

Keensight Capital invests in the Menix Group



MENIX GROUP



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MEDICAL

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Strategic Due Diligence to Equity Provider

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Parties involved in the operation:

INVESTORS: LBO Partners (Bertrand Fesneau, Rémi Matuchansky, Antoine Dary), Turenne (Benoît Pastour, Paul Chamoulaud), Keensight Capital (Pierre Rémy, Grégory Agez).

- › Investor legal advisor: **De Pardieu Brocas Maffei** (Jean-François Pourdieu, Marie-Laure Bruneel, Sandra Benhaim, Matthieu Candia).
- › Investor advisor (financing and M&A): **ODDO et Cie** (Nadine Veldung, Franck Noat, Laurence de Rosamel, Hugo Granat).
- › Investor advisor (financial due diligence): **PWC** (Erwan Colder, Eric Boyer, Valeriu Cindea).
- › Investor advisor (strategic due diligence): **Avicenne** (Ali Madani), **LEK** (Serge Hovsepian, Arnaud Sergent, Bénédicte Guénégan)
- › Investor advisor (insurance due diligence): **Marsh** (Thomas Brault)

VENDOR:

- › Vendor legal advisor: **Pericles** (Gérard Chanu, Eve-Marie Suet)
- › Vendor financial advisor: **DC Advisory** (Nicolas Durieux, Axel Riquet)
- › Vendor advisor (financial due diligence): **Grant Thornton** (Thierry Dartus)
- › Unitranche Debt: **Alcentra** (Frédéric Mereau)
- › Lender legal advisor: **Nabarro & Hinge** (Jennifer Hinge)
- › Managers legal advisor: **Lamartine** (Olivier Renault, Stéphane Rodriguez)

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About AVICENNE

AVICENNE has been working within the medical device industry for over 20 years. Building on the confidence we have received from the largest and most innovative companies in this sector, we advise executives and decision-makers on topics including:

- › Strategic and commercial due diligence for acquisitions
- › Market research, competitive pricing analysis and competitor benchmarking, new product launching for OEMs
- › Identification of new distribution channels, new acquisition targets and joint venture opportunities
- › Market intelligence on competitors and detection of new products with high growth. Forecast of future mass markets trends via direct interviews with surgeon and constant tracking of new product penetrations
- › Evaluation and analysis of production facilities in relation to the sector and technological trends.