



ISAI raises €150 million for its new Tech Growth / LBO fund

-A unique expert positioning in France, at the crossroads of Tech and private equity/VC businesses

-An innovative approach in financing, which is an attractive alternative to IPO or strategic acquisitions for the founders and managers of high-growth tech companies

Paris, July 4, 2018: ISAI, the main French Tech entrepreneurs' fund, announces the closing of its €150 million ISAI Expansion II fund.

This new fund, triple in size than the previous fund, reached its hard cap in less than three months thanks to the strong support from its historical limited partners (entrepreneurs and institutional investors) and with the arrival of some dozens of new entrepreneurs as limited partners.

With its strong track record since 2013, its expertise and its unique positioning as an entrepreneurs' backed fund, ISAI Expansion has become the preferred partner for ambitious entrepreneurs, eager to accelerate their profitable growth strategy.

Over the past 5 years, ISAI Expansion has supported 9 companies from a variety of sectors from digital marketing, cybersecurity to B2B services, and has already successfully completed the exit of two investments, Hospimedia and Labelium.

The ISAI Expansion II fund will support ambitious teams with tickets between €5 and €30 million, in minority or majority, as lead investor or co-investor in syndicates.

Most of the operations will be focused on:

- **Support for companies to pursue profitable growth** (international development, acquisition financing),
- **Capital restructuring, via an Owner Buy-Out mechanism**, in order to offer entrepreneurs an attractive alternative to premature sales to strategic buyers.
- **Scale up financing for tech companies** not yet profitable but needing a last financing round to carry out their growth project,
- **Support** for more traditional companies working on **digital “intrapreneurial” initiatives** with the potential to **create meaningful value**.

ISAI Expansion II will rely on its Parisian and New York teams, which will be significantly strengthened in the coming months. These teams will continue to federate the 250 or so entrepreneurs gathered behind ISAI and to provide a high added value support.

Jean-David Chamboredon, Chairman of ISAI, comments: *"We are obviously very honored by the confidence of our backers, both entrepreneurs and institutional investors. With ISAI Expansion II, we participate in the emergence in France of the "Tech Private Equity" market which is already well established in the United States. This is another option for tech entrepreneurs who want to be in it for the long haul.*

Pierre Martini, General Manager in charge of the Tech Growth / LBO funds, adds: *"We have succeeded in demonstrating that our entrepreneurs' fund model is legitimate and differentiating in the market. We now have significantly strengthened resources to support ambitious entrepreneurs in a demanding yet caring approach and with a true partner DNA. "*

About ISAI

Launched in 2010, ISAI is the Tech Entrepreneurs' Fund and brings together a community of over 250 entrepreneurs around the world.

Nearly 200 successful entrepreneurs, who have invested in ISAI funds, and more than 50 ISAI-backed start-up co-founders share the collective ambition of co-writing great entrepreneurial stories. ISAI invests in differentiated projects ran by ambitious teams that it selects rigorously and actively supports.

ISAI Gestion, an investment management company approved by the AMF, with over €300 million under management, aims to finance and support high potential Tech companies, at the seed/post-seed stage (venture capital, ticket from € 150k ticket to € 2m with participations in successive rounds) or when they have already reached the break-even stage (Tech Growth/LBO, tickets from €5m to €30m).

More information on www.isai.fr - Twitter : @isai_fr

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