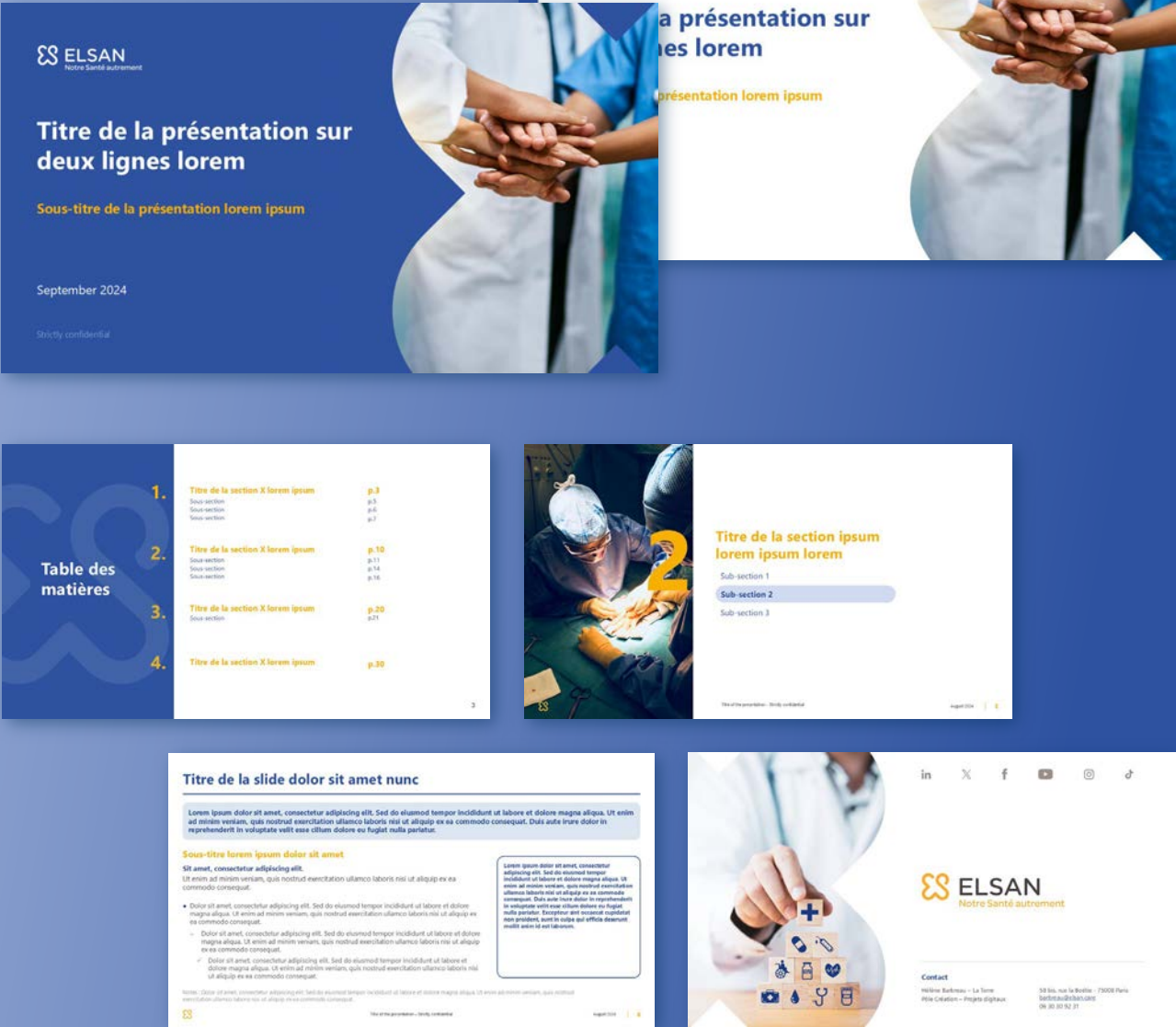
“

Elsan called on the design studio to **redesign their PowerPoint template**, intended not only for their UpSlide users, but also for **their entire staff**. Wishing in particular to reduce the proportion of orange used in the template in favor of a blue from their charter which is more aligned with the sector, we suggested that they **exploit their acronym as a recurring and distinctive graphic element**.



Amélie Pantaleone
Team Lead Design
at UpSlide

PowerPoint template



F31

CREATIONS

- Website
- Logo
- PowerPoint template
- Word template
- Events banner
- Email signature
- LinkedIn post template

“The UpSlide designers took charge of the entire project, from the design of the logo to the production of communication vehicles, such as the events banner or email signature. We were very pleased with the way in which the project was conducted and the quality of their support. Right from the very first meeting, we were able to appreciate their considerable involvement in this project and their desire to push even furthermore to surpass our expectations. We are proud of the result and won't think twice about working with UpSlide again to give our visual identity a facelift.



