

PRESS RELEASE
22 JANUARY 2024

2023: SOLID MOMENTUM DESPITE A MORE WAIT-AND-SEE MARKET

Deals worth €5 billion - The target of 450 deals reached - Growing recognition of the ecosystem

Paris, 22 January 2024: 2023 was a solid year for Cambon Partners, the investment bank for growth companies. 44 deals with a total value in excess of €5 billion were completed, a new record for Cambon.

Since its creation 20 years ago, the cumulative number of deals has reached more than 450.

Sustained momentum in our various business areas

After two extremely good post-Covid years, Cambon Partners saw relatively solid business activity across all its areas of expertise. This was reflected by the following figures:

M&A

- 19 deals completed, including 10 cross-border deals
- Ability to engage major groups (Orange, BPCE, Crédit Agricole, etc.)
- A wide range of small and mid cap deals

LBO

- 13 deals across all the sectors covered (IT Services, Software, e-commerce, financial services)
- Growing number of deals in the €150 million - €500 million segment
- Access to new PE funds

Levée de fonds

- 12 deals announced (and three others not yet public)
- Supporting our customers over the long term
- Increasing number of DeepTech deals

International exposure and customer loyalty

Given its sector coverage in IT and digital and its capacity for international action, Cambon Partners increased the number of cross-border transactions to 10 in 2023. This applies equally to industrial sales and fundraising.

The customer loyalty rate remains high, thanks to our comprehensive support for entrepreneurs at every stage of their project, from fundraising to sale, with more than 27% of deals in 2023 completed on behalf of existing customers.

Strengthening the team in London and Paris

To strengthen its execution capacity, Cambon Partners welcomed nearly ten new employees to its Paris and London offices in 2023, at all levels (analyst, associate and VP). Further arrivals will be announced in the first half of 2024.

Investments to support future development

To support its expansion, the company has recruited a number of support staff, including a Chief Technology Officer (CTO) and several developers. The aim is to build a more efficient and innovative technological infrastructure for our teams and our customers.

ABOUT CAMBON PARTNERS

Cambon Partners is an investment bank specialising in growth companies. Created in 2003, the team has successfully completed over 450 deals through its offices in Paris, London, San Francisco and Beijing. Each year, Cambon Partners ranks among the most active mid-market M&A players in Europe (Thomson Reuters rankings, MergerMarket, Decision-makers).

RECENT PRESS ARTICLES

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«Tracking Travel Startup Investment Trends in 2023», *PhocusWire*, Décembre 2023

“L’ascension fulgurante de la boutique M&A Cambon Partners (The meteoric rise of M&A boutique Cambon Partners): Interview avec le fondateur David Salabi (Interview with founder David Salabi)”, Training You, November 2023

«Global travel M&A surpasses pre-pandemic levels, 423 deals in the last year», *WIT*, Morgann Lesné, Novembre 2023

«European Short-Term Rental Brands See Surge in Dealmaking», *Skift*, Morgann Lesné, Décembre 2023

“#IFTM23 - Orchestra, Booking, Certares: ils font l’actualité, Morgann Lesné décrypte” (#IFTM23 - Orchestra, Booking, Certares: they’re in the news, Morgann Lesné explains” *L’Echo Touristique*, Morgann Lesné, October 2023