



**IK Partners**



**MACSF**

**bpi**france



**BNP PARIBAS  
DÉVELOPPEMENT**

**HAYFIN**



**ARKEA  
CAPITAL**



**MUBADALA**



**CRÉDIT  
AGRICOLE**

Press Release



30 November 2021

**Vivalto Partners, alongside a consortium of minority shareholders,  
announces the acquisition of Vivalto Santé,  
the third leading group of private hospitals in France**

Vivalto Partners, a management company created in 2021 by Daniel Caille, the founding CEO of Vivalto Santé, announces the closing of the acquisition of Vivalto Santé, the third leading group of private hospitals in France which brings together 50 healthcare facilities and relies on more than 10,000 caregivers and 3,000 practitioners with a turnover of over €1 billion.

Vivalto Partners, as controlling shareholder, is supported in this transaction by the historical institutional shareholders of the group - MACSF, Arkéa Capital, BNP Paribas Développement, Groupe Crédit Agricole, Mubadala and Bpifrance - and welcomes two new partners: IK Partners ("IK") and Hayfin.

The Group's dual ownership model - with financial investors and doctors sharing capital and governance - will be strengthened with a target of around 1,000 practitioner-shareholders at the end of a public offering<sup>1</sup> to be launched in December 2021.

The employee shareholding, which already brings together 25% of the workforce, through a company mutual fund, will also be expanded, with an objective to enroll at least 35% of employees.

This unique and powerful shared governance gives Vivalto Santé the means to achieve its goals as first "Entreprise à Mission" of the acute care sector. This shall be the backbone of an ambitious sustainable growth journey, supporting patients through their care pathway, in France and internationally, where developments could be initiated.

Daniel Caille, President of Vivalto Partners, said: *"With the support of its financial investors and the strong commitment of its practitioner-shareholders, Vivalto Santé enthusiastically contemplates the next steps of its development as an "Entreprise à Mission" in a context of sustained growth. The firm will continue to deploy its centres of excellence and live by its unconditional commitment to care and strong values. I firmly believe that, under this shared governance, Vivalto Santé's management team will consolidate the group's position as the benchmark of private hospitals owner and operator on the French market."*

Roger Caniard (MACSF) and Thomas Trideau (Arkéa), on behalf of historical institutional shareholders which reinvest with Vivalto Partners, said: *"All the existing investors are proud to have supported this remarkable journey achieved since the creation of Vivalto Santé, with BNP Paribas Développement, the funds of Crédit Agricole group and Arkéa Capital as cornerstone investors. Since 2016, with the strong support of new shareholders (MACSF, Bpifrance and Mubadala), the group has moved up to a new dimension while accentuating its specificities. We are delighted to continue this entrepreneurial adventure in a unique project that brings together practitioners, management and employees."*

Thomas Grob, Partner at IK, added: *"We are happy to join the financial round table of Vivalto Santé, a company which combines a great entrepreneurial spirit driven by its founder Daniel Caille, a balanced governance model including medical practitioners and financial shareholders and a strong culture, reflected by its status of "Entreprise à Mission". This reinforces its competitive advantage and point of differentiation in the private hospitalisation landscape."*

<sup>1</sup> Public offering addressed to the practitioners only

### **About Vivalto Santé**

Founded in 2009 by Daniel Caille, Vivalto Santé is the 3rd group of private hospitals in France and brings together 50 facilities mainly in 6 regional centers of excellence organized as a network: Bretagne, Normandie, Ile-de-France, Loire- Aquitaine, Hauts-de-France and Franche-Comté. The group relies on more than 10,000 employees and 3,000 practitioners with a turnover of over one billion euros. For 10 years, the group has experienced significant growth and draws its attractiveness from a unique shared ownership model bringing together the Group's practitioners and financial investors in a shared governance. For more information, [www.vivalto-sante.com](http://www.vivalto-sante.com)

