

REYL INTESA SANPAOLO ADVISES LES ETINCELLES HOTEL GROUP ON A €150 MILLION FUNDING ROUND

Geneva, 1 September 2022. **REYL Corporate Finance (REYL CF), the investment banking arm of REYL Intesa Sanpaolo, a Swiss banking group majority-owned by Fideuram – Intesa Sanpaolo Private Banking, acted as advisor to Les Etincelles group and its Altitude Resort Development (ARD) investment platform, in the setting-up of a partnership with European investment fund RoundShield Partners (RoundShield), to finance the acquisition of a series of assets in high-altitude resorts.**

ARD is a platform active in the acquisition of high-end mountain real-estate assets such as chalets, residences and hotels, which are managed and operated by Les Etincelles. The group, headed by Guerlain Chicherit and Nicolas Chatillon, recently announced a historic operation in the mountain-hotel industry, in partnership with RoundShield, to develop the Les Etincelles collection.

This transaction has led to the formation of a new ARD-RoundShield vehicle called “Mousquetaire”, with approximately €400m investment capacity to build a portfolio of hotel assets in high-altitude ski resorts.

An initial series of acquisitions of hotel and residential assets has already been announced, including that of the Lodge & Spa Collection, thereby creating the first French hotel group in the high-end and luxury sector of high-altitude resorts.

REYL Corporate Finance advised Les Etincelles group on all aspects of the transaction, including the establishment of an innovative structure for the group, allowing it to boost investments while preserving its autonomy.

Guerlain Chicherit, Founding Partner and Chairman of Les Etincelles group, says: “We are particularly proud to continue the development of Les Étincelles through this partnership, which will allow us to pursue our expansion with the purchase of new high-potential assets such as the Lodge & Spa group.”

Xavier Ledru, Head of Corporate Finance at REYL Intesa Sanpaolo says: “Our team has supported Les Etincelles group since it started its activities, and we are very happy to have one more time advised Guerlain Chicherit and Nicolas Chatillon on this newly formed partnership with RoundShield. Les Etincelles is now a confirmed a leader in high-altitude luxury hotels. Our teams have done a remarkable job in bringing this complex and ambitious operation to fruition.”

About REYL Intesa Sanpaolo

www.reyl.com

Founded in 1973, REYL & Cie is a diversified banking group with offices in Switzerland (Geneva, Zurich, Lugano), Europe (London, Luxembourg, Malta) and the rest of the world (Singapore, Dubai). It manages assets in excess of CHF 25 billion (CHF 38.7 billion including minority interests) and employs over 400 professionals. In 2021, it entered into a strategic partnership with Fideuram - Intesa Sanpaolo Private Banking, a leading European banking player, pursuant to which Fideuram ISP acquired a 69% stake in REYL & Cie.

Developing an innovative approach to banking, REYL & Cie serves a clientele of international entrepreneurs and institutional investors through its *Wealth Management, Entrepreneur & Family Office Services, Corporate Finance, Asset Services* and *Asset Management* business lines. It has further diversified its activities in the areas of impact investing, through the launch of pure-play impact asset management firm Asteria and Obviam, and of digital banking for mass affluent clients via the incubation of Alpian, an app-based aspiring Swiss bank. In December 2021, REYL & Cie acquired a 40% stake in 1875 Finance, a Geneva-based multi-family office and independent asset manager with over CHF 13 billion of assets under management for private clients.

REYL & Cie Ltd is licensed as a bank in Switzerland and performs its activities under the direct control of the Swiss Financial Market regulator (FINMA). Its subsidiaries are also regulated by the FCA in the UK, the CSSF in Luxembourg, the MFSA in Malta, the MAS in Singapore, the DFSA in Dubai and the SEC in the United States.

About the Les Étincelles group

<https://etincelles.com/>

Les Étincelles is a hotel group based in high-altitude ski resorts. Les Étincelles manages and operates chalets, hotels and residences in the premium and luxury segments. Each of its establishments offers a unique new experience, reinventing the standards of a successful stay. Les Étincelles offers ski-in/out locations and a customised experience, with bespoke services and an eco-friendly approach to its business operations.

About RoundShield

www.roundshield.com

RoundShield Partners is an independent investment firm focused on European asset-backed opportunities. Founded in 2013, RoundShield provides asset-backed capital and credit solutions to small and mid-cap real-estate and infrastructure players and holders of tangible assets. RoundShield manages approximately €2.9bn in discretionary funds on behalf of pension funds, endowment funds, foundations and other institutional investors.

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