



GENERAL PRESENTATION

Finaction is composed of experts serving finance departments and executive management.

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01

FINACTION & ASSOCIÉS

OUR PARTNERS and VALUES



ANTOINE DE BOISSIEU - PARTNER

After seven years of experience in the chemical and pharmaceutical industries, Antoine has supported dozens of companies and organizations in defining financial strategies, conducting valuations, and improving organizational and financial management. He brings his clients a pragmatic, proven, and effective approach. Antoine is a graduate of HEC and Sciences Po Paris, and holds the CIA certification.

Langages spoken :   



CHRISTOPHE LAHON - PARTNER

With more than 25 years of experience in financial management, including 10 years as a CFO in the energy sector, Christophe contributes to Finaction and its clients with his international expertise—particularly in emerging markets—and his hands-on approach. Christophe notably served as CFO of Solairedirect, a pioneering company in competitive solar energy, now a subsidiary of the Engie Group.

Christophe holds a degree in Finance from Université Paris-Dauphine and is also a Certified Public Accountant.

Langages spoken :  



OLIVIER SCHWAB – PARTNER

With 30 years of experience in investment banking and consulting firms (Big 4) in Corporate Finance (valuation, financial modeling, mergers & acquisitions), Olivier developed the financial valuation advisory department at KPMG Corporate Finance France. He later founded and managed NG Finance for 12 years, a firm specialized in Valuation, Transaction Services, and Financial Modeling. At Finaction, Olivier shares his expertise with our clients and supports them in their development and/or restructuring projects.

Olivier holds a Master's degree in Finance from EM Lyon and was a Lecturer at Sciences Po.

Langages spoken :  



Expertise and Experience at Your Service

Building on our experience and best practices, we define the solution best suited to your situation and objectives.



Continuous Support

As an independent firm, free from conflicts of interest, we are committed to working alongside you—over the long term—until your projects succeed.



Simple and Effective

We implement tailored approaches focused on achieving tangible, value-creating results.



Your expectations are our priority!

Our partners personally carry out each engagement together with our teams.

Who are we?



2015



12 consultants



+ 30% new clients



FINACTION & Associés is composed of experts dedicated to helping you achieve your strategic and financial goals at every key stage.



Finance & Operations

- **Financial and operational performance management**
- **Organization** (including governance) and **outsourcing of financial functions** (CFO, accounting, etc.)
- **Operations** (audits & diagnostics, IT & information systems, processes, etc.)
- **Operational and IT due diligence**, carve-outs & synergy assessments
- **Definition and implementation of all types of financing**: equity (listed and unlisted companies), working capital financing, grants, and subsidies...



