



Paris, June 11th 2015

BlackFin Capital Partners realizes a new investment in the insurance brokerage industry with the acquisition of a majority stake in Groupe Santiane.

BlackFin Capital Partners, a private equity firm specialized in the financial services sector, acquires a majority stake in Groupe Santiane (www.groupe-santiane.fr).

Group Santiane, created in 2006 in Nice, is the French leader of insurance brokerage specializing in individual health and protection insurance policies. The company is located in Paris and Nice and employs about 240 people. The Group relies on two core activities: retail insurance brokerage, through the website santiane.fr, and wholesale brokerage, through a network of partner brokers, under the brand Néoliane.

This transaction allows BlackFin to become Group Santiane's largest shareholder alongside its founder, Christophe Courtin, and the group's top management, directed by Pierre-Alain de Malleray.

BlackFin's objective is to boost the group's development, particularly by growing of the partner brokers' network and launching complementary products as dependance, protection and pets' insurance.

Laurent Bouyoux, President of BlackFin Capital Partners, declares : *" We are impressed by the Group Santiane's skyrocketing growth. In less than 10 years, it became the French leader in retail brokerage. Thanks to the group strong expertise and assets, as it proprietary IT platform, the group will reach an undoubted success in other market segment, as they brilliantly did in health insurance."*



About BlackFin Capital Partners (www.blackfincp.com)

BlackFin Capital Partners is a fully independent firm, run by its four founding partners. Laurent Bouyoux, Eric May, Bruno Rostain and Paul Mizrahi have worked together as managers and entrepreneurs in the financial industry for decades. Based in Paris and Brussels, the team consists of 12 experienced professionals from different European nationalities.

The firm's strategy focuses on asset-light (as opposed to balance-sheet intensive) businesses in the financial services sector, across continental Europe. Businesses of interest to BlackFin include asset-management, institutional and retail brokerage, distribution of insurance and banking products, both digital and through traditional channels, payments, processing, debt management and collection, fund administration, business process outsourcing and financial technology.

BlackFin operates as an active and influential investor. In Fund I (closed in 2011), the BlackFin team has substantially transformed its portfolio companies by growing them organically, improving operating margins and also through an active buy and build strategy. Transactions have been completed in France, Germany, Italy and Switzerland.

BlackFin will pursue this same strategy in Fund II, keeping its focus on the lower mid-market segment of the financial services sector, and supporting successful management teams to take their businesses to the next level.

For more information, please contact :

NewCap

Pierre Laurent
Managing Partner
pl Laurent@newcap.fr
+33 1 44 71 94 97

BlackFin Capital Partners

Laurent Bouyoux
President
laurent.bouyoux@blackfincp.com
+33 1 75 00 02 30