



HERA FINANCE
Mergers & Acquisitions
Transition Management



Communiqué de presse

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Après COFELY (GDF SUEZ), HERA FINANCE fait entrer TALUM au capital de SAED

En janvier dernier, HERA FINANCE a mené à bien l'entrée de COFELY (Groupe GDF SUEZ) au capital de SAED (Sophia Antipolis Energie Développement), la start up française spécialisée dans le solaire thermique "low cost" de dimension industrielle.

Aujourd'hui, j'ai le plaisir de vous annoncer que SAED poursuit la construction de son éco-système avec l'aluminier Slovène TALUM.

TALUM devient à la fois actionnaire de SAED et son partenaire commercial dans les Balkans.

SAED avait financé la conception et le développement de sa technologie essentiellement sur les fonds propres de ses fondateurs et aussi sur des fonds publics. Puis elle a financé son industrialisation notamment avec l'apport de COFELY.

L'investissement de TALUM servira quant-à lui à financer le développement commercial de SAED en France et à l'international.

Vous voudrez bien trouver en pièce jointe le communiqué de presse commun à SAED, TALUM et HERA FINANCE.

Je reste à votre disposition pour en discuter plus avant.

Bien cordialement,

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TALUM takes an equity stake in SAED, supporting thermal solar technology innovation and sales

TALUM, the Slovenian aluminium products manufacturer, has taken about 5% equity stake in the French company SAED (Sophia Antipolis Energie Développement) in connection with the capital increase of the start-up company. SAED supplies innovative technologies in the industrial thermal solar energy field.

SAED was established at Sophia Antipolis in southern France in 2008 and has developed a technology for building large-scale solar collectors to produce high-temperature thermal energy (80° C to 130° C) with associated storage capacity possibilities.

Thanks to SAED new generation thermal solar collectors, TALUM, Europe's leading manufacturer of aluminium roll bond, has considerably improved the technological state of the art which is essential to SAED's proprietary heatpipes.

Starting immediately, TALUM will also become the sales partner of SAED in seven countries of the Balkan region, with the responsibility to promote SAED technology and products, develop a technically qualified sales force and provide procurements and construction.

By developing a full eco system with its partners COFELY (GDF SUEZ Group) and TALUM, SAED designs and implements simple and robust technologies that are both competitive economically and meet sustainable development requirements worldwide.

After the stake of about 10% taken by COFELY in 2011, the success of this second stage in SAED corporate development with TALUM, is a key contribution to the undergoing financing process of SAED's marketing and sales development.

HERA FINANCE is supporting SAED and its shareholders in these arrangements.

TALUM

An aluminium manufacturer located in Slovenia, TALUM d.d. was established in the mid-20th century and has developed into a modern, technologically advanced, knowledgeable company with more than 1000 employees. The production is based on electrolytic production of aluminium and also strong recycling processes. TALUM is known on high quality products which fulfil all customers' needs. TALUM has expanded its experience and knowledge since its establishment. Committed to the continual research of processes and systems, the company is a pioneer in its field. Good technology, skilled employees and customer oriented policy which integrates buyers' demands, are attributes for its success. TALUM is also one of the largest employers of its region in Slovenia. It is growing organically as a result of quality products and market knowledge. TALUM's plant for making evaporators for refrigerators and freezers has developed high efficient aluminium solar absorbers for thermal plant applications.

SAED (Sophia Antipolis Energie Développement)

Jointly with CEA (Commissariat à l'Energie Atomique), the company developed a thermal connector technology that makes it possible to generate several MW of power for industrial and tertiary applications using the most widely-used and therefore least-cost solar panel sensors. The solar heat produced serves to replace all or a portion of heat produced through fossil fuel combustion.

This technology serves a global market with applications that include industrial processes, absorption air conditioning, public heating, and desalination.

SAED operates two industrial pilot sites at Sophia Antipolis and Cadarache in southern France; the commercial phase of its operations began 1st January 2012; the first commercial site will be operated at the end of 2012 in the Balma-Toulouse eco-district and was awarded the French Mayors Association's Prize for Innovation in 2011.

The goal of the company's founders and management is to make SAED a major international player in the industrial thermal solar energy market.

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