



Merignac, March 12, 2019

**ACTEON has entered into exclusive negotiations to acquire the Dental Division of VILLA SISTEMI MEDICALI**

ACTEON Group, a French MedTech company specializing in high-tech dental and medical equipment, has entered into exclusive negotiations with the Italian company VILLA SISTEMI MEDICALI ("VSM"), to acquire its Dental Division.

VSM Dental, based in Milan, designs, manufactures and markets digital imaging equipment such as PAN (panoramic X-Ray device) and CBCT (3D scanner), under the VILLA and OWANDY brands, and generates a global annual turnover of nearly €20 million.

With this operation, ACTEON Group now aims at becoming one of the top-5 global leaders in dental imaging by 2020. The latest ultra-compact technology of the VSM's "Prime" PAN-CBCT range combined with the AIS reference software developed by ACTEON will bring to market a new range of highly innovative digital imaging equipment that will perfectly meet the dental practitioners' needs.

This acquisition will strengthen the growth momentum of ACTEON, which achieved a strong operating performance in 2018, with a turnover close to €170 million driven by a +7% increase in the dental business, and an increase of more than 20% in EBITDA.

The bilateral discussions with VSM accelerated with the entry in October 2018 of DENTRESSANGLE as a majority shareholder, which has since brought together APRÈS-DEMAIN HOLDING, WEBER INVESTISSEMENTS, CARVEST and GSO CAPITAL companies as minority co-investors in ACTEON's share capital.

**Marie-Laure Pochon, CEO of ACTEON, said:** « This operation allows us to unveil at the IDS Show currently being held in Cologne our new range of digital imaging devices which will be launched in May 2019, as well as the new Premium version of our CUBE product, thus enabling dentists to perform all types of surgery with quick, efficient and minimally invasive procedures. »

**Thierry Coloigner, Managing Partner of DENTRESSANGLE Mid & Large Cap, added:** « We fully support this external growth operation which is a strategic step towards making ACTEON a global leader in dental Imaging. ACTEON will now offer a complete range of extraoral imaging products to conquer new markets and accelerate its growth. We are proud to support the company in the next stages. »



#### **About ACTEON:**

ACTEON is a French MedTech company specializing in high-tech medical devices. Based in Merignac, the Group has become a leading global player thanks to its cutting-edge innovative technology. ACTEON employs 720 people, almost half of whom are outside France. They are spread across 4 manufacturing plants, 7 branches and 8 representative offices established in the main global markets. The Group has a well-established and rigorous quality policy focused on customer satisfaction and innovation, in strict compliance with the applicable international regulations and standards. [www.acteongroup.com](http://www.acteongroup.com).

#### **About DENTRESSANGLE :**

DENTRESSANGLE is a family investment holding company whose objective is to develop champions thanks to its entrepreneurial culture. DENTRESSANGLE is made up of investment teams that engage with entrepreneurs, through Capital Development and Venture Capital, offering operational expertise and customized support. Over the past five years, DENTRESSANGLE has invested €1 billion primarily through the acquisition of majority stakes. [www.dentressangle.com](http://www.dentressangle.com).

#### **About APRÈS-DEMAIN HOLDING (DEBIOPHARM INVESTMENT) :**

Après-demain Holding SA is the holding company of a private Swiss family group composed of a cluster of companies active in the life sciences sector (Debiopharm Group™) and a wealth diversification cluster managed by Debiopharm Investment SA via four activities: Finance (cash management and share/bond management) Real Estate (residential and commercial) Private Equity and Participations. In particular, the Private Equity team manages a diversified portfolio of funds and direct minority interests. Our entrepreneurial culture and our ability to support the teams we invest in over the long term are the pillars of our daily commitment. [www.debiopharm.com/debiopharm-investment/](http://www.debiopharm.com/debiopharm-investment/). Contacts: Tom Gibbs and Alexandra Le Coz Sanchez.

#### **About WEBER INVESTISSEMENTS :**

Weber Investissements is the personal holding company of the founders and leaders of Financière de l'Echiquier, Christian Guegnier and Didier Le Menestrel.

#### **About CARVEST :**

Crédit Agricole Régions Investissement (Carvest) is a Crédit Agricole Regional Banking subsidiary specialized in growth and buyout capital investment. Carvest invests up to 10M€ in equity per deal. Carvest currently has a portfolio of over 145 investments for a global amount of invested capital of 300M€. In 2018, Crédit Agricole Régions Investissement invested 38M€ in 28 regional companies. Carvest's team consists of 13 experienced professionals located in different regions (Lyon, Orléans, Dijon and Reims). [www.carvest.fr](http://www.carvest.fr). Contact : Stéphane Frénéat.

#### **About GSO CAPITAL :**

Grand Sud-Ouest Capital is a SA with a share capital of 40 M€ based in Bordeaux, with five shareholders which are the five regional banks of the Groupe Crédit Agricole covering the south west of France. This private equity fund has invested in over 200 regional companies in the past 25 years, and has about 100M€ under management for 65 active invested companies. GSO Capital invests equity directly from its own balance sheet, always as a minority shareholder, in the context of transactions of both growth capital and leveraged buyouts. GSO Capital is one of the most active regional investors in the South West of France. [www.gsocapital.com](http://www.gsocapital.com). Contact: Stéphane Morange.

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