Maria Makarova
CEO at F31

Logo



Colour palette

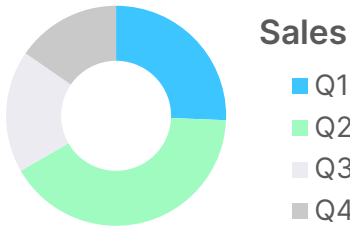
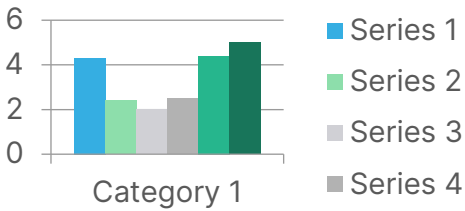


Typography



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Office colour chart and Excel styles



Power BI dashboard format



Spreadsheet format

	IRR 14.28%	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
FINANCIAL STATEMENTS (k€)											
REVENUES	64 301	-	1 184	3 296	3 935	4 008	4 084	3 755	4 260	4 343	4 423
Net	-	-	-	-	-	-	-	-	-	-	-
OSM	(22 213)	-	-	(278)	(278)	(805)	(805)	(572)	(852)	(868)	(884)
Staff costs	(9 402)	-	(18)	(455)	(588)	(538)	(571)	(562)	(534)	(548)	(558)
Rent	(2 986)	-	(72)	(176)	(176)	(183)	(186)	(192)	(193)	(193)	(201)
Administrative costs	(2 703)	(278)	(278)	(278)	(278)	(278)	(278)	(278)	(278)	(278)	(278)
Major maintenance	(2 500)	-	-	-	-	-	-	-	-	-	-
Other recurring opex	(5 335)	-	(44)	(56)	(222)	(383)	(378)	(365)	(388)	(393)	(392)
TOTAL OPEX	(63 185)	(25)	(204)	(1 139)	(1 871)	(2 670)	(2 190)	(2 728)	(2 176)	(2 121)	(2 246)
EBITDA	31 120	(25)	960	2 159	2 057	1 938	1 965	1 027	2 084	2 131	2 175
Depreciation	(15 638)	-	(502)	(1 212)	(1 212)	(1 212)	(1 212)	(1 212)	(1 212)	(1 212)	(1 212)
EBIT	15 484	(25)	475	946	844	725	771	(234)	871	918	962
Interest on bank loan	(178)	(18)	(18)	(18)	(18)	(18)	(18)	(18)	(18)	(18)	(18)
Interest on shareholders' loan	(1 785)	(18)	(18)	(18)	(18)	(18)	(18)	(18)	(18)	(18)	(18)
EBT	13 521	(61)	213	709	624	522	585	(405)	825	791	794
Corporate income tax	(2 530)	-	-	-	-	-	-	-	-	-	-
Net Income	11 991	(61)	213	709	624	522	585	(405)	825	791	794

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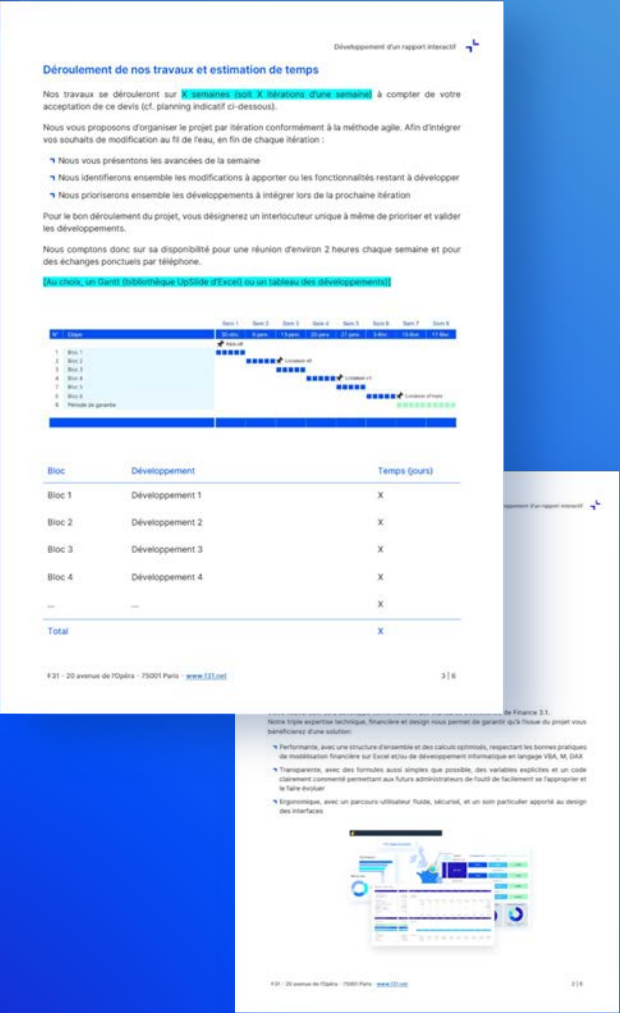
Banking