Transactions

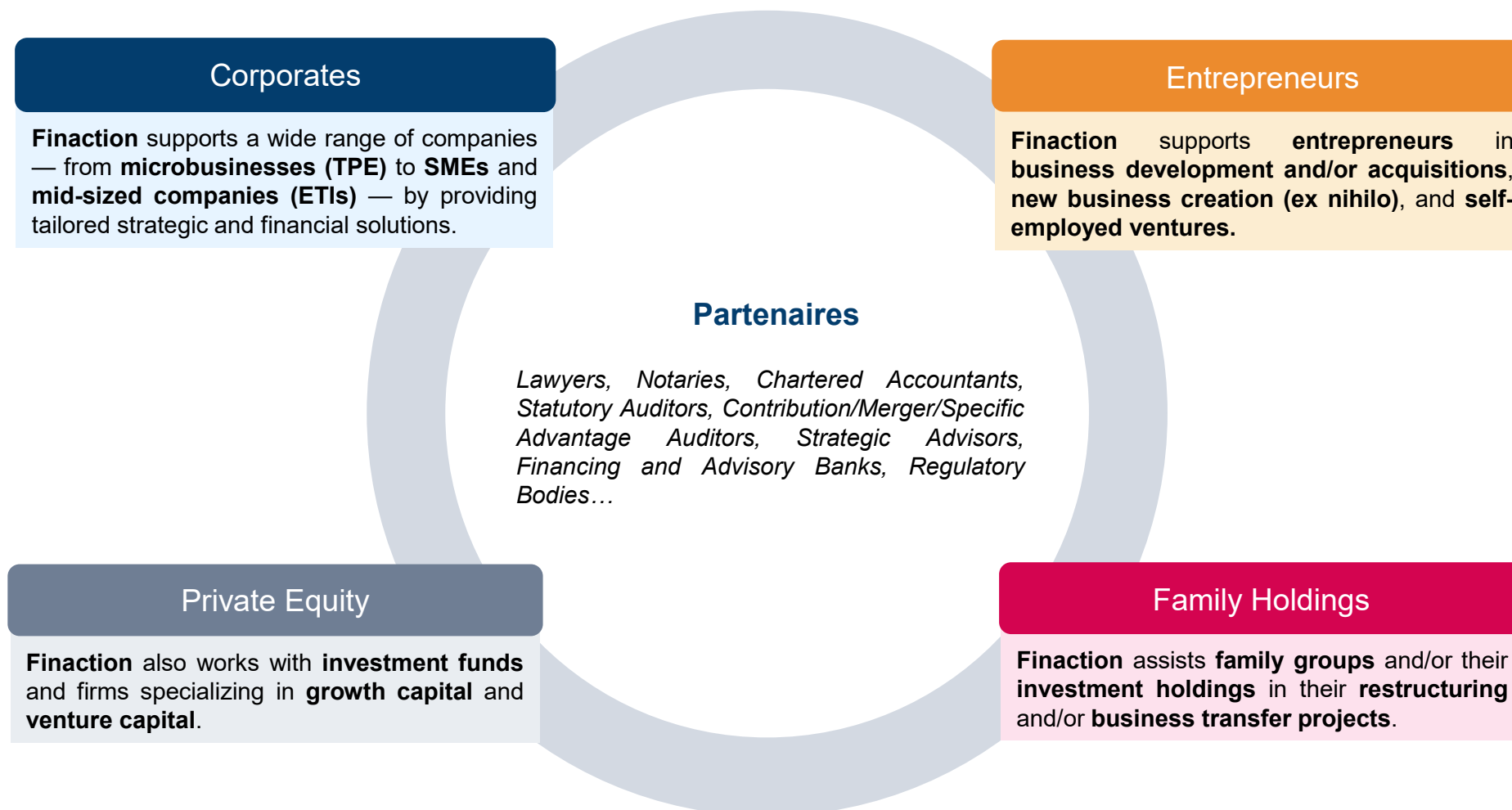
- **Transaction Services**
 - Buy-Side Due Diligence
 - Vendor Due Diligence & Vendor Assistance
- **Post Intégration**
 - **Synergy Monitoring**
 - **Performance Management** (financial & operational)
 - **Review of Price Adjustment Clauses and Other Guarantees**
- **Restructuring** : IBR, cash optimisation, business plan audit, monitoring and reporting



Financial Valuations

- **Corporate** (listed and unlisted)
- **Financial Instruments** (preferred shares, bonds—including convertibles—warrants, stock options, etc.)
- **Tangible Assets** (industrial and real estate assets) – with dedicated support
- **Intangible Assets** (brands, customer portfolios, patents, business goodwill, etc.)
- **Structured Projects** (renewable energy, infrastructure, etc.)
- **Economic Damages, Distressed and Litigation**

OUR CLIENTS AND PARTNERS



02

OUR EXPERTISE

- FINANCIAL VALUATIONS
- TRANSACTIONS
- FINANCE AND OPERATIONS

FINANCIAL VALUATIONS

Our expertise allows us to **evaluate a wide range of assets** across diverse environments and for various entities

Transaction	Accounting	Tax & Legal	Litigation / Distressed
▪ Public and Private offerings ▪ Contribution, divestiture, merger, and business transfer ▪ Fundraising (pre-deal and post-deal) ▪ Portfolio of investments (AIFMD, restructurings, and/or capital transfers) ▪ Business Plan Construction and Review	▪ IFRS, UK / US / FR GAAP ▪ Purchase Price Allocation ▪ Impairment tests (intangible & tangible assets, Goodwill) ▪ Intellectual Property & Contracts ▪ Financial instruments (warrants, convertible bonds, ORAs, etc.) ▪ Valuation of financial holdings (Fair Value)	▪ Legal and Tax Reorganisation ▪ Wealth Management & Business Transfer Operations (Dutril, Contribution-Sale, etc) ▪ Management Packages ▪ Employee Savings Plans (FCPE) ▪ Income Tax / Wealth Tax / Exit ▪ Transfer Pricing (mark-ups, interest rates, licenses, etc...)	▪ Independent expertise on securities valuation (Article 1843-4) ▪ Tax Litigation ▪ Commercial / fraud / competition / advertising disputes ▪ Contract termination / divorces / estates ▪ Insolvency proceedings / debt restructuring ▪ Price adjustments / earn-outs, etc.

