

THE DEAL EXECUTION GROUP

DOSSIER DE PRESSE



THE DEAL EXECUTION GROUP
SECURING TRANSACTIONS

June
2022

AGENDA

01. About The Deal Execution Group

02. Our Managing director's vision

03. Who are we

04. Market and perspectives

05. Clients' pain points

06. Value proposition

07. The technology

08 Contacts

ABOUT THE DEAL EXECUTION GROUP



Home of the first and only digital Platform designed to secure and facilitate Funds Flows at Closing, the Deal Execution Group will officially be launched on July 1st, 2022.

The Platform was created with the intuition that digitalization of Funds Flows would be a game changer for all the stakeholders involved in transactions, from private equity firms to corporates and deal advisors.

Increasing cyber risks and complexified transactions are a challenge especially as deals are strategic for both private equity funds and corporates, investing in their external growth, or reshaping their portfolios.

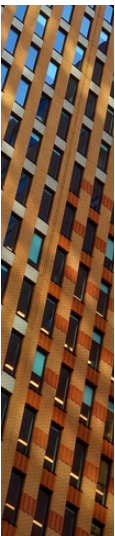
The Deal Execution Group Platform will take transactions to the next level of speed, simplicity, and above all, security. With the Deal Execution Platform, private equity firms, corporates, deal advisors will benefit from a solution that will dramatically improve their abilities to build a Funds Flows in an easy and fraud-proof way.

The Deal Execution Group was founded by Emmanuel de Villeneuve Esclapon, who with about 20 years as a transaction professional at EY faced the challenge of building Funds Flows for scores of transactions, amounting to €75 billion of Sources & Uses value.

Our purpose is to help private equity firms, corporates, advisors make the best use possible of the Deal Execution Platform so we can collectively make the Transaction world a safer place.

WHAT IS THE FUNDS FLOW?

After the Signing of a Deal, lots of work need to be done before the transaction can be completed, at Closing. Part of this work includes the need to build a schedule listing all the cash/bank wires that need to be executed "at Closing" by different parties to ensure that the acquisition vehicle, traditionally called the BidCo can acquire the Shares of the Target Group, refinance the Existing Debt, and pay all the Transaction Costs incurred. On the morning of Closing, when the different parties to the transaction acknowledge that all conditions are satisfied, the Lawyers conclude that "the funds flow may commence," meaning that the cash can effectively start to move from Buyers / New Lenders to the Sellers / Existing Lenders."





We have developed a Single Source of Truth, technology-enabled Platform to enable transaction specialists to build Funds Flows in a secured environment, as smoothly as possible.

We created a safe ecosystem for private equity firms, corporates and advisors.



Emmanuel de Villeneuve Esclapon
Managing Director, The Deal Execution Group

For almost 20 years, Emmanuel has helped his clients address core business decisions by building the financial models, Economics & Advanced Analytics solutions they can rely on to support their decision-making. Passionate about business and innovation, he has worked with management teams and shareholders on their strategic thinking, development and growth issues.

Emmanuel holds a Master of Arts (MA) in International Affairs from the George Washington University and a Bachelor of Sciences in Political Science from Western Carolina University.

WHO WE ARE

Each team member is instrumental to the Deal Execution Group success, they are the ones who built the platform and the ones that made possible all you can see, or do not see - because it relates to Corporate matters that are as critical as they are invisible.



Emmanuel
Managing director



Christophe
CIO



Emeline
Marketing/PR



Louis
Business Advisor, Legal,
Strategy, Fundrasing



Maaïke
Website



Marc
Platform



Oleksander
Platform



Sabrina
Online marketing
& Branding



Sami
Business Advisor
& Finance



Sebastien
Legal & accounting

MARKET AND PERSPECTIVES



56 K

PE transactions
worldwide in 2019

Targeted clients:

- PE teams needing secured and hassle-free Funds Flows
- Big 4 firms working on Funds Flows
- Corporate law firms who represent shareholders and want to manage this part of the closing
- M&A firms managing the Funds Flows for their clients

Market drivers:

- Funds flows are complexified by the increasing volume of managers and shareholders involved in LBO transactions
- Stakeholders, banks and regulators are requesting more reliable and secured funds flow processes
- The platform is the solution to onboard future Open Banking APIs in the transaction world
- Future exits can be smoother thanks to the platform as it can be a basis to centralise deal data and teams

CLIENTS PAIN POINTS

The Funds Flows process is fraught with pain points which require an important amount of time, cost, energy and trust, to be overcome. We are bringing four main solutions to those pain points.



