



Apivia Macif Mutuelle



BANQUE des  
**TERRITOIRES**  
GROUPE CAISSE DES DÉPÔTS

## PRESS RELEASE

Rennes, 22nd January 2021

**Healthcare stimulus: Apivia Macif Mutuelle and Banque des Territoires join forces to improve healthcare access to as many people as possible by participating in a €15m fund-raising round geared towards expanding Office Santé.**



*As a developer and operator of healthcare facilities, OFFICE SANTE encourages medical professionals to set up in underserved areas by helping to develop new forms of medical practice and promoting the digital revolution underway in the healthcare sector. By end-2020, it had delivered 20 property programmes with another 41 at the operational stage; it is thus a leading partner for local officials, regional authorities and healthcare providers, and is helping to transform France's healthcare system as per the targets set out in the "Ma Santé 2022" Act aimed at transforming the country's healthcare system.*

Under the **stimulus programme being rolled out by the French government**, Apivia Macif Mutuelle, Banque des Territoires and Office Santé have decided to join forces to **actively reduce the number of medical deserts in France's rural areas**, medium-sized towns and large metropolises. The three partners have signed a **dual agreement** to shore up Office Santé's development plans:

- **Apivia Macif Mutuelle** is acquiring a stake in Office Santé, and
- a property company "Office Santé Territoires" (49%-owned by **Banque des Territoires**) is being created to host property assets developed for multi-disciplinary healthcare professionals.

An initial fund-raising round amounting to €2m went ahead in 2018, primarily thanks to funds from GROUPE TRECOTAT, MBA MUTUELLE and GROUPAMA, and allowing the Breton company to expand its operations in Brittany, the Paris region and Rhône-Alpes. Office Santé's business is taking off, so another round of fund-raising is going ahead in 2021. These core shareholders are also participating in this second round, testament to their interest in helping the business grow and their faith in the managerial team which is still led by founder-shareholder Stéphane GUIVARC'H.

APIVIA MACIF MUTUELLE, a new core shareholder alongside the managerial team, has enlisted the support of SWEN Capital Partners, an asset management company with a mutualist background and a leading European advocate of responsible private equity investment with €5.8bn of assets under management\*; it is thus upholding and promoting OFFICE SANTE's strategic resolve to **improve healthcare access for all whether at the local or regional level**. Moreover, APIVIA MACIF MUTUELLE is embracing MACIF's sense of purpose and values with an **innovative form of financing** by issuing its first social and environmental impact bond for OFFICE SANTE, the aim being to structure and support the group's impact strategy. This strategy consists of:

- ambitious targets to reduce the number of medical deserts nationwide;
- inclusive initiatives enabling associations operating in the medico-social sector to join the healthcare hubs being developed by OFFICE SANTE;
- ecological innovation embedded in the construction processes and energy efficiencies of the solutions used in the healthcare facilities and centres developed by OFFICE SANTE.

This deep-seated **CSR policy** will be central to the new property company, OFFICE SANTE TERRITOIRES, which is being created together with Banque des Territoires and is already positioned to **acquire a portfolio worth a total of €26m** and spanning the whole of France (Brittany, Pays de la Loire, Provence-Alpes-Côte d'Azur, Paris region, Auvergne Rhône Alpes). The **first three assets are expected to be acquired in January 2021**:

- the emblematic Hôtel Dieu maternity hospital in Rennes (35) which is to be reconverted into a 1,000 m<sup>2</sup> healthcare facility,
- the 2,000 m<sup>2</sup> healthcare hub in Brest-Gouesnou (29) which includes a KERSANTE healthcare centre and a dedicated SPORTS-FITNESS centre, as well as a healthcare facility in Cholet (49) as part of the ACV (*“Action cœur de ville”*) programme to improve quality of life and promote development in city centres,
- the KERSANTE healthcare centre located at the heart of the QPV (social cohesion district) of Bois du Château in Lorient (56).

These assets will be run by OFFICE SANTE SERVICES which will be responsible for facility management.

This operation is part of the Caisse des Dépôts stimulus programme being implemented by Banque des Territoires, whose strategic objectives include reducing the number of medical deserts in France.

