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MIRABAUD LAUNCHES M&A ADVISORY SERVICE FOR ENTREPRENEURS IN FRANCE AND SWITZERLAND

Paris and Zurich 18 November 2020 – The Mirabaud Group – a leader in wealth and asset management in Switzerland and beyond – is launching Mirabaud Advisors, an M&A advisory service dedicated to mid-cap transactions.

The Mirabaud Advisors platform will assist entrepreneurs and family-owned companies in France and Switzerland by offering tailored, high value-added support throughout the development cycle of businesses.

Mirabaud has appointed two experienced investment bankers to head up the new business. Stéphane Benouaich – head of Mirabaud Advisors’ French subsidiary – has worked for various M&A boutiques, including Mindset Capital Partners and DC Advisory, as well as larger firms such as Rothschild & Cie and BNP Paribas. Based in Zurich, Andreas Plattner, will lead Mirabaud Advisors’ Swiss activities, having spent the past 15 years in PwC’s corporate finance department.

Linked with the Mirabaud Securities business line, the new advisory capability will focus on the mid-cap segment of the M&A space, in transactions between €50-250m.

As an agile corporate advisor, Mirabaud Advisors aims to provide high impact financial advice to entrepreneurs and shareholders of high-potential mid-caps – providing connections to the right partners at each phase of the company’s development. This can be private equity funds, investment holding companies, or industrial and strategic buyers – in areas such as :

- Sourcing of dealflow
- Disposals/acquisitions
- Buyouts
- Capital raising – equity, debt and hybrid financing
- Reorganisation of shareholder structures

Mirabaud Advisors positions itself as a genuine, independent long-term partner for entrepreneurs, with the guarantee of the strictest confidentiality. The team can also advise major listed or unlisted groups, particularly in the context of asset arbitrages (carve out/sale).

The team at Mirabaud Advisors will work in complete synergy with the Mirabaud Group’s advisory and investment management structure – located in the Wealth Management division and the Private Equity department of Mirabaud.

In addition, the Mirabaud Advisors team will benefit from powerful international contacts and networks, drawing on the Mirabaud Group’s expertise in Switzerland, Europe and the rest of the world. This corporate advisory activity has undertaken numerous successful operations in Spain since 2018, under the leadership of Enrique Aguado.

Andreas Plattner comments: "I am delighted to join the Mirabaud platform to expand its corporate advisory footprint in Switzerland. Together with the team in France and Spain, we will bring a suite of products and services tailored to entrepreneurs, offering a pan-European coverage. I believe this represents a great opportunity for Wealth Management to leverage existing relationships to clients and introduce us as strategic sparring partners for entrepreneurial clients. I am very much looking forward to bring my experience in deal making to the Mirabaud platform."

Stéphane Benouaich adds: "The Mirabaud Group is the ideal platform for providing tailor-made, high-impact financial and strategic advice. Mirabaud has the utmost expertise in private banking and a strong entrepreneurial culture. We are entrepreneurial investment bankers who are agile, responsive and inventive."

Our ambition is to assist our entrepreneurial clients and family companies over the long term, often well in advance of transactions. We do this by drawing on our expertise in areas such as wealth engineering, financial management or investment advice.

We also aim to be a preferred partner of private equity funds and investment holding companies in the generation of investment and build-up opportunities, as well as to support refinancing and exit processes."

Mirabaud Securities

As Financial intermediary and independent adviser, Mirabaud Securities offers specialised and quality stockbroking to corporate and institutional clients and provides a range of services including execution, research, investment strategy, capital raising, corporate broking, corporate advisory, equity capital markets, debt capital markets, and alternative capital. Mirabaud Securities carries out its Securities activities without ever investing its own capital, which prevents any conflicts of interest from the outset.

The Mirabaud Group

Mirabaud was founded in Geneva in 1819. Over time, it has developed into an international Group providing clients with customised financial and advisory services in three core areas: Wealth Management (portfolio management, investment advisory services and services for independent financial advisors), Asset Management (institutional management, fund management and distribution) and Securities (traditional brokerage, research, and capital markets).

Mirabaud has a focus on responsibility and sustainability. This is reflected in its interaction with its clients, employees and wider society. A signatory of the UN's Principles of Responsible Investment (PRI) since 2010, Mirabaud holds the highest rating in this field thanks to its committed overall strategy and governance.

With some 700 employees, the Group has offices in Switzerland (Geneva, Basel and Zurich), Europe (London, Luxembourg, Paris, Madrid, Barcelona, Valencia, Sevilla and Milan) and the rest of the world (Montreal, Dubai, Abu Dhabi, Montevideo and São Paulo).

For more information, please visit our website: www.mirabaud.com

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