



Exclusive MasterClass for Montreal Group Members

"How can MSME Development banks foster international build-ups - Insights and good practices"

Hosted by Bpifrance and SOWALFIN
on Wednesday 18th May 2022, at 6pm CET, followed by a VIP Dinner

@Le Comptoir, 24 rue Drouot 75009 Paris, France

In the context of the 6th edition of « Transeo Summit »
the reference international event dedicated to transfers and acquisitions of SMEs”
(hosts: SOWALFIN & Bpifrance)



Dear Montreal Group Members,

In Europe and beyond, there is an untapped growth potential among SMEs who can accelerate their transformation into international leaders through external growth operations. MSME Development banks have an essential role to play to support MSMEs in their international growth plans: from raising awareness about the opportunity to grow by acquisition of foreign companies, but also identifying the needs of SMEs, to providing support and identifying target companies to acquire, but also providing financing solutions.

Montreal Group Board Members Bpifrance and SOWALFIN invite Montreal Group Members who are interested in the topic of **international build-ups of SMEs** to join us for an Exclusive MasterClass where they will share insights and good practices about growth of SMEs by foreign corporate acquisitions. The objective of this Exclusive MasterClass is to learn more about the offering of Montreal Group Members in the field of international build-up and in case several Members are interested to follow up this MasterClass with online sessions, to continue exchanging experiences and good practices to continuously improve our respective models to the benefit of entrepreneurs.

Contact :

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For Montreal Group Members interested in attending the Transeo Summit on 19th and 20th May on the topic of “international build-ups”, please contact Marie Depelssemaker for more details (contact details below).

Looking forward to meeting you in Paris and exchanging experiences and good practices about international build-ups!

Jean-Pierre Di Bartolomeo

*Montreal Group Board Member
CEO, Sowalfin Group
Chairman, Transeo (The
International Community of
Experts in Sales and Acquisitions
of SMEs)
Belgium*



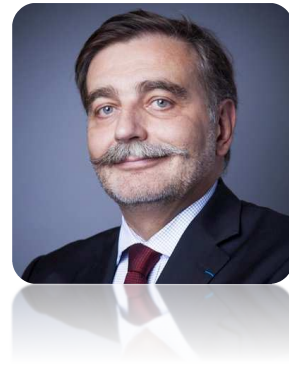
Marie Depelssemaker

*Montreal Group coordinator
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Pascal Lagarde

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DRAFT PROGRAMME

- Introduction

Jean-Pierre Di Bartolomeo

Montreal Group Board Member

CEO, Sowalfin Group

Chairman, Transeo (The International Community of Experts in Sales and Acquisitions of SMEs)

Belgium

- MasterClass : Bpifrance model for international build-ups

Bruno Rogowski

DIRECTEUR OPERATIONS (CONSEIL & ACCELERATEURS)

Bpifrance

France

Bpifrance has developed a wide range of tools and services to foster international build-ups of French SMEs. It provides individualised support to SMEs in relation to the identification of targets, the study of acquisition opportunities, the selection of relevant advisors (due diligence, financial and legal structuring), the search for local investors, and the set-up of post-acquisition integration programmes, whenever required.

- MasterClass : SOWALFIN model for international build-ups

Karl Adams

Member of SOWALFIN Executive Committee

SOWALFIN

Belgium

SOWALFIN will share its strategy, tools and services to support Walloon MSMEs in their international growth: its Growth Accelerator, one-stop-shop for strategic acquisitions, screening of foreign target companies with the Transeo DealClub and financing schemes for internationalisation with Sofinex.

- MasterClass : BDC model for international build-ups

Matt Kellow

Vice President, Growth & Transition Capital Western Canada

BDC

Canada

+ Other MSME Development Banks wishing to share their good practices in the field (tbc)

- Conclusion

Pascal Lagarde

*Directeur Exécutif, Direction de l'International, de la Stratégie,
des Etudes et du Développement,*

BOD Member, The Montreal Group

France

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