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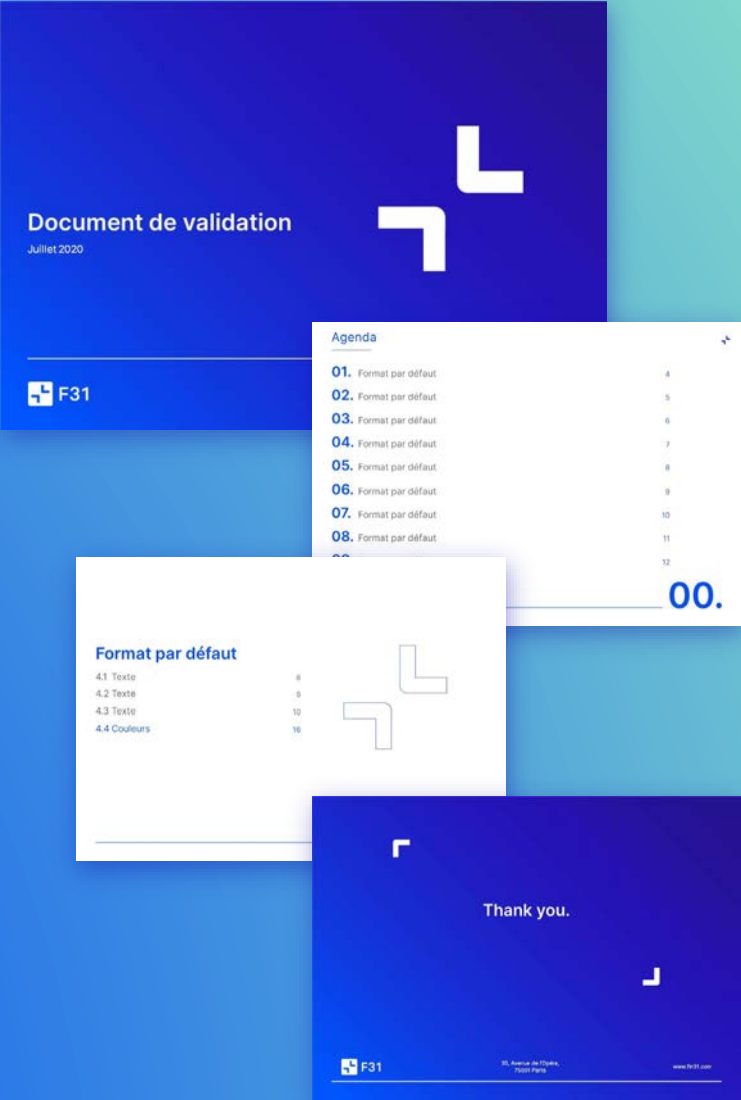
Testimonials

Contact

Word template



PowerPoint template



Content Slides

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Nos réalisations

Modèles financiers

“ F31 nous a apporté une double expertise en modélisation d'outils Excel soignés et ergonomiques et en analyses financières appropriées à notre activité. ”

Arnaud Maréchal,
CFO Orange Digital Ventures



Power BI niveau 1 : premier reporting avec Power BI

Public : Professionnels de la finance souhaitant apprendre à construire des dashboards interactifs pertinents

Niveau requis : Aucune expérience avec Power BI requise

Matériel requis : Un ordinateur portable (PC) équipé de Power BI Desktop

Format : 3 demi-journées dans vos locaux ou en distanciel

Tarif : 4 500 € HT (3 participants max en distanciel et 10 participants max en présentiel)

01. Introduction
Comprendre l'utilité de Power BI

- Qu'est-ce que Power BI ?
- Comprendre la self-service BI
- Les étapes pour construire un dashboard Power BI
- Power BI vs ses concurrents
- Présentation du cas pratique

02. Modélisation
Préparer et organiser ses données sources

- Se connecter aux données
- Introduction à Power Query : Transformer et nettoyer les données
- Enrichir ses données
- Construire un modèle de données
- Identifier les liens dans ses tables
- Relations entre les tables

03. Visualisation
Construire et présenter des indicateurs pertinents pour son reporting

- Introduction au DAX
- Calculs d'indicateurs simples
- Calculs de ratio
- Création de visuels
- Gestion des filtres
- UX

04. Partage
Partager ses reportings au sein de son organisation

- Publier un rapport et le partager
- Partage de bonnes pratiques
- Correction et Q&A sur le cas pratique

Our Power BI expertise

IMPORT

- Files
- Data Bases
- Online

Data Consolidation

Data Analyses

Data Visualisation

PUBLICATION

- PC
- Smartphone
- Tablet

L'expertise de F31

01. Modèles Financiers
Des modèles fiables et optimisés pour des résultats clairs

02. Business Intelligence
La technologie Power BI dynamique et design

03. Applications métier
La souplesse d'Excel et de la Power Platform au service des demandes particulières



Des outils sur mesure pour vos prises de décision

Notre méthodologie

Une nouvelle version toutes les semaines pour suivre l'avancement et co-construire la solution

Nous travaillons en méthode agile, par itération d'une semaine.

Nos clients sont fortement impliqués dans le projet, participant à chaque itération.

Nous restons proches de nos clients et les accompagnons dans les évolutions futures des outils développés.

Etapes initiant un projet

Objectifs de la phase préliminaire : définir la solution optimale, s'accorder sur les livrables attendus, dresser le planning et chiffrer le projet.

Premier rendez-vous
Expression du besoin, validation de la pertinence de notre solution

