



APICAP: invest different

Alain Esnault, President, APICAP, France

Zaynah Amourani, Partner, APICAP, France



 #ficompass



Plan



- I. Apicap : who are we ?
- II. III. **Some facts about La Réunion**
ESSOR PME La Réunion funds and our pipeline
- IV. Focus on two investments : Datarocks and Zotcar
- V. Sharing our experience about EIF's Due Diligence



Who are we ? Private Equity & Real Estate Teams

La Réunion



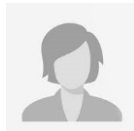
Zaynah Amourani
Partner
in charge of the Indian
Ocean and Overseas
French Territories



Alain Esnault
Chairman



Emeric Requena
Senior Associate



Analyst
as from January 2020



Paris

Private Equity Team



Louis Renaudin
Partner



Frédéric Ruppli
Partner



Fabrice Crabié
Investment Manager



Michael Azera
Investment Manager



Joseph Hermet
Associate



Axel Pittier
Associate

Real Estate Team



Bernard Baret
Partner



Patrick Lenoël
Partner



Christophe MOTTE
Investment Manager



Alexis BEZ
Associate

This information are may be subjects to changes.



Apicap invest in SMEs and Real Estate

100% independent asset management company	2 growth drivers: Private Equity & Real Estate	Main shareholder: Chairman	25 Employees
+ 230 SMEs financed since 2001	Pipeline for Real Estate: Dozens of projects	M€ 230 under management as at 31 th December 2018	+ M€ 600 assets invested through investment vehicles (FPCI, FCPR, FIP and clubs deals)
18 years of experience dedicated to supporting SMEs	6 partners, excl. E-sport	Private Equity: Hands-on minority or majority shareholder	Real Estate: Hands-on Investor

This information are may be subjects to changes.





