

# QUARTERLY UPDATE



# Unleashing the Protein Revolution

Exploring the vast market expansion potential of cultivated protein



In 2013, Mosa Meat was the first company to produce a burger from cultivated beef cells, without any animal slaughtered in the process. It then cost over USD300K (\$330K precisely) and took two years to produce a patty. Technological progresses now enable to produce cultivated meat in a week (Meatable now estimates it takes 8 days to produce a cultivated pork sausage) at a price close to USD10. Though further advances will be required to unveil the full-scale development of cultured proteins, regulation will be the main burden. Or so we thought... before the US surprisingly quick approval in June.

The first precedent towards regulatory approval was set in November 2022, when UPSIDE Foods received a “No Question” letter from the FDA. The process accelerated quickly during the second quarter of 2023. UPSIDE Foods and GOOD MEAT both received USDA’s label approval on June 16th. Just a week later, both companies received a USDA Grant of inspection: the last hurdle has been crossed, and cultivated meat was approved for commercialization. Although cultivated meat has been allowed since 2020 in Singapore (Good Meat received approval there first), US approval means the addressable market has just grown sixtyfold.

US approval should be a key milestone towards global regulatory approval of cultivated proteins and meaningful shortening of processes. We expect countries such as Israel, Australia and even Europe to take a closer look at the opportunity in the months and years to come. In Europe, an ideological conflict is emerging. While Italy is taking a strong stance against cultivated meat, arguing it is threatening its food culture, the Netherlands became the first European country to allow cultivated meat and seafood tastings on July 5th in collaboration with Mosa Meat, Meatable and HollandBIO. The country has already invested over €60m to support R&D in support of cellular agriculture and could well be a leader in changing European regulators’ mindset quickly. It was followed by the UK considering a softening of the Novel Food framework (exiting the European framework) together with a £12m investment in building a cellular agriculture manufacturing hub.

Beyond encouraging faster regulatory approval of cultivated proteins, US developments will unveil a new wave of investments in the space. Although still down year on year, investment in cultivated protein companies increased by 75% between Q1 and Q2 2023, with Uncommon (formerly Higher Steaks) raising \$30m.

A growing number of food manufacturers will invest in the space, as demonstrated by Danone’s \$3.5m investment in Wilk, an Israeli cell-based dairy company. We believe the momentum will continue to improve towards the end of the year, as regulatory easing continues.

**Philippine Adam**  
Analyst  
BG IRIS



# Energy Transition & Sustainability

Banking for a Better Future



## Olivier Beaudouin

Partner, Head of Industrial Tech - Energy Transition & Sustainability

“In the context of a challenging Q2 funding environment, sustainability-driven opportunities have seen a YoY decline in funding after several quarters of remarkable resilience. A closer look shows that technology-defining climate tech companies are still attracting investors and have been less affected by the market environment, particularly at the venture capital stage and in fields related to energy and food system sovereignty.”

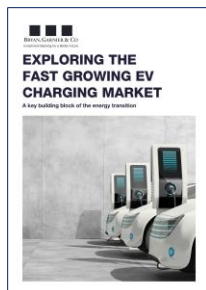
## Key Figures

**+20**  
Transactions since  
2020

**+90%**  
Growth financing

**+€1.8bn**  
Deal value since 2020

## White Papers



## Selected Deals



Rights Issue



€ 141 000 000

Joint Global Coordinator  
& Joint Bookrunner

Hydrogen pro

Follow-on Offering



NOK 126 000 000

Joint Global Coordinator  
& Joint Bookrunner

eve.

Acquired by



Undisclosed

Sole Financial Advisor to the Sellers

SHARK<sup>®</sup>  
SOLUTIONS

Private Placement



€ 20 000 000

Financial Advisor

# Healthcare

## Backing innovation in Healthcare



### Hervé Ronin

Partner, Head of Healthcare

“M&A activity in healthcare in Q2 has remained robust in most European markets. Private equity firms look for consolidation platforms or build-up opportunities for their portfolio companies while trade buyers continue to enjoy strong balance sheets to go for add-ons. Buyers are still comfortable with premium transaction multiples provided investment cases and current trading do not raise concern but are no longer ready to overpay non-quality assets. Public companies with low liquidity and valuations not reflecting their potential increasingly evaluate the opportunity to go private. Overall, a strong first half for Bryan Garnier & Co in healthcare.”