Proposition commerciale
Ajustements et mise en place d'un accord

Réunion Kick-off

1 XX semaine

2 Nous sommes ici
Formalisation du besoin par F31

3 XX semaine

4 Signature
Lancement du projet

5 XX semaine

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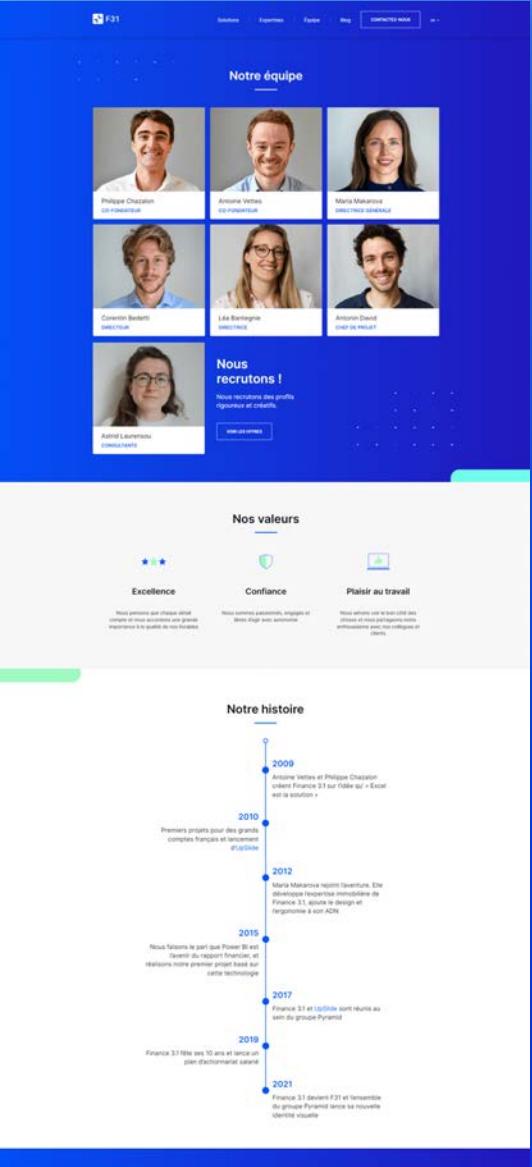
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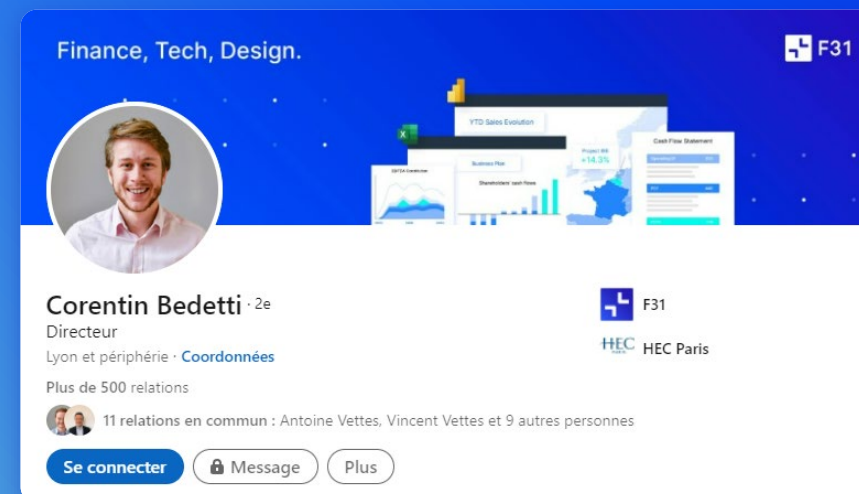
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Roll-up