Some facts about La Réunion

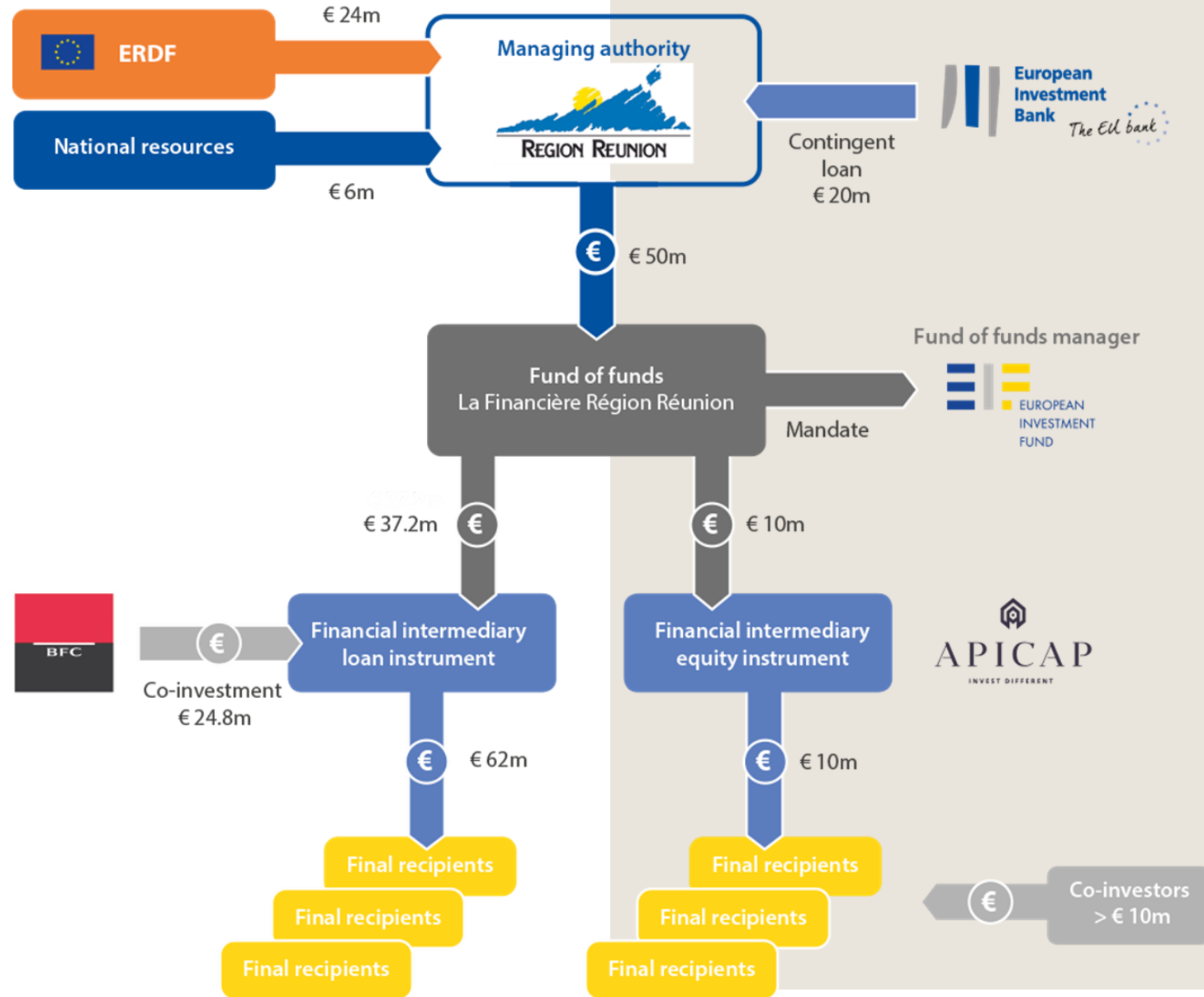
- Around 860.000 inhabitants
- 2 512 km²
- Multicultural Population
- French department since 1946
- 2 seasons: winter and summer
- Renowned for hiking, canyoning and rafting
- Over 570 000 tourists in 2018, +4% vs 2017
- GDP: 18.500 M€ in 2017 (+3,6% vs 2016)
- **Major Private Equity investor in La Reunion**
- Manager of the funds **ESSOR PME La Réunion FPCI**, 1st European and regional co-investment fund
- Manager of the 1st entrepreneurial fund in La Réunion: **FPCI Entrepreneurs 974**
- **Around 50 M€ allocated to local economy**
- Active in La Reunion Island since 2011, with the opening of a permanent office in July 2017
- **22 companies financed**
- **Club Apicap 974**: 70 local entrepreneurs meeting to exchange about know-how between pairs



LE SOUTIEN APPORTÉ PAR CET INSTRUMENT FINANCIER DANS LE CADRE DE L'INITIATIVE « LA FINANCIÈRE RÉGION RÉUNION » EST COFINANCÉ PAR LA RÉGION, L'UNION EUROPÉENNE AU TITRE DU VOLET FEDER ET PAR LE FONDS EUROPÉEN POUR LES INVESTISSEMENTS STRATÉGIQUES (FEIS)

