



Press release

Hoppen takes a new step forward

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The Swiss investor Après-demain takes a stake alongside Extens and Geneo Capital Entrepreneur

Paris, 22 June 2023 - Extens, the investment fund specialising in healthcare software and data, is delighted to welcome Après-demain to support Hoppen's strategic development.

After 4 years marked by accelerated organic and external growth, Hoppen has established itself as the French leader in *phygital* support for patients and healthcare establishments.

A key player in its market and among the recent winners of the French Tech 2030 program, the company is taking a new step forward with the additional support of Après-demain, the parent company of Debiopharm™, a life sciences company, to accelerate its growth plan in Europe and consolidate its market leadership in digital solutions for patients before, during and after hospitalization.

This announcement testifies to the Group's attractiveness, at a time when the company wishes to accelerate its strategic development at every stage of the patient journey.

In perfect alignment with the Group's strategy, Après-demain, with its in-depth knowledge of the healthcare sector, joins forces with existing investors Extens and Geneo. It also validates the relevance of Hoppen's positioning within a rapidly changing sector, in which the Group will continue to develop its expertise in the patient pathway and the continuous improvement (thanks to digital solutions combined with on-site personnel) of hospital operations and post-hospital follow-up, while drastically reducing the drudgery of nursing staff by giving them up to 30% more time for their core business: care.

Already present in several European countries (Belgium, Switzerland), as well as in the Middle East, the Group intends to actively pursue its development in Europe, conquer new markets, and become the European leader in patient care in each of these countries.

Matthieu Mallédant, Chairman and CEO and co-founder of the Hoppen Group:

“After a period of strong growth in France and the development of a very complete offer for the digitalization of patient pathways, we are strengthening the Hoppen Group with the additional support of a European fund among our investors who have been with us since 2019.

The progress made thanks to our historic investors enabled us to position the Group as a leader in France, and this has been a wonderful page in our shared history with them. We owe them a great deal, and we're going to strengthen this pioneering position.

We continue to implement our strategy by launching new services for healthcare institutions in France, accelerating the roll-out of our "Age-well" offerings, and resolutely going on the offensive in several European countries, starting with Germany, where we just signed our first commercial partnership.

Over the past few years, we were able to demonstrate our sustained innovation efforts, which resulted in the development of additional technological solutions and innovative services to combat a hospital crisis that is worsening and persisting. Hoppen intends to continue along this path, to improve patient hospitalization and significantly reduce the burden on caregivers.”

4 years marked by a strong acceleration in growth, the rapid expansion of its offering, and the strengthening of its societal commitment to patients and caregivers.

Key growth figures (2018-2023):

- Sales: from EUR 4 million to over EUR 60 million
- Number of customers: from 45 to over 600 facilities
- Number of employees: from 38 to 630
- Number of patients cared for: from 350,000 to over 5 million patients
- Hours freed up for caregivers: 30% time saved per day

2022-2023 Highlights:

- Acquisition of Aklia and Exolis, strengthening the Group's leadership position and expanding the range of patient support services at every stage of the hospitalization process;
- 1st patient portal referenced on MonEspaceSanté, under the name MyGHTLimousin, the citizen's digital space, under the aegis of the Assurance Maladie and the Ministry of Health;
- Laureate of French Tech 2030, the new support program of the France 2030 plan, operated by La French Tech alongside the Secrétariat général pour l'investissement and Bpifrance ;
- Co-founder and Ambassador of French Care;
- Launch of new in-room "age-well" solutions in EHPAD and Senior Residences, as well as for people with disabilities;
- Launch of its 360 offer for *phygital* support of healthcare establishments in pre-admission, reception, and patient orientation;
- Partnerships with 4 players in the medical pathway (telemonitoring in oncology, etc.);
- A first commercial partnership in Germany.

Thierry Mauvernay, Chairman and CEO of Après-demain:

"We are delighted to join forces with the Hoppen team and its historical shareholders Extens and Geneo and contribute to meeting the challenge of improving the operation of healthcare establishments and the quality of life of patients and caregivers by providing them with innovative and relevant digital and human solutions."

Valentine Deramecourt, Partner at Extens:

"Hoppen, the French leader in the digital transformation of healthcare institutions, aims to become a key international player. its development is a perfect illustration of Extens' investment thesis and desire to have an impact on caregivers and patients. We are delighted to welcome Après-demain, with whom we share a common vision and values."

Delphine Jarnier, Associate Director of GENE0:

"This transaction marks a new stage in Hoppen's European development plan. The arrival of Après-demain and the commitment of all Hoppen teams will enable us to accelerate the implementation of the Group's growth strategy."