LinkedIn Banners



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L'Oréal

CREATIONS

- ⚡ PowerPoint template
- ⚡ Creation of labels for the library

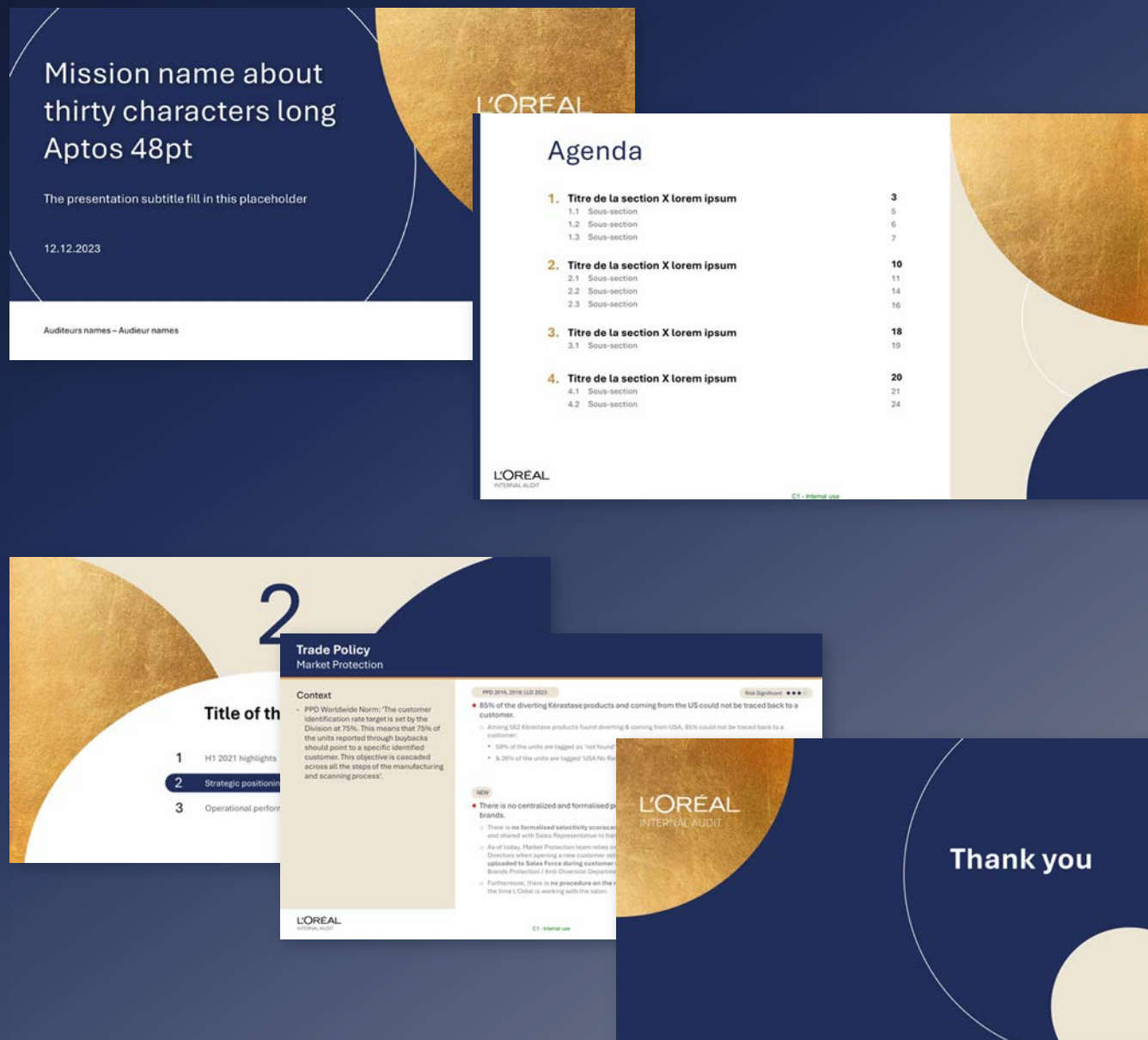
“

The Internal Audit team at L'Oréal has contacted us to overhaul their PowerPoint template. We have created various content slide templates tailored to their highly specific business needs, including labels to be added to the library.



Amélie Pantaleone
Team Lead Design
at UpSlide

PowerPoint template



Thom Europe

CREATIONS

- ⚡ PowerPoint template
- ⚡ Content Slides
- ⚡ Graphic elements that can be reused for their slides
- ⚡ Excel styles

“

The head of the management control department sought to modernise Thom Europe's visual identity.

He called on the UpSlide designers to deliver an automated PowerPoint template that can be updated in line with their collections: we preconfigured reserved spaces to independently modify the photos that feature on the front and back covers.



Amélie Pantaleone
Team Lead Design
at UpSlide

PowerPoint template



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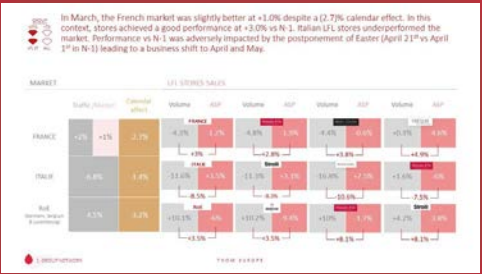
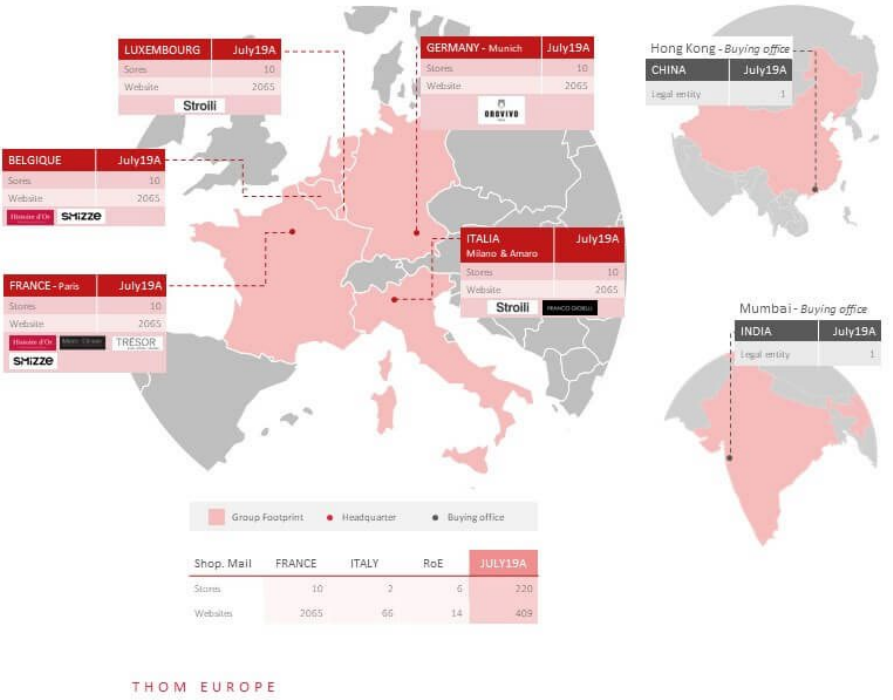
3 CHANGE IN PERIMETER
New legal entities have
been settled in FY18A

Like for Like (LFL) perimeter gathers:

All stores excluding (i) store closed during
the year, (ii) openings during the previous
and current FY, and (iii) affiliated stores;

- ♥ E-commerce
- ♥ EBITDA Reported comprises the
restatement of the contribution of stores
closed during the FY.
- ♥ EBITDA PF corresponds to EBITDA Reported
and includes the full year effect of openings
under the "PF adjustment".
- ♥ PF adjustments corresponds to
the 12 month contribution of openings
based on an extrapolation of actual
performance less actual contribution
since the acquisition.
- ♥ EBITDA TLB is in accordance with TLB
undertakings definition for leverage.

1. GROUP NETWORK



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Corporate

Aramis Group

CREATIONS

⚡ Content slides

“

The Upslide teams proved to be highly **responsive and efficient**, producing a large number of slides entirely created and on branded for our Investor Day, within tight deadlines.

Sympathetic, adaptable, rigorous: in short, a solid partner for your key projects.