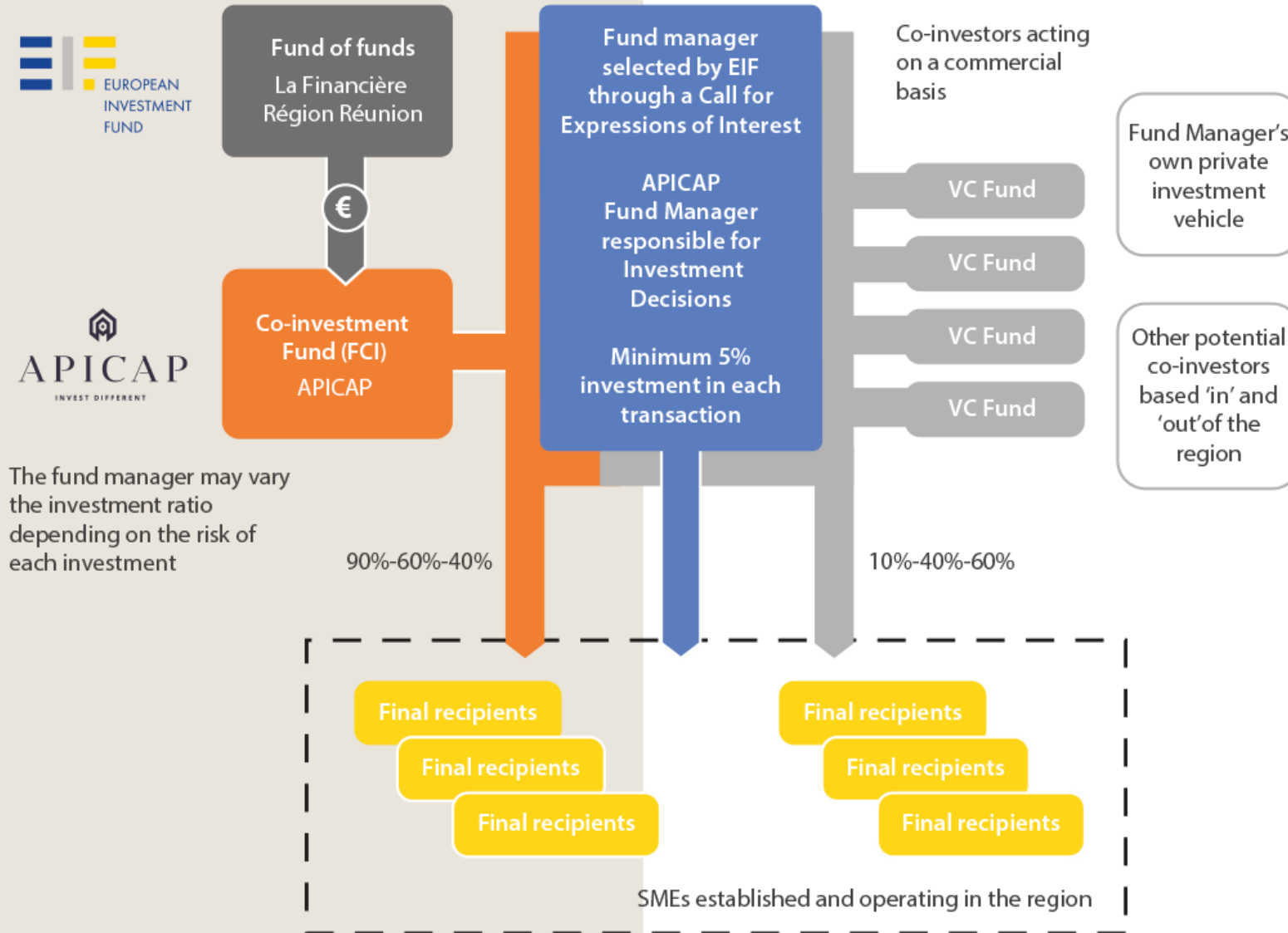


Fund of funds : Financière Région Réunion





Co-investment fund : ESSOR PME La Réunion





ESSOR PME La Réunion fund

Our investment targets:

- Strengthen the capital of the SMEs in La Réunion
- Finance and support the business leaders in their development projects towards success

Pre-seed, Seed

Capital Risk

Growth Capital

Co-investors :

FIP PME 974
N°4, N°5 et N°6

FPCI
Entrepreneurs 974

Business Sectors :



Energy



Tourism



Telecommunication



Business Services



Infrastructure



Trade &
distribution



Food Industry

→ Fund's investment ticket :