About Après-demain

Après-demain SA is the parent company of a Swiss family-owned private group comprising a cluster of companies active in the life sciences sector (Debiopharm™) and a wealth diversification cluster developed via four activities: Finance (cash management and equity/bond management), Real Estate (residential and commercial), Private Equity and Direct Investments.

In particular, the Private Equity and Direct Investments team manages a diversified portfolio of funds and direct minority holdings. Our entrepreneurial culture and ability to provide long-term support to the teams we invest alongside are the cornerstones of our day-to-day commitment.

For more information, please visit: <https://www.apres-demain.com/en/>



About Extens

Extens is France's leading digital health investment fund. Extens acts as a growth investor, mainly in France and Western Europe, by injecting up to EUR 15 million into SMEs that generate over EUR 3 million in revenue and are EBITDA positive. The team consists of 13 professionals from the private equity and healthcare industries. Thanks to its in-depth expertise in the digital health ecosystem, Extens aims to turn today's players into tomorrow's champions, by improving their value-creation potential in the interest of the companies, their teams, their shareholders, and the healthcare system. To date, Extens has invested in 22 companies, including Enovacom, a publisher of interoperability software; Kayentis, software for collecting and analysing patient data for clinical trials; Teranga, a publisher of a business platform for the medico-social sector; Sofia Développement, a publisher of management solutions for the liberal paramedical professions and care centres.

For more information, please visit: www.extens.eu



About Geneo Capital Entrepreneur

GENEO Capital Entrepreneur's raison d'être is to make positive finance available to the real economy. Designed to unlock the value creation, job creation and impact potential of SMEs and mid-sized companies, GENEO Capital Entrepreneur has nearly EUR 600 million at its disposal. It manages in particular the "evergreen" investment company GENEO Capital, which has a 99-year lifespan and is majority-owned by families and entrepreneurs. GENEO thus provides tailor-made capital that adapts to the pace of each company and provides responsiveness and flexibility. Its resources increase regularly as GENEO and the companies it invests develop.

As a business partner, GENEO mobilizes to provide support for the execution of structuring, growth and transformation projects thanks to its teams, but also its specialized "business partners" (external growth, positive impact, digital and innovation). It also has a platform of more than 70 independent experts and a community of nearly 200 families and entrepreneurs, offering a sharing of experiences and a business network unheard of in France. The operational support is adapted to the specific needs of each company and formalized jointly by the GENEO team, the management team and the other shareholders of the company in a "Growth Book".

Passionate about those who make, create and want to move the lines, the only ambition of the GENEO team is to bring the ambition of each entrepreneur to the top.

At GENEO, when we invest, we invest!

For more information, please visit: <https://geneocapitalentrepreneur.com/en/>



About Hoppen

Founded in 2011 in Rennes by Matthieu Mallédant and Sébastien Duré, and supported by financial investors - in particular, EXTENS and GENE0 Capital Entrepreneur since 2019 - the Hoppen Group is the French leader in the digital transformation of care and healthcare institutions. The company develops technological solutions and offers a range of phygital services for patients, providing a concrete response to the major challenges facing the French healthcare system. With its unrivalled experience in the market, Hoppen is committed to offering a better service and a better care path for patients, based on strong values, the commitment of its 630 hospital-based employees, and innovative technological expertise to build a healthier world. Hoppen's solutions, used by more than 5 million patients (i.e. 1 in 2 patients in France), improve patient care and significantly enhance the daily lives of caregivers while increasing the attractiveness and efficiency of hospitals.

For more information, please visit: <https://www.hoppen.care/en/>

Deal participants:

- **Après-demain:** Sébastien Beth, Benoit Junique, Julien Leclerc, Dorotheé François
 - **Extens:** Valentine Deramecourt, Arnaud Houette, Federico Miotto
 - **GENEO Capital Entrepreneur:** Delphine Jarnier, Louis Charrier
 - **Legal advisory Hoppen and investors:** Chammas & Marcheteau (Nicolas Lecocq, Pierre Rougemond), Avoxa (Lauriane Bobille, Beverly Guimaron)
 - **Legal advisory Après-demain:** Latournerie Wolfrom Avocats (Christian Wolfrom, François Cado)
 - **Financial advisory Après-demain:** Grant Thornton (Thierry Dartus, Zakariyae El Qotni)
 - **Vendor audit:** Eight Advisory (Christophe Delas, Sandrine Vouillon)
 - **Investment bank:** Edmond de Rothschild Corporate Finance (Jean-Charles Bernard, Guillaume Jaureguiberry, Sébastien Brasy, Laurent Neubauer)
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