

## LeadCrest Capital Partners announces €20 million education sale-leaseback in France



### Sale-leaseback with Sports Etudes Academy, a unique private education group

PARIS, 13<sup>th</sup> February 2023 – LeadCrest Capital Partners (“LeadCrest”), the first European fund 100% dedicated to sale-leaseback and build-to-suit investments, today announced entering an exclusive long-term partnership and the acquisition of a €20 million portfolio of three education campuses in Greater Paris, totalling 9,000 square meters, and triple-net leased to Sports Etudes Academy (trading as Ikigai Education).

#### Highlights

**Sports Etudes Academy, a pioneer in bespoke education services:** Founded in 1995 by Pascal Julian and Thierry Derkx, Sports Etudes Academy is today the premier private education group specialised in sports-studies. The group provides secondary and higher education courses to French and international students whilst focusing on sports such as football, tennis, basketball, golf, horse riding, dance, and sailing. The group offers both B2C and B2B formulas, the latter via over 30 partnerships with clubs, sports institutions, and federations such as the Paris-Saint-Germain, Olympique de Marseille, and Olympique Lyonnais football clubs. Sports Etudes Academy benefits from a network of 20,000 alumni, of which 1,500 high-level professional athletes, and it has recorded stellar academic results, with 100% success rate at the French Baccalaureate (2/3 with honours).

**Best-in-class sponsors:** Sports Etudes Academy is owned by its founders as well as leading midcap private-equity sponsors Alter Equity (since 2016) and 123 Investments Managers (since 2021).

**Diversified portfolio:** The portfolio comprises three assets totalling approximately 9,000 square meters and located in Greater Paris. All assets are tailored to Sports Etudes Academy’s needs, and offer extension potential.



**Long term NNN lease:** The portfolio is let on a long-term triple net lease to Sports Etudes Academy. Rent is indexed annually to French CPI.

**ESG commitments:** Sports Etudes Academy has committed to refurbish and modernise all sites with the aim to meet with the 2040 objectives set by the *Décret Tertiaire* by 2025.

**Pascal Julian, CEO of Sports Etudes Academy**

“We are delighted to welcome LeadCrest as our new landlord. Beyond being a real estate partner, LeadCrest has displayed a deep understanding of our sector and business model, and we look forward to developing this partnership which will enable us to grow and open new campuses in the coming years.”

**Jean-François Bost, Head of Investments France & Benelux at LeadCrest Capital Partners**

“This newly formed partnership with Sports Etudes Academy is another example of our company’s strategy to team up with strong and innovative businesses and offer them a tailored long-term financing solution to fund their growth and energy transition objectives. We are delighted to be working with Pascal Julian and Thierry Derkx, true pioneers in their field, and with their renowned sponsors Alter Equity and 123 Investment Managers. The education sector is a strategic pillar for LeadCrest, and we are honoured to see our expertise recognised by a key player of the segment such as Sports Etudes Academy.”

*LeadCrest Capital Partners was advised by firms Cheuvreux (Victor de Verthamon and Stephen Ryan) and Reed Smith (Carole Steimlé and Benoît Bernard) on the legal and fiscal matters, and by Builders & Partners and Arcadis on the technical aspects of this transaction.*

*Sports Etudes Academy was advised by firms Letulle (Guillaume Limoujoux) and Fieldfisher (David Bensimon) on the legal matters, and by Rothschild & Co (Jennifer Lemarié) on the commercial aspects of this transaction.*

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**About LeadCrest Capital Partners:**

Founded by a team of experts with a global track record, LeadCrest Capital Partners is the first European fund exclusively dedicated to sale-leaseback and build-to-suit investments. With offices in Luxembourg and Paris, LeadCrest assists its corporate partners in meeting their strategic objectives by funding all their real estate needs. LeadCrest invests throughout Europe in all asset classes – ranging from traditional commercial real estate to highly specific operational properties – with a particular focus on the consumer goods, industrials, healthcare and education sectors.

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