01. Workflows

Aside from the traditional closing checklist, no central workflow management exists to monitor the progress of the creation of the Funds Flows in terms of data request, validation of outputs and transfer to relevant parties.

02. Building of Funds Flows

Today, Funds Flows are very manual, often Excel-based and hard to modify. They also consume time and energy to control and ensure that wires' details are OK, signed-off and/or that cash balances are never negative.

03. Manipulating IBANs/Bank Accounts

The usual process of gathering IBANs/Bank accounts is long, expensive and not fraud-proof.

04. Managing Invoices

The collection of invoices usually comes late in the process. It requires a complex validation workflow and is not fraud-proof.



VALUE PROPOSITION

we make the execution of Funds Flows truly secured, more collaborative and much more efficient

We help transaction professionals implement processes to secure deals

Through:

The gathering of the relevant information from key counterparties, being bank details, invoices, amounts to be traded,

The coming together of these information in a formalized wiring schedule thanks to our Funds Flow builder,

The Validation of each wire/individual transaction by the relevant representative of each counterparty, and,

The communication of the actual Funds Flow with DocuSign signatures to the Funds Flow Bank.



COLLECTING BANK ACCOUNT DETAILS

The Deal Execution Platform allows you to collect bank account details for all the counterparties to the Funds Flow. IBANs are automatically checked for consistency.



COLLECTING ADVISOR INVOICES

The Deal Execution Platform allows you to gather invoices from Advisors, extract the amount to be paid, the currency and the bank account details.



FUNDS FLOW BUILDER

The Deal Execution Platform is the first-ever platform that allows you to seamlessly build your Funds Flow.



VALIDATION WORK FLOW

The Deal Execution Platform is the first-ever tool that will allow you to have each cash transaction personally validated by the relevant counterparties before it is sent to the Funds Flow Bank

OUR TECHNOLOGY

Securing transactions is our mission,
and Technology is the great enabler of this ambition.



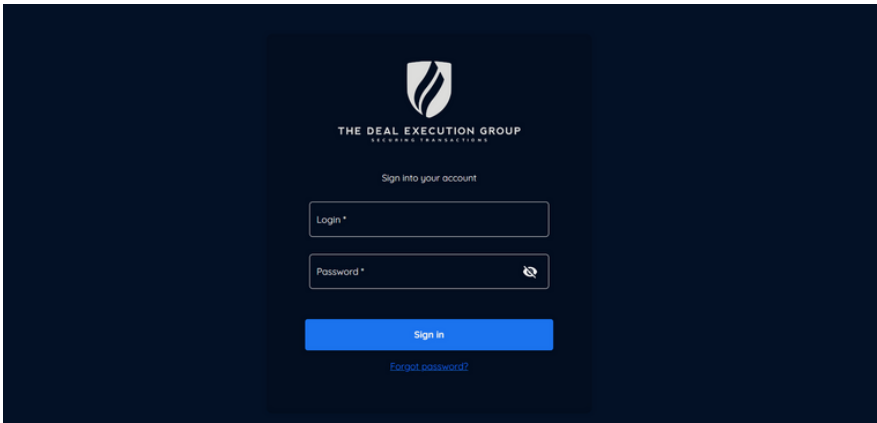
Security is our top priority, together with user-friendliness so as to reduce friction as much as possible through the use of the Deal Execution Platform.

Our application uses top-of-the-art solutions in order to secure transactions.

2-steps authentication: with SMS text and password, in order to make sure the user is the one matching the e-mail and phone number we have in our database

