

## Press release

Paris, 27 August 2013

### UBIFRANCE and Pramex International consolidate their partnership

In light of the good results recorded after a year of collaboration, UBIFRANCE and Pramex International have decided to renew their partnership and expand into international acquisition projects.

Under the new agreement, and in response to requests from businesses, in particular small and midcap companies, professionals from Pramex International specialising in equity capital operations may be commissioned to advise and support UBIFRANCE clients with their international acquisitions and sale of subsidiaries.

The practice remains a privileged partner of UBIFRANCE and continues to assist the Agency with services involving the creation and management of subsidiaries abroad.

Pramex International promotes collective and individual operations (trade fairs, collective and sectorial missions, meetings with buyers, prospecting missions, press offices, etc.) organised by UBIFRANCE and provides UBIFRANCE with services in countries where the practice does not have a presence.

*'We are extremely happy to be continuing this partnership, which has demonstrated its relevance and value for the development of French business, including midcap companies, and to extend it by offering UBIFRANCE clients the expertise of our professionals in the field of international acquisitions,'* states Mr. André Lenquette, Chief Executive of Pramex International.

*'Long-term support on an international scale for growing ETIs and PMEs is today a key priority for UBIFRANCE. To respond to ever more complex requirements from these "international champions", UBIFRANCE welcomes the renewal of its partnership with Pramex International, which will now extend to mergers and acquisitions. Following the deployment of project managers internationally within Bpifrance, UBIFRANCE and its partners continue the structuring of a global solution, which will extend from financing through to implementation,'* explains Christophe Lecourtier, Chief Executive of UBIFRANCE.

#### **Press contacts**

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## **About UBIFRANCE**

*UBIFRANCE is the French agency for international development of companies. It is an industrial and commercial public establishment operated by the Minister for the Economy, Finance & External Commerce and the Direction Générale du Trésor.*

*UBIFRANCE is now equipped with its own network of employees, in France and around the world: 6 inter-regional UBIFRANCE networks, established in France, local partners such as Chambers of Commerce, contribute in encouraging companies to export. 80 offices present in 60 countries, accompanying companies on the field, with more than 1400 international colleagues dedicated to assisting SME's in exporting.*

*UBIFRANCE is also the provider of the V.I.E programme (Volontariat International en Entreprise)  
[www.ubifrance.fr](http://www.ubifrance.fr)*

## **About Pramex International**

*Pramex International is the international development consulting firm of BPCE, the second-largest banking group in France.*

*In supporting the business development of its clients, PI can rely on two major assets:*

- an integrated worldwide network of consultants specialized in the various disciplines of business development and located in 16 countries;*
- a network of consultants in Paris and across the regions working on all business internationalization procedures.*

*The firm's top-notch banking affiliation allows access to the leading financial institutions around the world.*

*More information : [www.pramex.com](http://www.pramex.com)*

## **About BPCE**

*Groupe BPCE is the second-largest banking group in France, comprising two autonomous and complementary retail banking networks: the network of 19 Banques Populaires, and 17 Caisses d'Epargne. It is a major player in investment banking, asset management and financial services with Natixis and in property with Crédit Foncier, Foncia and Nexity. Groupe BPCE has more than 36 million clients and enjoys broad coverage in France with 8,000 branches, 117,000 employees and more than 8,6 million cooperative shareholders.*