

PRESS RELEASE
September 19th, 2016

Chinese company Supratec acquires a stake in the capital of Aqualabo, thus confirming that the French water instruments manufacturer is willing to grow on the foreign markets.

During the summer Supratec, a Shanghai based company, that has already assets in the water sector, acquired a minority stake in Aqualabo Group, the largest French manufacturer of water instruments for control and measurement.

At the same time, Demeter Partners who had entered Aqualabo's capital in 2010 sold its minority shares to the Chinese company. The managers and teams of Aqualabo Group with the advisory support of Demeter Partners, have increased the revenue from € 3M to € 12M. This has resulted namely in consolidating several specialized companies such as Perax or Secomam. Aqualabo manufactures a wide range of water instruments for control and measurement such as spectrometers, photometers, reagents, samplers or even data loggers and sensors, which allows to deliver turnkey solutions to diversified clients in industry, waste and drinking water treatment, laboratory testing, river monitoring, fish farming etc.

The management remains shareholder and retains the leadership on the Group's strategy. Aqualabo will benefit from the added strength of a strong industrial and capital partner to extend the product offering in Asia, in particular the Chinese market.

This deal was made possible with the support of Natureo Finance who acted as advisor to Aqualabo and Demeter.

About Aqualabo Group:

Aqualabo is the largest independent French manufacturer of water instruments for control and measurement still owned by the founders Stanislas Rault and Jérôme Legeai, Alain Cruzalebes, together with a few employees and physical shareholders, and now Supratec.

50% of the manufactured products are exported, which represent 40% of the revenue, including a strong service activity in France.

About Supratec:

Supratec is a group founded by Xian Chao Zhang in 1999 through the acquisition of shares in a German company that specializes in aeration tank solutions, and the acquisition of a company that has assets in filtration membranes. A € 5M investment has started manufacturing last generation filtration membranes in Germany. The Chinese industrial is getting a foothold in the water control sector through the acquisition of a stake in Aqualabo's capital, by far the largest European structure in which Supratec holds an interest.



About Demeter Partners:

Demeter Partners is an independent management company specialized in the management of private equity funds dedicated to the sectors of the environment and energy transition. It currently manages €600M through 5 FCPIs: FCPIs Demeter and Demeter 2 are mainly focused on growth capital, Demeter 3 Seed Fund is dedicated to the financing of innovative start-ups, Demeter 4 infra is specialized in infrastructure projects and the FMET is dedicated to the ecological modernisation of transportation infrastructures.

To date, Demeter has successfully closed 70 investments in the sector of the environment and energy transition.

About Natureo Finance:

Natureo Finance is a corporate finance advisory boutique providing financial and strategic advisory in the cleantech, renewable and environmental sectors.

Natureo Finance is a ORIAS recorded Financial Investment Advisor (CIF), number 1300605.

Stakeholders:

| | | |
|--------------------|-------------------|--------------------------------------|
| Company | Aqualabo | Stanislas Rault, CEO |
| Financial investor | Demeter Partners | Lionel Cormier, Bastien Gambini |
| Buyer | Supratec | Xian Chai Zhang, CEO |
| M&A advisor | Natureo Finance | Philippe Schmitt |
| Company advisor | Cabinet Delano | Elisabeth Neidhart |
| Seller advisor | Cabinet Brunswick | Céline Leparmentier, Benoit Pardigon |