Scope of Action

Corporate	Assets		
▪ Single Entity / Group / Holding ▪ Private / Public ▪ Reorganisation / Carve out ▪ Distressed Company	Incorporels ▪ Trademarks ▪ Patents ▪ Licences ▪ Goodwill	Tangibles ▪ Materials & Equipments ▪ Real Estate / Buildings	Financial Instruments ▪ Portfolios ▪ Financial Investments ▪ Management Packages ▪ Convertibles

TRANSACTIONS

Areas of Expertise

Expertise Field	Intervention Approach
▪ Acquisitions (primaries, Bolt-on) ▪ Divestitures ▪ Majority, Minority stakes ▪ Investissement funds, Corporate ▪ Small & Mid cap companies ▪ Venture Capital, Growth Capital, LBOs, VC	▪ Full audit/Flash (red flag) ▪ Buy-side et Sell-side ▪ Financial datapack ▪ Internal Business Review

Multi-Sector Coverage

B to B & B to C	
▪ TMT/ E-Commerce / Digital ▪ Software / IT / Engineering / Cyber ▪ Distribution / Trading ▪ Tourism / Leisure ▪ Healthcare (Medical, Bio & MedTech...)	▪ Consulting / Education / Training ▪ Hospitality / Catering ▪ Energy & Utilities ▪ Industry / Defense / Automotive ▪ Real Estate / Construction

Due Diligence Scope of Action

Quality of Financial Information	Analyse de la performance	Bilan
▪ Relevance of reporting used ▪ Consolidation and adjustments ▪ Accounting standards (local and international : IFRS/USGAAP incl.) ▪ Analysis of early warning signals related to management, teams, and organization	▪ Understanding and analysis of the business and its fundamentals ▪ Topline / Revenue (trends, cohorts, recurrence, seasonality) ▪ Activity-Specific margins and trends ▪ Costs structure ▪ Determination of adjusted EBITDA/EBIT (« <i>Quality of Earnings</i> ») ▪ Construction / Review of financial closing ▪ Risks et opportunities ▪ Construction / Review of BP	▪ Determination of adjstuted net financial debt (« <i>Quality of Debt</i> ») ▪ Cash Flow et cash génération (operation, working capital, CapEx) ▪ Working capital analysis and normalization ▪ Off-Balance sheets items ▪ Financial position (covenants, ratios)

FINANCE ET OPERATIONS

Areas of expertise

Performance Management

- Financial and operational performance management
- Economic, accounting, and financial reporting
- Budget & Business Plan (review, modeling support)
- Operational and IT due diligence, carve-outs & synergies

Cash Optimisation / Restructuring

- Cash optimization
- Working capital optimization
- Short-term cash forecasting and monitoring
- Independent Financial Review (IBR)
- Business model and profitability analysis
- Financial analysis and engineering
- Operational support

Support of Finance & Executive Management

- Organization (including governance) and outsourcing of financial functions (CFO, accounting, etc.)
- Audits & diagnostics, IT & information systems, processes, etc.
- Definition and implementation of all types of financing: equity (listed and unlisted companies), working capital financing, grants, and subsidies

Scope of Action

You are

- A listed or unlisted company
- An SME / Mid-cap / Large enterprise
- An investment fund / Family and/or controlling holding
- A Chartered Accountant / Statutory Auditor

Scope of Performance Management

- Financial restructuring following an acquisition, carve-out, and/or LBO
- Reliability and monitoring of subsidiary or equity investment reporting
- Improvement and optimization of existing consolidated reporting
- Outsourcing of financial functions

02

ANNEXES

- ➔ OUR SECTOR REFERENCES
- ➔ EXAMPLE OF INVOLVEMENT DURING A TRANSACTION

Sector References



Finance



Hospitality and Tourism



Industry et Energy



Real Estate & Construction



Healthcare



Catering et Distribution



IT / Cyber / Software



Digital, e-commerce & TMT



Advisory



Education / Training



EXAMPLE OF INVOLVEMENT DURING A TRANSACTION

	Pre-Deal	Deal	Post-Deal
Externalisation	Possible secondment for the preparation of operational, accounting, and financial tools		Implementation and accounting & financial reporting
Evaluation	- Valuation Opinions (Post-Pre-Money) - Contribution / Divestiture	- Fairness Opinion - Management Package - Transfert Pricing	- PPA / Impairment Test - Contribution / Divestiture - Litigation
Finance & Opérations	- Review / estimation of synergies - Diagnostics (governance, IT, etc.) - Carve-out (operational, financial, IT, etc.) - Organization and financing structuring - Definition of financial impacts	- Organization and monitoring of the carve-out - Due Diligence : ✓ Accounting & Financial ✓ IT ✓ Governance ✓ Operations	- Synergy tracking - TSA / LTA - Review of price adjustment clauses - Operational support - Performance management (financial and operational)
Transaction Services	- Preliminary analyses - Financial datapack - Combined accounts - Business plan	Sell side : - VDD - Vendor assistance Buy side : - Due Diligence (full/Red flag) - Financial, legal, tax, social, environment	- Update of net financial debt - Analytical, accounting & financial reporting
Cross-Over	Business Modeling		

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