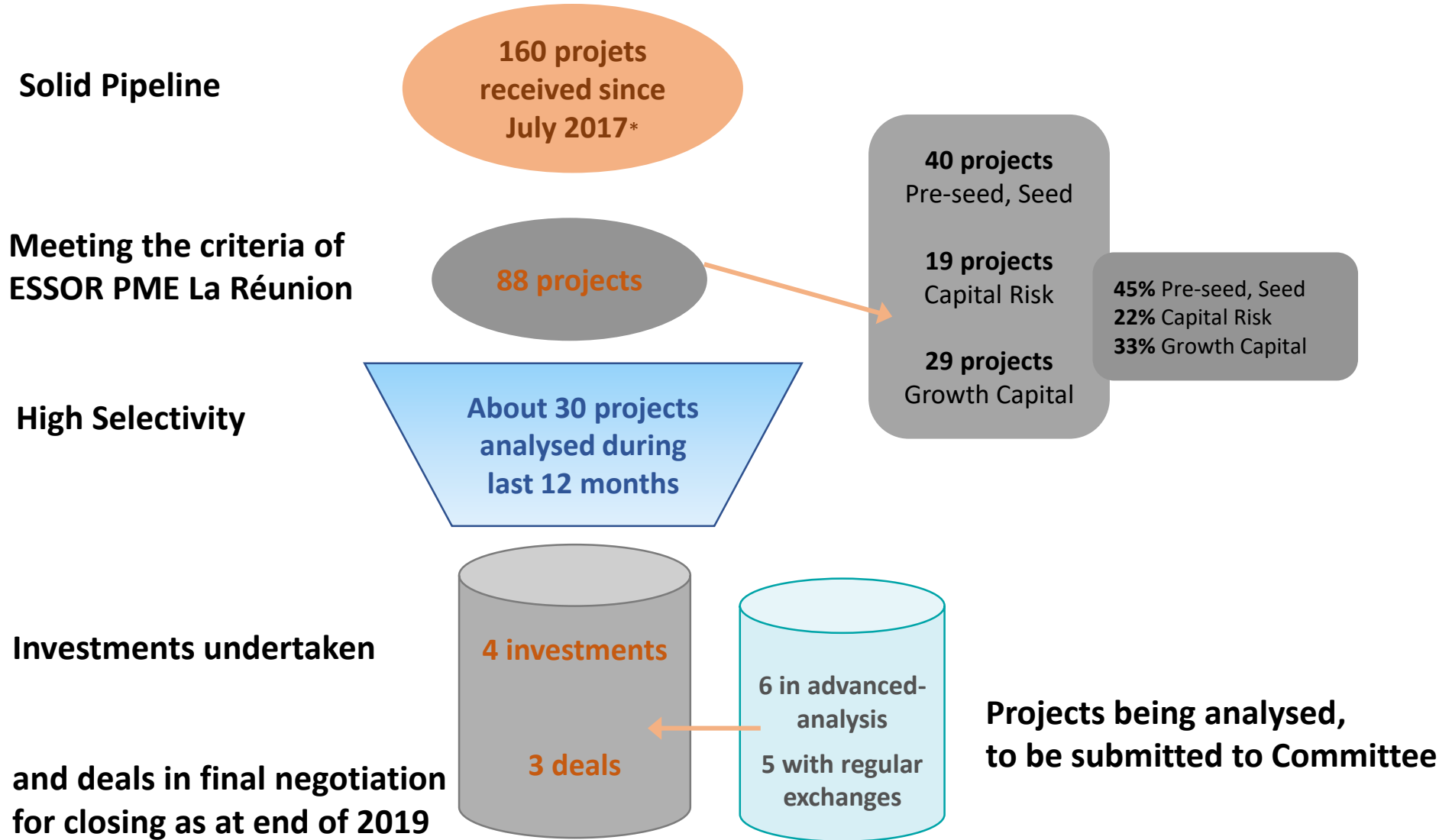
100 K€ à 1,2 M€

Hands-on Minority

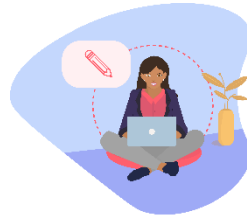




Pipeline of ESSOR PME La Réunion fund



* From the opening of our local office in La Réunion



Optimize your time
Download,
Collaborate, Create



Present your data,
Interact and Captivate



Drive your business
Visualize, Analyze,
Decide

Powerslide



Interactive filtering

Every data visualization in Powerslide is interactive. Click on them to filter your data and captivate your audience.



