

## **Winche and Sarawak join forces to form a European leader**

Winche Redes Comerciales opens up to the European market by joining Sarawak. Together, the companies, experts in commercial outsourcing, cover half of **continental** Europe, from Gran Canaria to the province of Groningen.

Founded in 1999 by Richard Calmer and taken over in 2006 by Guy Maindiaux, Sarawak has experienced a dynamic, profitable and sustainable growth path, based on a rigorous and efficient organization as well as a demanding training policy.

Founded in 2002 by Javier Scherk, Winche Redes Comerciales, has built the same values and strengths in the Spanish and Portuguese market.

Together, the companies are the leading European player in sales force outsourcing with more than 100M turnover and nearly 1,200 employees.

Javier Scherk: "With Sarawak we will form the best and leading commercial outsourcing group in Europe. This merger is a big step for Winche, confirms our long-term future and consolidates our international expansion. We are two companies that, together, will offer excellence to all our partners".

Guy Maindiaux: "Welcoming the Winche Redes Comerciales teams to our group is a great joy. We share the pursuit of excellence to create value for our customers and employees. From now on, we are able to offer relevant and agile integrated systems covering all our territories."

Aurica Capital, through its Aurica III fund, which owned 40% of Winche, exits the shareholding of the resulting union. Pablo Pérez Caldaya, Investment Director of Aurica Capital, "the union of the two companies allows to create a European sector leader by combining two perfectly complementary organizations that share the same DNA, quality standards and human values".

Laurent Warlop and Stanley de Butler, Indigo Capital: We are delighted to have helped Guy Maindiaux drive a significant change in size for Sarawak in less than twelve months. Management's plans will be able to express themselves fully in continuation of these efforts with significant commercial synergies."

The management of Winche Redes Comerciales will continue to consist of Javier Scherk, founder, and Marc Rocher, CEO, and they join the Sarawak Group as shareholders.

Boulogne, 19 July 2023

Guy Maindiaux

Management : Guy MAINDIAUX, Christophe DURIER

Due Diligence : ODERIS : Julien PASSERAT, Lan CHAU, Augustin de KERANFLEC'H, Julie MICHEL

Advisors :

- VALTHER : Velin VALEV, Pauline MORIER, Martin SOLANS, Dan DAHAN, Beryl DUPRE de PUGET
- ECIJA : Elena ANNEZ de TABOADA, Gabriel NADAL, Alejandro CALVO, Carlos GARCIA VILLARTA

Investor :

- Indigo Capital : Laurent WARLOP, Stanley DE BUTLER
- Advisor Indigo Capital : McDermott Will & Emery – Pierre-Arnoux MAYOLY, Stanislas CHENU, Salomé BELHASSEN, Camille JUDAS

Bank pool :

- Banques Populaires Rives de Paris (Olivier GRISARD, Cécile MILLIOTTE, Régis NDIMINGUI), Christine CLEMENT / Banques Populaires Val de France / Société Générale (anciennement Crédit du Nord) ;
- Bank pool advisor : Bird & Bird (Jessica DEROCQUE, Elahe HOSEINY)

Winche Redes Comerciales

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Management: Javier SCHERK, Marc ROCHER

AURICA : Ferran CONTI PENINA, Pablo PEREZ CALDAYA, Daniel SOLDEVILLA DOMENECH

Advisors : Alex PORTERO, Guillermo DONADEU, Jordi PETIT

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