Stéphane Guivarc’h, President of Office Santé:

*“Improving access to healthcare nationwide has been part of Office Santé’s DNA since it was created. The base of core shareholders is being transformed with the addition of Apivia Macif Mutuelle and Banque des Territoires, and I thank them for expressing their confidence in us. This step will enable our team to expand our activities nationwide more rapidly on the back of an ongoing CSR policy”.*

Edwige Langronier, President of Apivia Macif Mutuelle, and Jean-Marc Simon, Managing Director of Apivia Macif Mutuelle:

*“We and Office Santé share the same outlook on the future development of France’s health system, and the solutions it offers conform to our mutualist values. Office Santé’s value proposition is consistent and fully aligned with our goal to promote equal access to healthcare for all and to reduce the social and regional inequalities in healthcare provision”.*

Patrice Bodier, Regional Director of Banque des Territoires:

*“Access to healthcare is among the priorities of the business plan and stimulus programme in action here at Banque des Territoires. As an intermediate entity, this value-creating property company will enable us to support modestly-sized projects in areas where there is a need for development, primarily in QPV and ACV neighbourhoods and in rural areas. We are thus working to create more attractive, inclusive and connected regions”.*

\* Calculated as the amount of cumulative commitments

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## About Office Santé

OFFICE SANTE was created in 2011 and strives to eliminate medical deserts in rural areas, medium and large towns, and metropolitan areas. By end-2020, it had delivered 20 property programmes with another 41 at the operational stage; it is thus a leading partner for local officials, regional authorities and healthcare providers.

OFFICE SANTE’s activities include designing, building, managing and investing in healthcare facilities, centres and hubs.

OFFICE SANTE is involved in transforming France’s healthcare system in accordance with the targets set out in the *“Ma Santé 2022”* Act. As a property developer and operator of healthcare facilities, OFFICE SANTE encourages medical professionals to set up in underserved areas by helping to develop new forms of medical practice and thus promoting the digital revolution underway in the healthcare sector.

[officesante.com](https://officesante.com) |

### About Apivia Macif Mutuelle

Apivia Macif Mutuelle is a mutual health and personal protection insurance provider and part of the Aéma Group; it offers its members and Macif's mutual shareholders health and personal protection insurance policies catering to individuals, professionals and businesses. It assists its 1.5 million health insurance and personal protection members at each stage of their lives by offering comprehensive insurance solutions and innovative services tailored to their needs.

[macif.fr](http://macif.fr) / [apivia.fr](http://apivia.fr)

### About SWEN

SWEN Capital Partners is a benchmark player in the field of sustainable private equity investment in Europe; it has over €5.8bn\* of assets under management through multi-strategy and direct strategy approaches based on its investment convictions in several asset classes - private equity, mezzanine debt, infrastructure - and embedded in the services it offers. The investment firm is owned by the OFI Group, ARKEA and its employees; it has always placed ESG and Climate issues at the very heart of its approach to investment and offers its clients a range of innovative and sustainable investment solutions. SWEN Capital Partners provides support for entrepreneurs and its partners as they work to improve their impact and create sustainable value in a combined effort to achieve a low-carbon economy.

[www.swen-cp.fr](http://www.swen-cp.fr)

\* Calculated as the amount of cumulative commitments

### About Banque des Territoires

Banque des Territoires was set up in 2018 and is one of Caisse des Dépôts' five business lines. The entity brings together the full range of internal expertise geared towards regional development. It is a one-stop gateway for its clients, offering bespoke advisory and loan / investment financing solutions catering to the needs of local authorities, social housing associations, local state-owned companies and the legal profession. It operates at all levels, from the smallest rural area to the largest metropolis, and always with the aim of narrowing social inequalities and regional divides. Banque des Territoires works through Caisse des Dépôts' 16 regional departments and 35 local offices, thereby increasing its visibility and enabling it to work more closely with its clients.

***Creating more attractive, inclusive, sustainable and connected regions.***

[www.banquedesterritoires.fr](http://www.banquedesterritoires.fr) |  [@BanqueDesTerr](https://twitter.com/BanqueDesTerr)

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