Alexandre Leroy
Director of Investor Relations,
Financing and Treasury
at Aramis

Content slides



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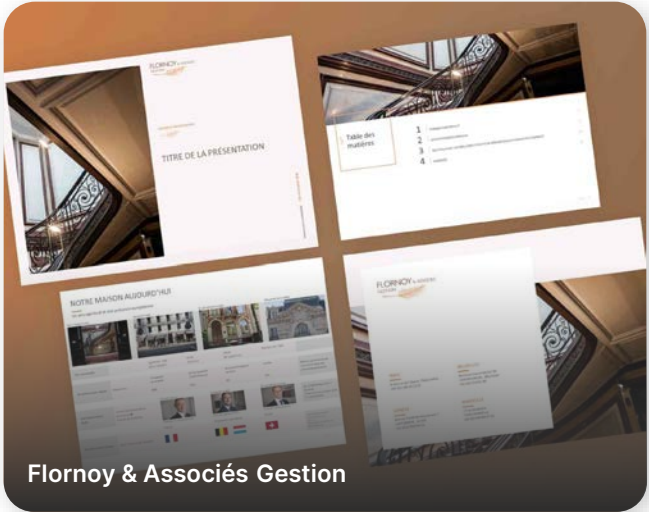
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Société Générale

CREATIONS

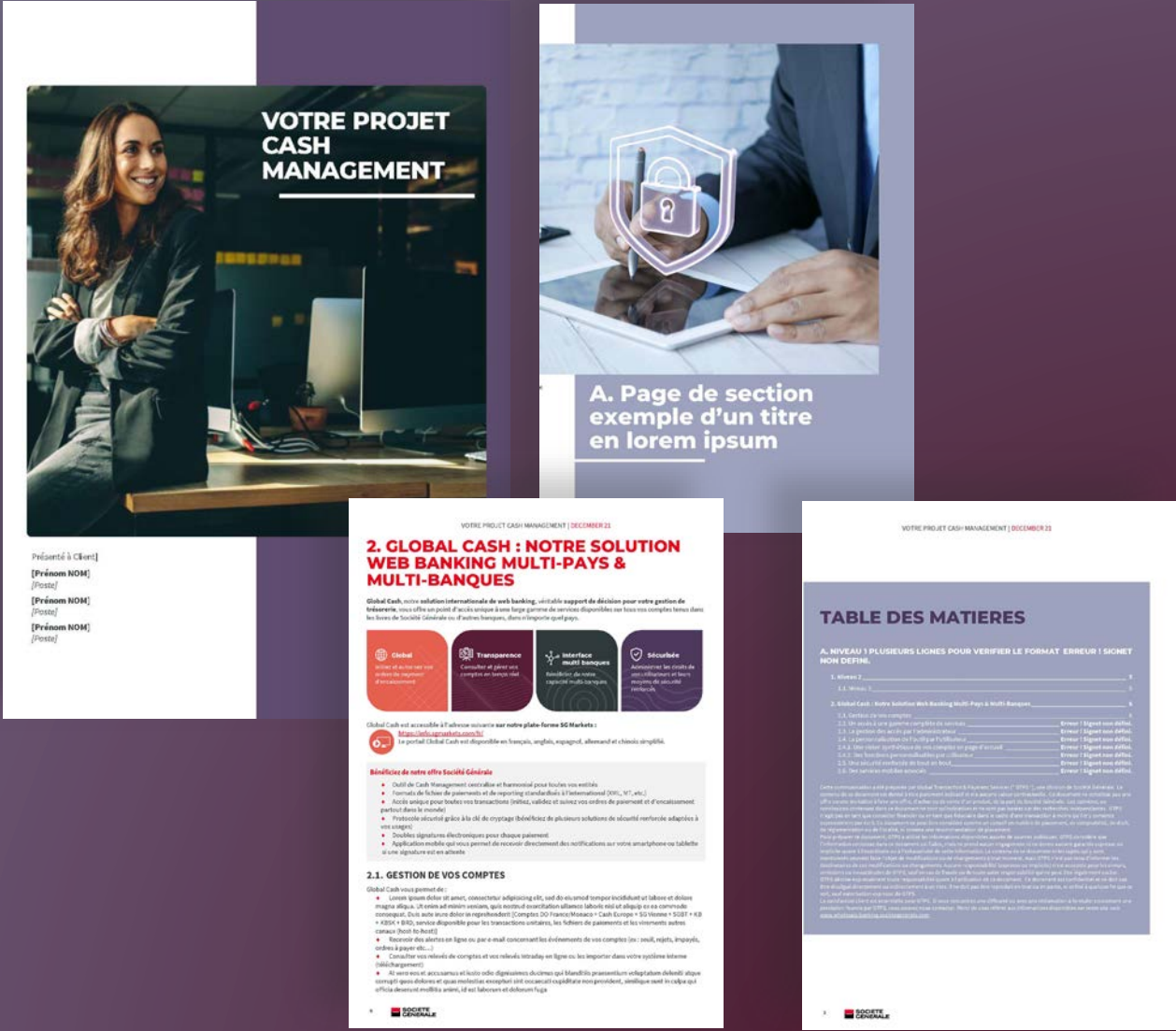
- ⚡ Word template
- ⚡ 3D Illustration

“
Société Générale came back to UpSlide to brush up the Word template which we had created four years prior. They wanted a **design integrating 3D effects, and a meticulous focus on the styles of the texts to produce high-quality calls for proposals**, in line with the Group's graphic identity.”



