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The Lac1 fund makes its third investment and becomes a key shareholder of Exclusive Networks, a worldwide cybersecurity specialist listed on Euronext Paris since September 23, 2021



Paris, 29 September 2021 – The Lac1 fund, managed by Bpifrance on behalf of French and international investors, and dedicated to the long-term support of major listed French companies announces its investment in Exclusive Networks. This investment is perfectly in line with the Lac1 fund's strategy to support the development of innovative, profitable and international companies at the forefront of tomorrow's challenges while allowing to create significant value for their shareholders. By becoming a shareholder, Bpifrance affirms its confidence in the group's strategy led by the management of Exclusive Networks, a key player in the cybersecurity market, and its willingness to support a global player in promoting digital security.

Exclusive Networks is a French value-added distributor positioned between the companies developing innovative cybersecurity technologies and the cybersecurity solution integrators. Exclusive Networks accelerates the international development of over 240 vendors distributing their cybersecurity solutions and connecting them with more than 18,000 integrators through its direct presence in 40 countries and its capacity to serve more than 150 countries.

The Group operates in a resilient and fast-growing market and benefits from sustainable competitive advantages such as strong specialization in cybersecurity supported by more than 500 engineers, a global presence and a wide service offering able to accelerate the development of its business partners. The Group has experienced a strong growth over the last few years with a 36% of CAGR in revenue since 2013.

Bpifrance has identified Exclusive Networks as an investment opportunity ahead of its IPO. Bpifrance has been convinced by the company's differentiated positioning, its role as an international consolidator and the excellence of its management team, which has the ability to continue to outperform the growth of its underlying market.

Bpifrance, through the Lac1 fund, acquired a significant equity stake at the occasion of the Group's IPO on Euronext Paris, thereby contributing to the success of the operation, and subsequently increased its position over 5.5%.

Nicolas Dufourcq, CEO of Bpifrance, stated: *"The Lac1 fund's investment in Exclusive Networks, a strategic player in the cybersecurity value chain, highlights Bpifrance's ambition to support a French champion over the long term that fully addresses the global challenges related to digital security. The high quality of Exclusive Networks' management team and its unique positioning will enable the Group to continue its rapid and sustainable development. We are very pleased with the welcome we have received from Exclusive Networks' management."*



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About Lac1

Lac1 invests on a long-term basis in the capital of publicly listed French multinationals and is involved in their governance. Lac1 fund has an investment capacity of €4.2B, after holding a first close with Bpifrance, and around thirty subscribers including large French and international institutional investors, as well as large companies and family offices. Lac1 is managed by Bpifrance Investissement leveraging on Bpifrance's positioning within its ecosystem, its knowledge of technological and environmental transitions, as well as its strong expertise in the governance of listed companies.

About Bpifrance

Bpifrance Investissement is the management company that handles Bpifrance's equity investments. 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 extra financial services (training, consultancy) to help entrepreneurs meet their challenges (innovation, export...). For more information, please visit: <https://www.bpifrance.com/>
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About Exclusive Networks

Exclusive Networks is a leading global specialist in innovative cybersecurity technologies, providing services to accelerate the sale of cybersecurity disruptive and digital infrastructure technologies on a global scale. Exclusive Networks helps cybersecurity vendors scale their businesses globally, and offering channel partners (such as value-added resellers, system integrators, telcos and managed service providers) expertise, disruptive technologies and services to fit the needs of their corporate customers. Exclusive Networks is headquartered in France.

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