### **About Vivalto Partners**

Founded in 2021 in Paris, Vivalto Partners is an independent management company approved by the Autorité des Marchés Financiers ("AMF"). The team led by Daniel Caille, Yonel Génin and Sébastien Alauzet, supports profitable European companies which contribute to the quality of healthcare. The fund will have a strong ESG orientation and a responsible approach to value creation. The management company is a member of the France Invest association and will be a signatory of the United Nations Principles for Responsible Investment. For more information, [www.vivaltopartners.com](http://www.vivaltopartners.com)

### **About IK Partners**

IK Partners ("IK") is a European private equity firm focused on investments in the Benelux, DACH, France, Nordics and the UK. Since 1989, IK has raised more than €14 billion of capital and invested in over 155 European companies. IK supports companies with strong underlying potential, partnering with management teams and investors to create robust, well-positioned businesses with excellent long-term prospects. For more information, [www.ikpartners.com](http://www.ikpartners.com)

### **About Hayfin**

Hayfin is a leading alternative asset management firm with approximately €22 billion of assets under management. Since it was founded in 2009, Hayfin has invested in more than 410 portfolio companies in Europe and in North America. Hayfin relies on an international team of over 165 experienced industry professionals with offices globally and focuses on its private debt, liquid credit and private equity solutions businesses. For more information, <https://hayfin.com>

### **About the MACSF Group**

MACSF (Mutuelle d'assurance du corps de santé français) is the leading insurer of health professionals in France, having worked to their benefit for over a century. It has a 1,600-strong workforce and generates annual revenue of over €2 billion. Faithful to its calling as a professional mutual insurance company, MACSF insures the personal and professional risks of over one million policyholders and customers. For more information, <https://www.macsf.fr/>

### **About Mubadala**

Mubadala Investment Company is a sovereign investor managing a global portfolio, aimed at generating sustainable financial returns for the Government of Abu Dhabi. Mubadala's \$243 billion portfolio spans six continents with interests in multiple sectors and asset classes. The company leverages its deep sectoral expertise and longstanding partnerships to drive sustainable growth and profit, while supporting the continued diversification and global integration of the economy of the United Arab Emirates. Headquartered in Abu Dhabi, Mubadala has offices in London, Rio de Janeiro, Moscow, New York, San Francisco and Beijing. For more information, <https://www.mubadala.com>

### **About Bpifrance**

Bpifrance is the French national investment bank. It finances businesses - at every stage of their development - through loans, guarantees, equity investments and export insurances. Bpifrance also provides extrafinancial services (training, consultancy) to help entrepreneurs meet their challenges (innovation, export...). For more information, <https://www.bpifrance.fr/>

### **About Arkéa Capital**

Arkéa Capital supports companies from start-ups to SMEs as minority investor at every stage of their development, maintaining the independence of decision-making centers. Subsidiary of the Arkéa group

dedicated to private equity, Arkéa Capital has been investing for almost 40 years across sectors, everywhere in France thanks to seven regional offices (Brest, Nantes, Paris, Rennes, Bordeaux, Lyon and Strasbourg) and a team of experts. Present in more than 100 companies, Arkéa Capital has over €1 billion of assets under management. For more information, [www.arkea-capital.com](http://www.arkea-capital.com)

### **About BNPP Développement**

BNP Paribas Développement, independent subsidiary of BNP Paribas, has been investing its own financial resources in direct for more than 30 years, as minority shareholder, to support the development of high-performing SMEs and ensure business continuity by easing their transmission. Its aim is to build long-term partnerships with the management teams and assist them in their strategic projects, benefiting from the strength of a recognized group. For more information, <https://www.bnpparibasdeveloppement.com/>

### **About Crédit Agricole**

SOCADIF Capital Investissement has been coordinating the historical pool of investors from the Crédit Agricole group made of Carvest, GSO Capital, IDIA Capital, Sofilaro, Sofipaca and UNEXO. Together, these minority investment funds represent a joint “evergreen” investment capacity of close to €3 billion aimed at accompanying local SMEs in their operations related to growth or passing on to the next generations.



**For further questions, please contact:**

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