Amélie Pantaleone
Team Lead Design
at UpSlide

Word template



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Flornoy & Associés Gestion

CREATIONS

- ⚡ PowerPoint template
- ⚡ Content slides
- ⚡ Word template

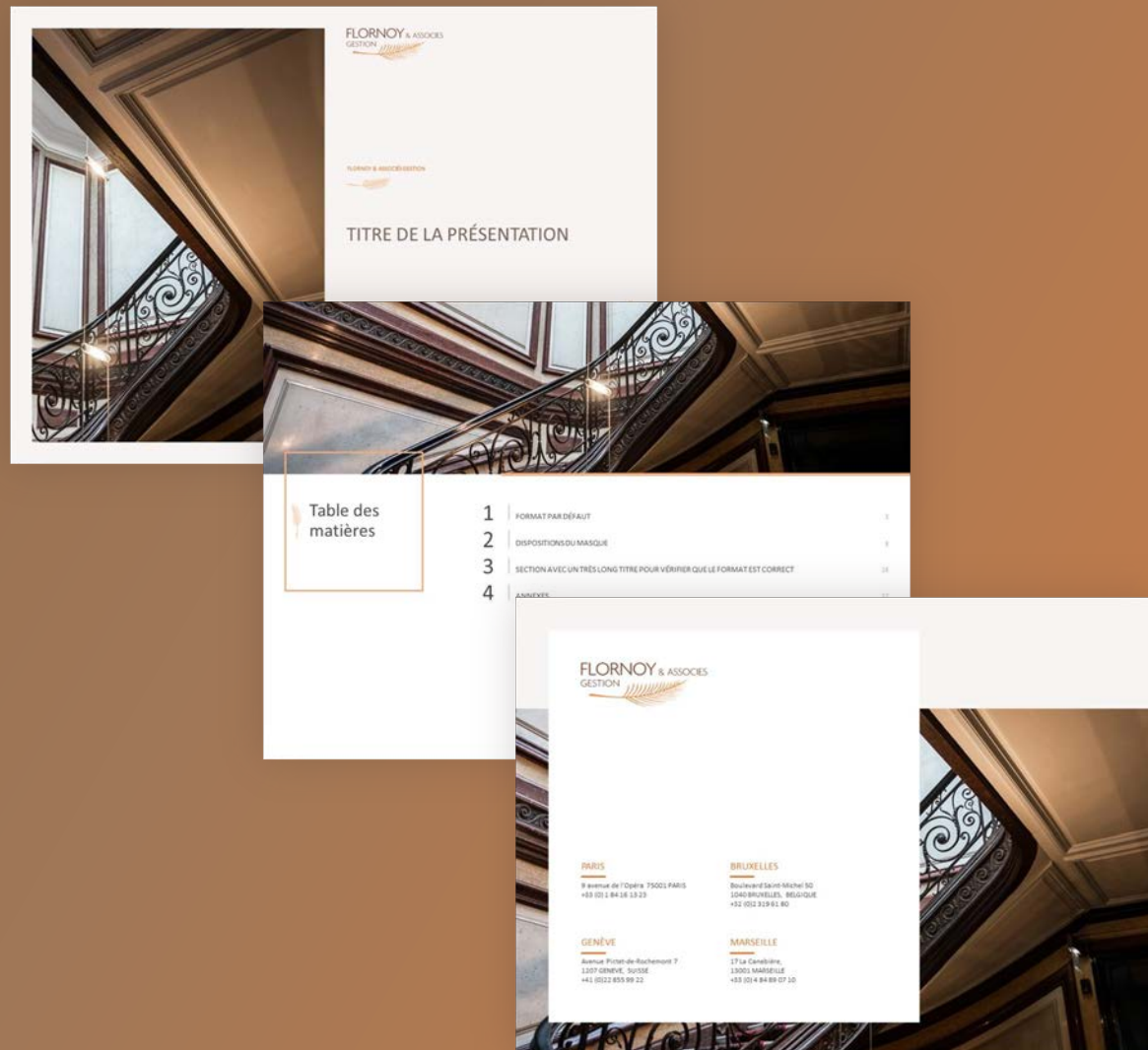
“

Flornoy's Wealth Management team called on our services to devise a **new, more modern visual identity and pep up their PowerPoint template.**



Amélie Pantaleone
Team Lead Design
at UpSlide

PowerPoint Template



UN GROUPE INSCRIT DANS LA DURÉE ET FIDÈLE À SES VALEURS



A l'origine...

1819

Alexandre Florigny-Gosselin, élève d'Edouard Fournier, fonde une "maison de banque" et crée la première charge d'agent de change française.



1854

Il fut suivi par Louis Eugène Gosselin, puis par Eugène, François, Marcel.



1962

... puis par son neveu Yves Florigny, lui-même associé de la Caisse Générale de Change. Modernise la place parisienne, intégrant notamment le second marché.



2012

Preuve à cette tradition familiale, FLOIRNOY & Associés de Genève renoue avec ses principes fondamentaux du métier de gestion de portefeuilles, par une véritable approche personnelle et des principes d'éthique et de transparence.



2015

FLOIRNOY & Associés de Genève rachète une importante société de gestion FIDEMSA, implantée à Genève.



2017

FLOIRNOY & Associés de Genève poursuit son développement européen en rachetant en 2017, une des sociétés suisses, Fume & Maréchal, Factis & Scudetti à Genève.