Data update

Save time with the automated data update. Connect your multiple datasources with our API.



Scheduled emails

Easily send your presentations (PDF) to your colleagues. Personalize the message for their recipient and the emails will be sent at desired time.



User management

Easily add your team mates and define their roles. As administrator, you can set the access rights from your dedicated space.



PDF export

Export your presentations with ease and share them with your colleagues. With the PDF Export, you can share all your presentations to use them offline.



Website integration

Highlight your data presentations by integrating your slides in your website, and keep on enjoying their interactivity.



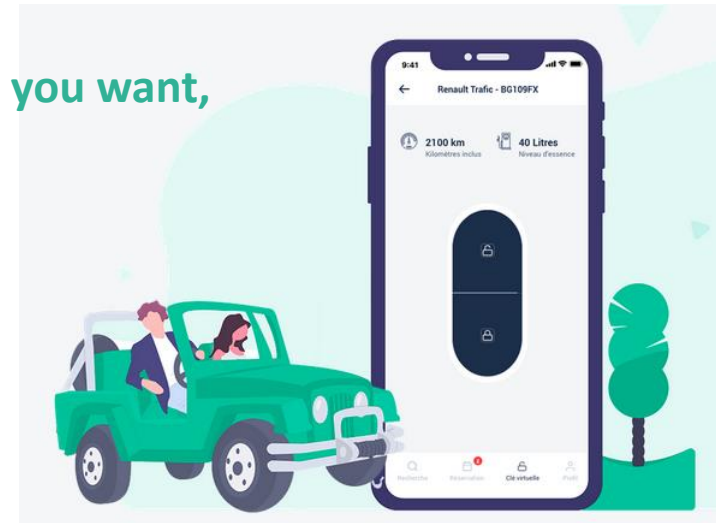


FOCUS ON zotcar



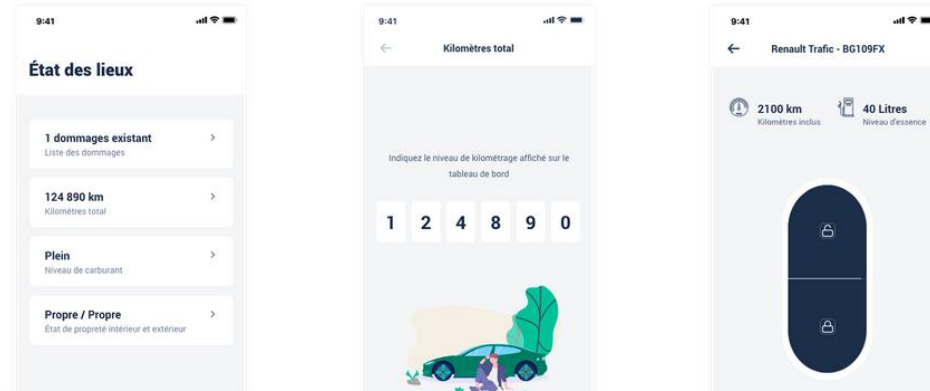
Rent a car wherever you want,
when you want

100% mobile
Car rental



No paper contract, no agency :
Everything is done on the Zotcar app

1st CtoC car rental service in Reunion
100% insured, 100% secure





Sharing our experience about EIF's Due Diligence



* Funds to be constituted



APICAP

INVEST DIFFERENT



financial instruments
added value **ERDF** funding agreement revolving capacity building
governance **ESF** EU guidance ex-ante assessment
technical support seminars leverage financial intermediaries microfinance
co-financing case studies
investments **ESIF** fi-compass final recipients
business plan **Thank you** thematic objectives
advisory services guarantees loans **CF** equity
EAFRD private investors banks life cycle combination of support
conferences **EMFF** factsheets investment strategy
fund of funds managing authorities manuals