

*We are looking forward to meeting you!*

Are you searching for **investors that are “on your side”** for the long term and ready to assist you to structure the capital needed for your growth?

Are you willing to be surrounded by a **strong network, both strategically and financially?**

## Don't look further, TheClubDeal is your solution!

### Why?

**TheClubDeal support local growth companies towards their global competitiveness**

- We believe that money should be put at work to bring value to local stakeholders (entrepreneurs, investors, community).
- We strive to maximize alignment of interests by developing processes based on success, as well as implementing strict governance rules.
- We want to contribute to local eco-system in a sustainable way, also by supporting creation of local “sticky” jobs.

### How?

- We invest through our fund (TheClubDealFund II, €50m size), alongside other co-investors.
- We organize the entire capital increase procedure or we co-invest alongside lead investors.
- We pro-actively help you with your governance and challenge your strategy.

#### The Meeting

First meeting to identify how we can help you to boost your growth. A clear vision of how you will use the cash to reach your goals is essential (called *the use of proceeds*).

#### The Capital Increase

Investment decision need to be ultimately approved by our team and our Specialized Investment Committee. A complete due diligence will be run.

After official approval, we proceed to the legal documentation and to the capital increase.

#### The Exit

Our goal is to bring you at a higher level. After several years, we will find the best way for both you and us to sell our stakes. It can be through a strategic sale, IPO or others.

#### The Agreement

After having received your documentation, we discuss with you all the terms and conditions of our future partnership, including, among others, the valuation, structuration, governance and timing, drafted into a *term sheet*.

#### The Proactivism

We assist you on your governance and we have a continuous discussion to see how we can help you using our club of investors and entrepreneurs.

### What?

**We are looking for companies mainly active in\*:**

-  Life Sciences
-  Smart Living
-  Tech

**Required characteristics:**

-  Operating in Belgium or Northern France
-  Active in a growing market trend
-  Having an ESG mindset

\* Non-exhaustive

### Who?

#### The Executive Team

The Executive Team is supported by reference sectorial advisors assigned to Sub-Investment Committees specialized for each sector:

Life sciences: Louis de Thanoffer  
 Smart Living: Stéphane Verbeeck  
 Tech: Jean-Louis Van Houwe

(\*) Also in the Board of Directors



Jean-Marc Legrand\*  
 Founder & Managing Director



Jean-Louis Dubrulle\*  
 Executive Partner



Nicolas Roberti de Winghe\*  
 Executive Partner



Frederic Convent  
 Senior Investment Manager



Xavier de Villepin  
 Business and Investment Manager



Harold Grosfils  
 Junior Business Manager

#### The Board of Directors

The Board of Directors is supported by an Advisory Board composed by Alfred Bouckaert, Marc Speeckaert and Joëlle Pacteau.



Geoffroy Boonen  
 Chairman



Hubert Bonnet



Jean-Marc Heynderickx



Hervé de Radiguès de Chennevière



Stéphane Verbeeck