NOM PRÉNOM

SITUATION DE PORTEFEUILLE - [Date de publication]

FLORNOY & ASSOCIÉS
GESTION





Rapport de gestion trimestriel

[Date de publication]

<p>Flornoy & Associés Gestion SAS 9 avenue de l'Opéra 75001 PARIS +33 (0) 1 84 16 13 28 paris@flornoy.com www.flornoy.com Agrément Autorité des Marchés Financiers GP12000007</p>	<p>Les performances passées ne préjugent pas des performances futures. Leur présentation est purement informative et ne constitue ni une offre, ni une sollicitation de souscription. Un relevé de portefeuille détaillé est tenu à votre disposition sur simple demande. Répartition des fonds diversifiés selon dernière répartition connue.</p>
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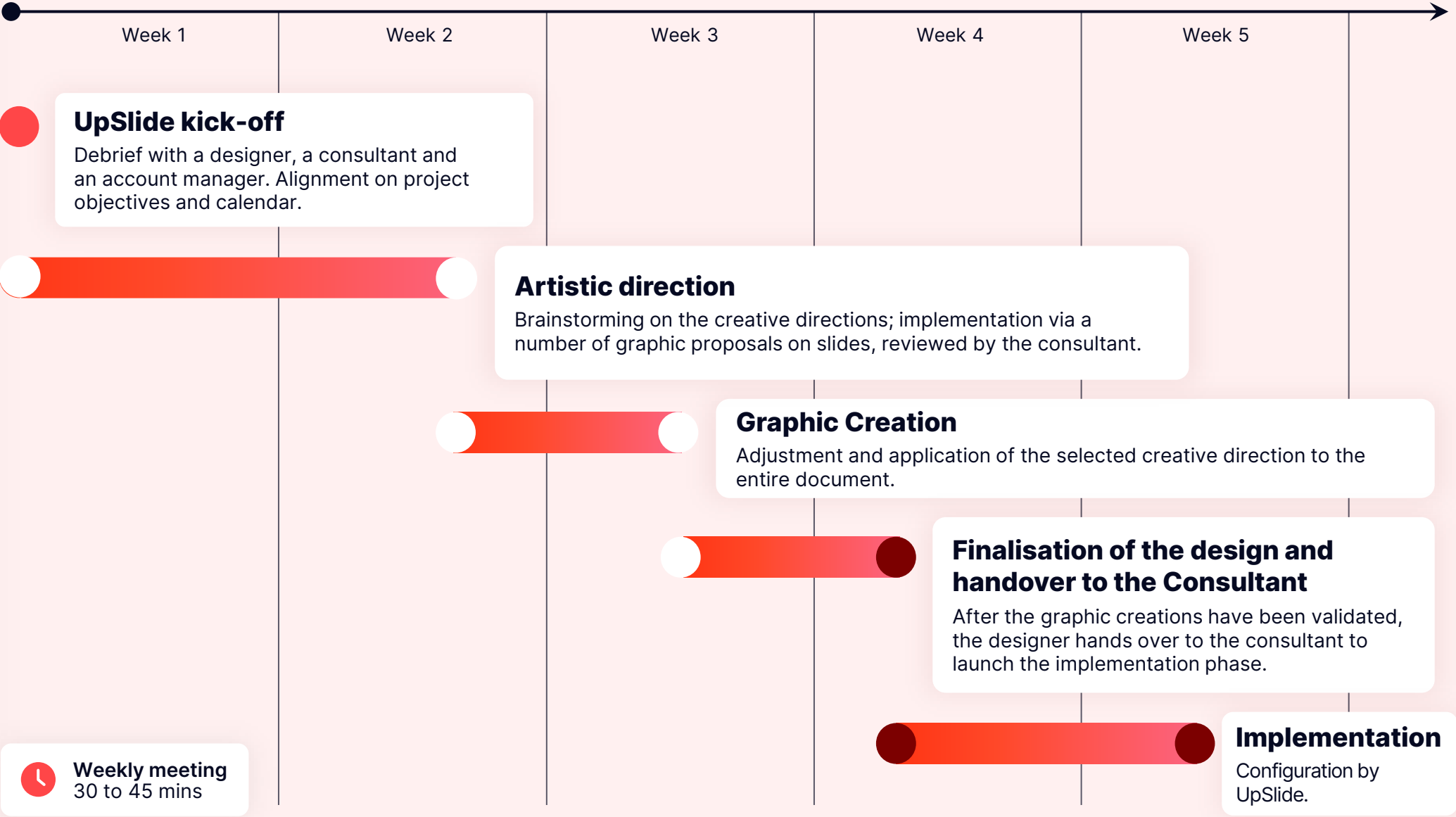
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Testimonials

“

It was a real pleasure working with UpSlide’s Design team, who fulfilled our expectations in every respect, and even beyond. **A professional, dynamic, highly organised and efficient team, exactly the way we like it.** Always ready to make suggestions. We won’t think twice about entrusting them with other projects.

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Aude Josset
Head of Marketing & Com.
Asset Management



“

We appreciated the **availability of the teams and the quality of the discussions** during the creation of our template, both with Amélie on the design side and with Antoine on the UpSlide implementation side.



Christoph Briault
Communication Manager



“

We worked smoothly with the UpSlide team throughout the project. Amélie and her team surpassed themselves to meet our requirements while keeping to the budget and deadlines which, moreover, were sometimes very tight. **It was a pleasure working with them; their expertise went beyond our expectations.** I strongly recommend them.

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Joanna Osborne
Head of Marketing



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the **sparkle** it deserves!**

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