



IK Partners



PRESS  
RELEASE



## IK Partners invests in Linxea-Irbis Group, joining existing investors NextStage AM and MI3

**Paris, 31 May 2023 – Linxea Finance Group (“the Group”), Linxea.com (“Linxea”) and Irbis solutions — supported by NextStage AM and M3I (“Matignon Investissement”) since 2015, are welcoming new investment from IK Partners (“IK”) to launch a new phase of accelerated development. *The transaction is subject to the approval of the AMF, the French financial markets regulator.***

Over the past 20 years, Linxea has established itself as the leading independent online platform for the distribution of savings products in France. Since 2015, under the leadership of Antoine Delon and Yves Conan, Linxea has seen very strong growth with the support of NextStage AM and MI3. During this time, the platform has seen its client base grow from 20,000 to 90,000 as well as an increase in its assets under management from €800 million to €2.8 billion. Against the backdrop of a challenging macro-economic environment, the results for 2022, which included a record inflow of €600 million and over 20,000 new customers, are evidence of the solidity and relevance of the platform developed by the Linxea teams.

Irbis has also established itself as a French leader in the design of structured products distributed through a network of financial advisors, private banks and institutions. Since it deals with a growing asset class, 2022 was a busy year for the Irbis team. Generating over €1 billion in revenue, the team used its extensive digital skills to strengthen the range of services offered and develop new features for the Irbis Map tool.

The addition of IK to the shareholder base marks a new phase in the Group’s journey. Since 2015, the Group has digitalised all its processes under the leadership of Tiphaine de Labarre, Chief Product Officer and going forward, it aims to continuously improve the platform and offer new services, while also strengthening its teams. To support these efforts, the Group hired three new recruits at the beginning of the year: Vincent Riffier, Michaël Turjeman and Sébastien Raphanaud who hold the roles of Chief Technology Officer, Director of Operations and Director of the Asset Management Division respectively.

This added investment is also an opportunity for Antoine and Yves to reinforce the Group’s Management Committee which has recently seen the addition of three General Managers: Stanislas de Vasselot as Chief Financial Officer, Clément Lemaire as Deputy Chief Executive Officer of Irbis and Diane Larramendy as Chief Operations Officer who will be overseeing the Group’s digital development.

*“We are proud to have succeeded in our ambition of becoming a leader in the distribution of online savings products since our acquisition in 2015. Our well-established track record in financial products has enabled us to consolidate the platform’s historical value proposition — the most diverse offering at the lowest price — and focus on providing the best digital customer experience for our users, thanks to a team of excellent managers. None of this would have been possible without the support of our financial shareholders, NextStage AM and M3I, who showed confidence in us during this initial development phase. The arrival of IK at the table signifies the beginning of a new stage in the history of the Group and we are excited to see what the next few years will bring”, said Antoine Delon, Co-Chair of the Linxea-Irbis Group along with Yves Conan.*

*“This strategic move provides an opportunity for us to recognise the progress made by the teams across the Group, particularly Antoine and Yves since 2015. Today, Linxea is in the best position to transform the savings market. The potential for innovation and a successful outcome is what convinced us to invest in the company in the first place and make it a key part of our platform. The success of Irbis’s offering is also proof of the fundamental transformation the Group has undergone in terms of its savings product range and we are delighted to welcome IK to help us accelerate the Group’s development in a market that has, so far, only*



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*experienced the start of what will be a profound and lasting disruption," added Jean-David Haas, Co-Founder of NextStage AM.*

*"We have been thoroughly impressed with the Group's journey to date, especially in the way in which it has led the market in terms of offering innovative solutions which capitalise on market disruption. We are delighted at the level of confidence bestowed upon us by the Group's management team as well as shareholders and we look forward to working with them to actively contribute to its continued development," concluded Pierre Gallix, Managing Partner at IK and Advisor to the IK Small Cap III Fund.*

### **About the Linxea-Irbis Group**

The Linxea-Irbis Group benefits from the expertise of an experienced and established team that has been working in the market for over 15 years. Its mission is to provide a wide range of savings and structured products to as many people as possible.

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### **About NextStage AM**

An independent management company based in Paris approved by the AMF (French financial markets regulator), NextStage AM, which has cultivated an "entrepreneur/investor" philosophy since its inception in 2002, is one of the pioneers and leaders in innovative and patient development capital in France. NextStage AM has developed, step by step, a multi-strategy private equity platform that directly and indirectly represents, as of the end of December 2022, €7.5 billion assets under management. NextStage AM invests in a limited number of French and European innovative and growing SMEs and mid-sized companies (89 companies in its portfolio as of 31 December 2022), to which it provides entrepreneurial investor expertise and strong operational support (integration of environmental innovation, talent, international, external growth). NextStage AM provides long-term support to SMEs and mid-sized companies involved in digital health, environmental innovation and digital technology. It gives them the means to accelerate their development and capacity for innovation in order to become "champions" in their markets, both in France and internationally, through organic and/or external growth. <https://www.nextstage-am.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 170 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, visit [www.ikpartners.com](http://www.ikpartners.com)

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