### Alex Cogut

Head of Healthcare – BG IRIS

“Despite continued macro uncertainty, the general market has performed well over the last quarter. Healthcare stocks were broadly in-line, apart from the Life Sciences Tool segment experiencing a demand constraint. ECM activity was overall stable but highly skewed to the US while private financing continued the descending trend. M&A in the biotech segment shot up as big pharma companies are adding to their pipeline with both phase 2 and phase 3 assets, indicating increased openness for risk-taking.”

## Key Figures

**#1**  
European Healthcare  
Growth ECM  
investment bank

**60+**  
Transactions  
since 2020

**€2.5bn**  
Raised in public capital  
since 2020

## Selected Deals



Follow-on Offering  
& Convertible bonds issuance



€ 21 600 000

Sole Global Coordinator  
& Sole Bookrunner



Acquired by



\$ 45 000 000  
(Pending)

Sole Financial Advisor to the  
Company and its Shareholders



Acquisition of a  
majority stake by



Undisclosed

Sole Financial Advisor to the  
Company and its Shareholders



Follow-on Offering



€ 25 000 000

Joint Global Coordinator  
& Joint Bookrunner

# Healthcare

Backing innovation in Healthcare

## White Papers

  
BRYAN, GARNIER & CO  
Investment Banking for a Better Future

### HIDDEN VALUE IN CONSUMER HEALTHCARE

Exploring the new pockets of growth



HEALTHCARE WHITE PAPER FEBRUARY 2018


  
BRYAN, GARNIER & CO

### The Corporate Mental Health Market

INDUSTRY REFERENCE REPORT




HEALTHCARE WHITE PAPER JULY 2020


  
BRYAN, GARNIER & CO

### Digital health

COULD DIGITAL SOLUTIONS HELP UNLOCK SLEEP,  
ONE OF BIOLOGY'S BLACK BOXES?

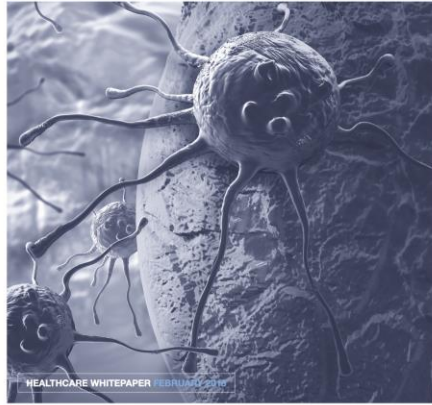


HEALTHCARE WHITE PAPER JULY 2020

  
BRYAN, GARNIER & CO

### Advancing Therapies

2017'S MOST IMPORTANT ONCOLOGY AND HAEMATOLOGY TREATMENTS REVIEWED



HEALTHCARE WHITE PAPER FEBRUARY 2018

  
BRYAN, GARNIER & CO

### The Next Big Growth Idea

COMPANIES IN AN M&A RACE TO FIND GROWTH THROUGH  
DATA-DRIVEN INNOVATION



CROSS SECTOR WHITE PAPER JANUARY 2018

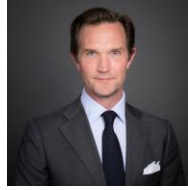
# Software & FinTech

Delivering for our clients through challenging times



**Thibaut De Smedt**

Partner  
Co-Head of Software & Fintech



**Stanislas de Gmeline**

Partner  
Co-Head of Software & Fintech

"Despite challenges such as longer deal cycles, heightened scrutiny, and customers opting for smaller purchases, software companies that have taken steps to improve their profitability are now seeing the rewards reflected in their share prices. Consequently, high-performing, well-established assets continue to attract premium valuations, while more "complex" companies experience valuation down lifts and extended transaction timelines. Additionally, as private equity firms seek to leverage low public software valuations in take-private deals, the introduction of higher hurdle rates has made them more discerning about asset quality, leading to stricter pricing approaches."

