

**CORPORATE
FINANCE
TEAM OF
THE YEAR**

REYL

Intesa Sanpaolo

Xavier Ledru,
Managing Director & Head of Corporate Finance

An Interview With Xavier Ledru Please tell us a bit about REYL.

REYL is one of the only private bank in Switzerland offering a complete range of services comparable to its largest peers while remaining committed to providing the highest level of service and dedicated personalised attention to each client. Our services have historically evolved around a specific type of client: the entrepreneur. The very essence of the REYL Group is based above all on the provision of services to entrepreneurs as well as to their businesses and families.

The Corporate Finance services we offer include mergers and acquisitions (M&A), debt advisory, capital markets, restructurings and private equity. We make this wide range of services available to international groups active in a wide range of sectors from consumer goods, renewable energy, media and telecommunications, through to healthcare, real estate and hospitality.

The Corporate Finance team provides valuation advice, identifies buyers, prepares marketing documents, manages public and private auction processes and leads negotiations until financial close. It also advises prospective buyers in identifying and contacting potential targets, coordinates financial and legal due diligence and secures acquisition financing.

What's the story of REYL?

Founded by Dominique Reyl in 1973 and led by François Reyl since 2008, REYL Intesa Sanpaolo is a diversified and entrepreneurial banking organisation providing financial advisory services and investment solutions to private and institutional clients. The REYL Group serves a clientele of

international entrepreneurs, family offices and institutional investors through five business lines: Wealth Management, Entrepreneur & Family Office Services, Corporate Finance, Asset Services and Asset Management, enabling efficient provision of solutions addressing the increasingly complex needs of its clients, without silos or artificial internal segmentation.

REYL has undergone a major evolution over the past 18 months, culminating in the strategic partnership with Fideuram - Intesa Sanpaolo Private Banking which has brought significant opportunities to further enhance our presence across Europe. While our clients have benefited from these recent developments, they have also been able to rely on us to provide consistently high-quality, value-added services through the same 360° business model with which they are familiar and for which they choose to partner with us for their financial needs.

What are REYL's mission and vision?

REYL Group's values are rooted in four key terms: commitment, ingenuity, empathy and integrity;

Commitment - We are fiercely committed to helping our clients achieve their set goals and realise their ambitions.

Ingenuity - We differentiate ourselves by providing creative solutions to the most complex issues that each of our clients may face.

Empathy - Our greatest satisfaction in our profession is derived from staying close to people's reality and taking on a positive, valuable role in every way we can.

Integrity - We have created a working environment in which everyone maintains without question the highest ethical standards.

What are the latest milestones for the Corporate Finance team?

Early this year, we acted as financial advisor to ACS Group, a European leader in construction, infrastructure and services, for the sale of its renewable energy business to Vinci for a total purchase price of €4.9bn.

A few months after, we acted as sole financial advisor to Toyota Industries Corporation for the acquisition of the Viastore Group, a German leading logistics system integrator. In September, we acted as financial advisor to Les Etincelles group in the setting-up of a EUR 150m partnership with RoundShield Partners to finance the acquisition of a series of assets in high-altitude resorts. More recently, we were involved as sole financial advisor to a German project developer on a flagship energy-efficient property transaction in Berlin, and to

Panolin Group on the sale of its Environmentally Considerate Lubricants business to Shell Lubricants.

The latter is a great example of the seamless cooperation with our Zurich branch, in a full 360° approach to the needs of entrepreneurial clients.

These collective achievements allow us to position the REYL Corporate Finance team as a trusted and credible partner for mid and large cap transactions in Europe.

What differentiates you from other banks?

We are at the crossroads of different ecosystems, applying the key principles of wealth management expected by our clients to investment banking. We operate globally, providing tailored advice for mergers and acquisitions, equity capital markets transactions, private debt, private equity and club deals, as well as restructuring, where we support our clients in their discussions with their financial partners in order to achieve the best possible conditions whilst maintaining a constructive dialogue with them. We are establishing our expertise in several areas, including industrials, consumer goods, real estate and hospitality or technology, media and telecommunications. We are increasingly present in the renewables space where we are developing a wide network of clients and investors. We are slowly recognised as an important player in this field of renewable energy, and we are proud of this.

Our clients value our long-term approach with them. This, along with our 360° approach, where we work in total synergy with the bank's other business lines set us apart from other banks.

Our most important differentiator is undoubtedly our human capital. I am extremely proud to be part of a team with such high human values, which is composed of very experienced, hands-on senior people coupled with dynamic, younger individuals which, for most of them, were recruited as interns. This award is theirs. They are all characterised by a truly unique team spirit and perfectly embrace the bank's values. It is my mission to help all of them thrive and achieve their personal and professional goals.

What does this award mean to you?

I am honoured that the success and growth of REYL's Corporate Finance business line is being recognised by this award. Whilst REYL has undergone a series of developments in recent years, it should be noted that at the heart of everything we do is always the delivery of excellent service to our clients. I believe this award is also an acknowledgement of the trust that our clients place in us every day.

