

## Santiane refinances its debt

**Paris, March 24, 2025**

Latour Capital, which invested in Santiane in December 2020, announces the refinancing of the company's debt.

Founded in 2006, Santiane is a digital broker specializing in individual insurance, covering health & protection, funeral insurance and loan insurance. The Group operates through both B2C (direct distribution) and B2B (distribution via a network of 2,000 partner brokers) channels with four complementary brands:

- B2C: **Santiane** (health & protection, funeral insurance) and **Julia** (health & protection, loan insurance)
- B2B: **Néoliane** (health & protection) and **UGIP** (loan insurance)

Santiane has established itself as the #1 player in both B2C and B2B (in terms of new business volume) for the distribution of health & protection insurance products in France.

In July 2023, Santiane completed a transformative transaction with the acquisition of **UGIP**, a B2B broker specializing in loan insurance. This acquisition gave rise to a multi-product brokerage group with a strong digital, commercial, and operational culture, while also strengthening its recurring revenue profile.

The new Unitranche debt is provided by Partners Group and Generali Asset Management - Direct Private Debt France.

**Pierre-Alain de Malleray, CEO of Santiane:** *“In recent years, we have accelerated our development by leveraging our digital expertise and partner networks. We also carried out a transformative acquisition with UGIP in 2023, allowing us to expand into the loan insurance market. This refinancing marks a new milestone, enabling us to strengthen our ambitions and continue our strategy of innovation and growth.”*

**Nicholas Whitbeck, Partner at Latour Capital:** *“Since our investment, we have been impressed by Santiane’s ability to grow, diversify, and establish itself as a key player in multi-product insurance brokerage. This refinancing aligns with a strong growth trajectory and paves the way for new strategic opportunities. We are delighted to continue supporting Pierre-Alain and his teams in the Group’s development.”*

### **About Latour Capital**

Latour Capital is an independent French investment firm with a strong entrepreneurial culture and solid operational expertise. With €4 billion under management and a team of over thirty professionals, Latour Capital is an active investor working closely with the management teams of its portfolio companies. The firm primarily invests in companies with significant growth potential in France and internationally.

For more information: [www.latour-capital.co.uk](http://www.latour-capital.co.uk)

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## **Participants**

### *Company*

- Pierre-Alain de Malleray (CEO)
- Brice Le Houérou (Deputy CEO, in charge of B2B channel)
- Michael Trupin (Deputy CEO, in charge of Risk, Finance, and Data)
- Olivier Stibler (Chief Financial Officer)

### *Latour Capital*

- Cédric Bannel (Founding Partner)
- Nicholas Whitbeck (Partner)
- Maxime Gutton (Partner, Financing)
- Léa Béal Soulier (Associate Director)

### *Financing*

- Partners Group: Robin Thywissen, Maxime Pitel, Théo Caille
- Generali Asset Management – Direct Private Debt France: Simon Baccelli, Evgenia Lepetova, Laura Molina

### *Advisors (company & shareholders)*

- M&A: Amala Partners (Jad Sader, Damien Schaff, Julien Le Guern, Chloé Spigolon, Arthur Rouchy)
- Legal: Willkie Farr & Gallagher (Paul Lombard, Laurence Raud, Clotilde Brivot)
- Financial due diligence: Eight Advisory (Emmanuel Riou, Henri Rossetti, César Natali)
- Strategic due diligence: McKinsey (Henri de Combles de Nayves, Constance Emmanuelli, Gregory Goldfarb)

### *Advisors (financing)*

- Legal: Orrick (Igor Kukhta)