## White Papers



## Key Figures

#1

European investment bank in France for Software companies

8

Deals in Q2 2023

3

Deals involving international strategic buyers

## Selected Deals

 Acquired by  Undisclosed Sole Financial Advisor to the Sellers	 Acquired by  Undisclosed Sole Financial Advisor to the Sellers	 Acquired by  € 170 000 000 Joint Financial Advisor to the Sellers	 Acquired by  \$ 250 000 000 Sole Financial Advisor to the Sellers
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# The Chip War is Heating Up!

## European EUR8bn package for its SME semiconductor ecosystem

Presented in May 2022, The European CHIPS ACT is a EUR30bn support package that aims to support the European semiconductor industry and sustain EU ambitions to produce 20% of worldwide chips by 2030, vs 8% today. Until a few weeks ago, the majority of news has been focused on Germany's support to the American giant Chipmaker Intel to gain back a technological edge. Intel plans to set up a EUR30bn advanced fab on EU soil, as the EU has no production capacity under 18nm (the most advanced chips) and should receive EUR10bn of funding to do so.

Additionally, the EU announced a few weeks ago a new EUR8bn component of its CHIPS ACT, directly targeting the SME semiconductor ecosystem, composed of thousands of companies. The funds will provide support to roughly 50 of these SMEs. Overall, these announcements should not change the power in place: The European plan struggles to compete with that of the United States (USD 280 billion), and especially with that of China (estimated USD 150 billion), which directly impacts European players.

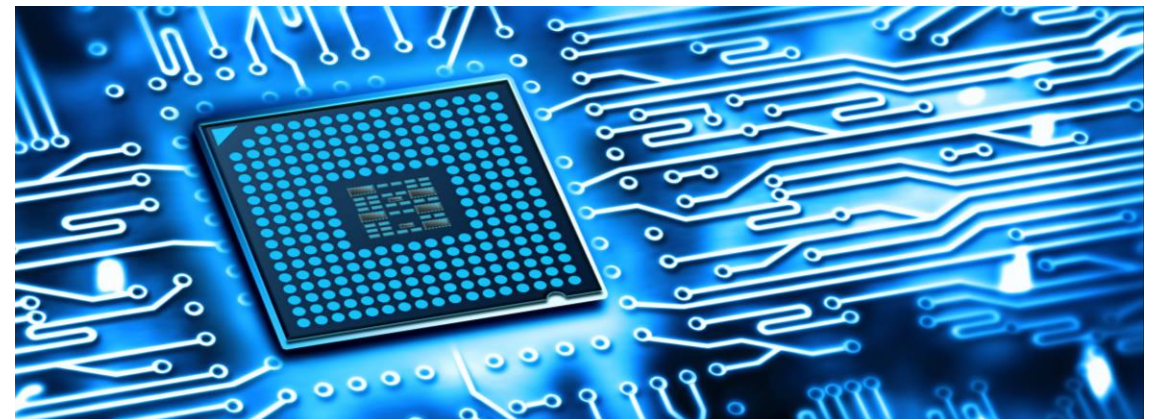
## China Imposes Export Restrictions on Key Materials for Semiconductors in Electronic Warfare

China announced last week export restrictions on gallium and germanium raw materials, as the country controls respectively 95% and 67% of the global production of these elements. Gallium and germanium-based compound materials are critical to a wide range of trends, including highly dynamic electrification of the economy through power electronics (the GaN market is expected to grow by +60% per annum), critical sensors for electronic warfare (such as infrared sensors and hyperspectral cameras), and photonics used in datacenters, a key sector for AI dominance.

This matter is, in our view, especially critical for players exposed to the defence and aerospace sector. The supply geopolitics, in our view, are even more important for them, and they are the most sensitive to such announcements. France and Europe have leading players in the field that could be impacted by such measure, threatening both national supply chains and export capacity.