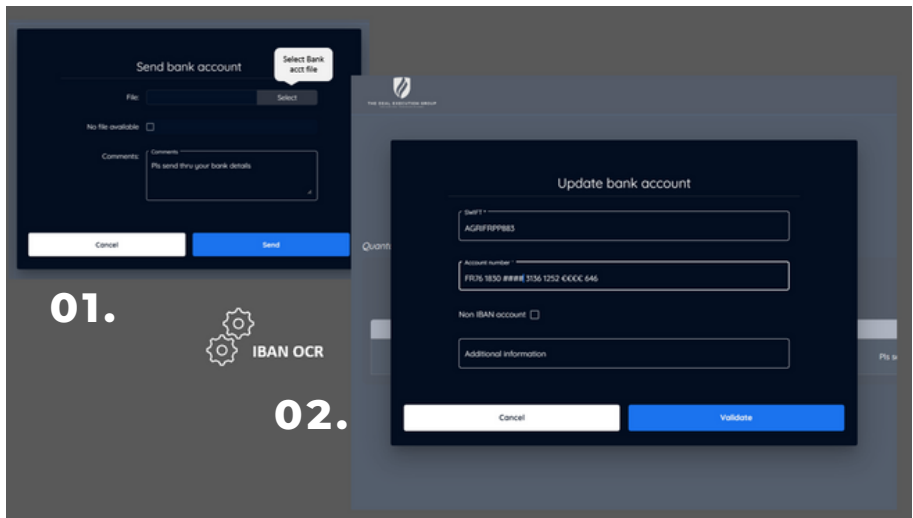
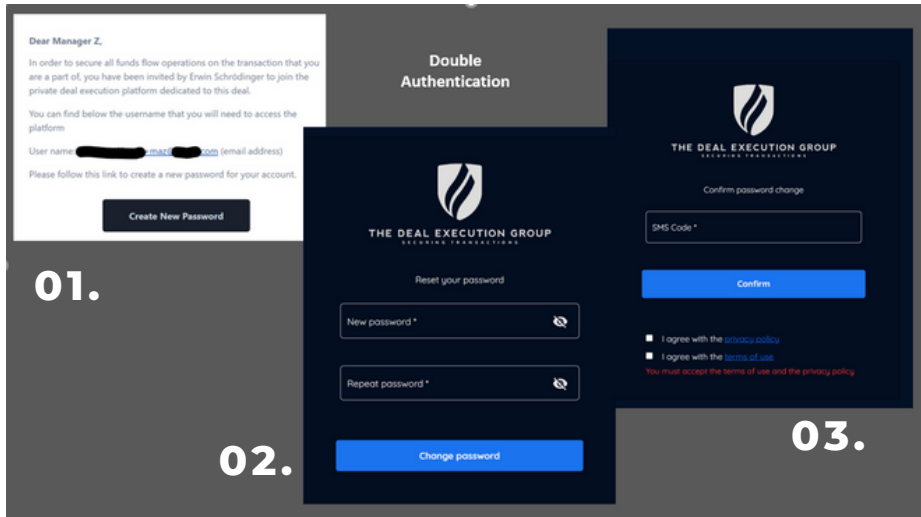
In the future, we will implement ID document checks at on-boarding (OCR or NFC check) to validate that the data on the ID document of the user matches the one we have in our database. We will also implement Biometrics recognition: at on-boarding and at the final validation of transactions we will check that the person using the application is the one matching the person on the ID document. This recognition also checks that the person is real and is currently in front of the camera (to avoid pictures or deep-fake frauds).

Digital signature: the transactions will be validated via a DocuSign process (PDF document digitally signed)



LOGIN page, accessible directly through the web

Onboarding of Users is done through email, a link to create a new, complex, password, and a SMS to operate the double authentication standard



From it's personal workflow, the User / Advisor can be requested to provide an invoice, which can be parsed through an OCR to extract the amount, the currency, and the bank details for the payment

Step	Move	Date	Payer	Account	Payee	Account	Cur.	Amount	Item	SWIFT	Title	Status
11		2022-09-20	Quantum Wave TopCo SAS	EUR Current Account	Quantum Wave BidCo SAS	EUR Capital Account	EUR	18,486,559.89	Equity	false	Funding of Quantum Wave BidCo's Capital Account	EUR Debit
12		2022-09-20	Quantum Wave BidCo SAS	EUR Capital Account	Quantum Wave BidCo SAS	EUR Current Account	EUR	18,486,559.89	Equity	false	Transfer from Capital Account to Current Account	EUR Debit
21		2022-09-20	Quantum Wave BidCo SAS	EUR Current Account	Nuclear Holding SAS	EUR Current Account	EUR	1,664,999.89	Shares of the Target Group	true	Acquisition of shares held by Nuclear Holding	EUR Debit
22		2022-09-20	Quantum Wave BidCo SAS	EUR Current Account	Manager Z	EUR Current Account	EUR	196,618.41	Target Group Shares	true	Acquisition of Shares held by Manager Z	EUR Debit
31		2022-09-20	Quantum Wave BidCo SAS	EUR Current Account	Advisor 1	EUR Current Account	EUR	48,068.69	Advisor services	false	Payment of advisor costs re Project	EUR Debit

The Deal Captain (Erwin S) can use the Funds Flow builder, embedded in the Platform to design and organize transactions

CONTACTS



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To book a demo, for general
enquiries and interviews

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