

## CM-CIC Conseil helped the Hourtoulle family with the sale of its private clinics in Angoulême and Saintes to the Vivalto Santé Group

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Founded in 1921 by Dr Victor Hourtoulle and then taken over successively by Robert and Pascal Hourtoulle, SAS Clinique Saint-Joseph operates two private medical-surgical-obstetrics clinics in Angoulême (Saint-Joseph clinic) and Saintes (Richelieu clinic), generating sales of around €18 million.

With over 180 employees – the very large majority of whom are care staff – and 75 practitioners, the company is the leading name in private healthcare in the Poitou-Charentes region of France. With 192 beds and spaces, two surgical wards and 16 operating theatres, the company receives around 20,000 patients per year, more than 65% of whom are on an outpatient basis. Its clinics are known for their excellence in hand surgery, orthopaedic surgery, vascular/thoracic surgery, ophthalmologic surgery and oral surgery.

Founded in 2009 by Daniel Caille and doctors, Vivalto Santé – market leader in western France and No. 4 in France in private hospitalisation – is at the head of a network of 31 healthcare facilities in Brittany, Normandy, the Loire region, the Paris region and the Rhône-Alpes region.

With the acquisition of the Saint-Joseph and Richelieu clinics, Vivalto Santé is continuing with its expansion in France, primarily in the south-west.

CM-CIC Conseil acted as exclusive financial advisor to the shareholders of SAS Clinique Saint-Joseph.

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#### Seller's advisors:

Financial advisor: CM-CIC Conseil (César Darcy, Christophe Kamel)  
Legal advisor: Bessis Avocats (Bernard Bessis)

#### Buyer's advisors:

Legal advisor: Lerins & BCW (Luc Castagnet)  
Financial audit: Deloitte

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#### About CM-CIC Conseil

CM-CIC Conseil is Groupe Crédit Mutuel-CM11's subsidiary specialising in mergers and acquisitions. It consists of a renowned team of professionals based in Paris and Lyon, and helps companies, managers and shareholders with French and cross-border transactions. Its range of services covers all aspects of equity financing, such as corporate buyouts, LBO/OBO/MBO transactions, acquisitions, spin-offs, mergers and fundraising