In less than a month, China has dealt a second blow to the semiconductor industry by banning US-made memory chips, demonstrating a clear focus on strategic sectors. This signifies an escalation and intensification of the ongoing chip war that has been unfolding since the COVID-19 pandemic.

**Thibault Morel**  
Analyst  
BG IRIS



# Industrial Tech

## Automating industries



### Olivier Beaudouin

Partner, Head of Industrial Tech - Energy Transition & Sustainability

“We see continuing strong appetite from hardware-focused larger corporates to acquire software companies to broaden their capabilities and product portfolio. Financial sponsors are more than ever prioritizing businesses that have good unit economics and strong structural growth trends in a fast-changing market environment.”

## Key Figures

**+20**  
Transactions  
since 2020

**€1bn+**  
Deal value  
since 2020

**50%**  
M&A

## White Papers



## Selected Deals

<p><b>eve.</b></p> <p>Acquired by</p> <p><b>ABB</b></p> <p>Undisclosed</p> <p><i>Sole Financial Advisor to the Sellers</i></p>	<p><b>TELOPS</b></p> <p>Acquired by</p> <p><b>PHOTONIS</b></p> <p>A portfolio company of</p> <p><b>HLD</b></p> <p>Undisclosed</p> <p><i>Sole Financial Advisor to the Sellers</i></p>	<p><b>elkoscan</b> INTEGRITY</p> <p>Investment from</p> <p><b>ABENEX</b> CAPITAL</p> <p><b>edf</b> <b>Air Liquide</b></p> <p>€ 23 000 000</p> <p><i>Sole Financial Advisor</i></p>	<p><b>polar</b></p> <p>Contemplated acquisition by</p> <p><b>3D SYSTEMS</b></p> <p>Undisclosed</p> <p><i>Sole Financial Advisor to the Sellers</i></p>
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# Testing, Inspection & Certification - Business & Tech-Enabled Services

A resilient sector



## Guillaume Nathan

Partner, Head of Business & Tech-Enabled Services

“Investor interest in the Facility Management sector and TIC sector remains high due to its resilience, growth potential, and the ongoing trend of outsourcing non-core functions. Despite fragmentation in many subsectors, strategic consolidators and private equity investors are actively investing in the sector. This has fueled M&A momentum, driven by attractive business characteristics, growth opportunities, and pandemic/recession resiliency, resulting in strong valuations for quality platforms”

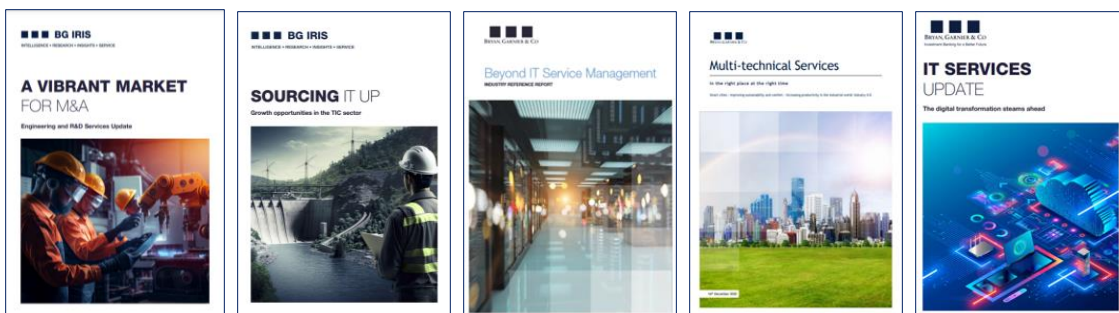
## Key Figures

**+30**  
Transactions  
in the last 3 years

**€1.5bn**  
Deal value  
since initiation

**5**  
Equity  
Analysts

## White Papers



## Selected Deals

 Investment from    € 23 000 000 Sole Financial Advisor	 Sale of the Group's CRO activities to  € 100 000 000 Sole Financial Advisor	 Acquired by  Confidential Sole Financial Advisor
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