

Curriculum Vitae

Gautier Richart

Date of Birth: 15th of February 1977, Lyon, France

Nationality: French

Personal Profile

My experience enabled me to develop key professional skills such as accuracy, thoroughness and efficiency in a highly competitive environment. In addition, I have natural qualities of curiosity, openness and self-confidence, which combined with my team-player spirit and strong dedication to corporate objectives could contribute to enhance the values of your firm.

Professional Experience

RICHART Chocolates, France, 2007-today (9 years)

France

President of the company. Responsible for all aspects of the business with 50 permanent employees.

- Opened 5 RICHART boutiques in France.
- Diversified the company into macarons and desserts.
- Built €1.4mm current b2b business.
- Restructured foreign businesses (United States, Japan).

RICHART Chocolates, United States, 2003-2006 (3 years)

United States

President of U.S. arm of the family business. Responsible for all aspects of \$1.5mm business with 10 permanent employees.

- Conducted domestic direct mail and telemarketing campaigns targeting both consumers and corporations.
- Performed all online marketing campaigns for WWW.RICHART-CHOCOLATES.COM
- Established brand in the United States.

JPMorgan, London/Paris, 2000-2003 (3 years)

United Kingdom

Analyst in the London Diversified Industrial team and the French Mergers and Acquisitions team.

- Advised Staples, Inc on its €825mm cross-border acquisition of Guilbert's mail order business.
 - Prepared board presentation to Staples and documents for the JPMorgan valuation committee.
 - Performed due-diligence of the target and delivered business and financial insight to the client.
- Advised Cargill, Inc on its €1.4bn cross-border cash takeover of Cerestar through the acquisition of Montedison's controlling stake followed by a mandatory public offer and a squeeze-out of public minorities.
 - Performed all the valuation/modeling in the context of the transaction.
 - Coordinated the day to day execution, managed and organized the process with the client, the lawyers, JPMorgan's cash equities, auditors, independent experts as well as the French stock market authorities (COB, CME, Euronext), under the supervision of my team leader.
 - Drafted the valuation section of the offer documents for both public offers.
- Advised Asahi Glass on its \$425mm cash public offer for Glaverbel.
 - Performed extensive valuation analysis based on the management business plan involving multiple scenario analysis.
 - Performed a detailed analysis on the acquirers credit worthiness and potential EPS impact.
- Performed financial analyses including DCF, Trading Comparable, Precedent, Accretion/Dilution, Value Creation, Credit and Pro Forma analysis for various buy- and sell-side transactions.

Ubi Soft Entertainment, San Francisco, 1999 (5 months)

United States

- Prepared the five-year business plan of the U.S. subsidiary (\$80mm of revenues in 1999) of French based Ubi Soft Entertainment in coordination with the senior management team.
- Represented the company and produced a study of the underlying trends at the 'Tokyo Game Show' 1999 in Japan.

Education

Ecole Supérieure de Commerce de Reims, 1997-1999

France

- Three year program, specialization in finance.

Accounting diploma ("Comptabilité et Gestion"), Lyon, 1995-1997

France

- Studied general accounting, analytical accounting and financial mathematics.

French high school diploma ("Baccalauréat S"), Lyon, 1995

France

- Major in mathematics.

Languages

Computer Literacy

Interests

French: native

English: fluent

German: basic knowledge

Excel, PowerPoint, Word, Bloomberg, Datastream, Reuters, Lotus Notes, and a variety of database and web-based programs.

Mountaineering (climbed Mont-Blanc (France), Mount Fuji (Japan), Mount Kilimanjaro (Tanzania) and various other summits in the Alps).