



PRESS RELEASE

Otium announces the sale of fragrance brand Dossier to American Pacific Group, delivering >50x return

- **Dossier, founded by CEO Sergio Tache and Otium, partners with APG following Otium's sale of its majority stake**
- **The deal generated a >50x return on Otium's investment, underscoring the value created since launch**
- **Otium and Sergio Tache are reinvesting alongside American Pacific Group to support the company's next phase of growth**

Paris / New York – April 2, 2026 - **Otium, a Paris, France-based evergreen investment firm, announced today the sale of its majority stake in Dossier, a U.S.-based leading creator of high-quality French-made fragrances focused on making premium scent experiences accessible to all consumers, to an affiliate of American Pacific Group, a San Francisco Bay Area-based private equity firm.**

Dossier, headquartered in New York, NY, has emerged as a fragrance category-disrupter, focused on building the next-generation modern fragrance house. Originally incubated by Otium Studio, the venture-building arm of Otium, and launched in 2019, Dossier has built a loyal global customer base by offering high-quality, cruelty-free, and a portfolio of affordably priced and unique fragrances. With a commitment to transparency, sustainability, and exceptional product quality, Dossier has become a trusted brand for consumers seeking elevated fragrance experiences without traditional luxury markups. To date, Dossier has built a differentiated portfolio of 150+ fragrances available across digital and brick & mortar retail channels.

Sergio Tache will continue to lead Dossier as Founder and CEO. Convinced by Dossier's future growth potential in a particularly dynamic fragrance market, Otium is reinvesting a significant portion of the proceeds alongside APG and will retain a seat on the company's board of directors to support the next phase of growth.

Sergio Tache, Founder and CEO of Dossier said, "From day one, our mission has been to democratize fragrance by delivering premium-quality scents at accessible prices. We're incredibly proud of the products and community we've built and the values that guide our brand. Partnering with APG marks an exciting milestone for us. Their operational expertise and deep experience scaling consumer brands will be instrumental as we expand our product portfolio, strengthen our supply chain, and amplify the Dossier brand and distribution footprint to reach even more customers around the world."



A landmark exit for Otium

The deal highlights the strength of Otium's evergreen model. Free from traditional fund life constraints, Otium has been able to support Dossier over time and choose the liquidity window and strategic partner best suited to the company's next phase of development.

Aurelie Pasquet Bessiere, Partner at Otium, added, "This transaction marks a major exit for Otium, generating a >50x return on our investment. Together with Sergio and the Dossier team, it reflects our ability to identify and execute on high-potential opportunities, and build category-redefining companies over time. We are excited for this next chapter and to continue supporting Dossier alongside APG as the company enters its next phase of growth."

Solomon Partners served as exclusive financial advisor and Willkie Farr & Gallagher LLP served as legal counsel to Dossier.

A validation of Otium's venture studio strategy

This transaction underscores the strength of one of Otium's core strategies: building and funding its own startups from the ground up, partnering with exceptional entrepreneurs handpicked for their ambition and execution capabilities.

Since its inception, Otium Studio, Otium's venture-building arm, has launched more than 15 startups and funded them with over \$50 million.

By combining idea generation, immediate access to long-term capital and hands-on operational expertise, Otium Studio enables faster execution and more capital-efficient growth, with Dossier standing as one of the most compelling examples of this model in action.

Anselme Coulomb & Quentin Vanbever, Co-Heads of Otium Studio -*"Dossier illustrates the kind of companies we are able to build alongside entrepreneurs: ambitious, operationally sound, with the potential to become market leaders. Our role is to work hand in hand with founders from day one, turning our ideas into long-lasting profitable businesses."*

About Dossier

Launched in 2019, Dossier is a modern fragrance brand committed to making premium, ethically crafted scents accessible to everyone. Dossier fragrances offer customers a transparent and affordable alternative to traditional luxury perfumes. For more information, please visit www.dossier.co.

About Otium

Otium is an evergreen investment platform with over €1.8 billion of assets. Otium, an active shareholder, invests at all stages of company development, taking minority or majority stakes, across a selected range of sectors, such as consumer, technology, hospitality and leisure. True to its



entrepreneurial DNA, Otium also creates and launches startups through its integrated venture-building arm, Otium Studio. For more information, please visit: www.otiumcapital.com/en.

About Otium Studio

Otium Studio is Otium's integrated venture-building arm. Its unique model combines significant upfront funding, long-term support, an experienced operational team, and a strong international network—all dedicated to founders selected for their ambition and execution capabilities. Since its launch, Otium Studio has incubated and launched more than 15 companies. Build the next category-defining startup with us: <https://www.otiumcapital.com/en/expertise/otium-studio/>.

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