



Press Release

May 11, 2011,

# Astorg Partners acquires the French group Saverglass, world leader in the production of bottles, carafes and glass containers for the premium spirit, fine wine and perfume markets.

On May 4<sup>th</sup>, 2011, Astorg completed its acquisition of the entire capital of the French group Saverglass from Nixen Partners, Credit Agricole Private Equity, Euromezzanine and the Desjonquères family. The management team and employees of Saverglass will participate up to 12% in the LBO.

The transaction is based on an enterprise value of 335 million euros. The acquisition is subject to the approval of competent regulatory authorities in merger & acquisition monitoring control.

Saverglass produces glass bottles for the high-end premium spirit (vodka, whiskey, cognac ...), fine wine and perfume markets. The Group packages such prestigious products as Grey Goose vodka, Roederer Cristal champagne, Hennessy cognacs, Chivas whiskeys and the Cru La Romanee Conti.

Based in Feuquières (Picardy), Saverglass is the world's market leader of super premium and premium bottles, with a total market share of over 50%. It has three glassmaking production sites: Feuquières, Le Havre and Arques and two decoration sites: Coulommiers and Feuquières.

Directed by Loïc Quentin de Gromard since 1985, the Group has specialized in luxury models and small series over the last 25 years and has since developed a high value-added in-house offer in bottle decoration. Saverglass distinguishes itself by its ability to develop innovative products regularly as well as being at the forefront of glass decoration. Its R & D department has no fewer than 25 people employed full time who are supported by employees from the production department who are occasionally involved in the product innovation process.

Saverglass, which employs nearly 2,200 people, is expected to generate a turnover of 330 million euros in 2011, 45% of which will come from exports. EBITDA is forecast at 73 million euros.

Loïc Quentin de Gromard, President of the Saverglass Group, said: "We are very satisfied with the outcome of the acquisition process. It falls to Astorg Partners, funds from which we find a genuine desire to understand our business model with the ability to engage in complex industrial issues alongside us. The crisis is now behind us. We are facing very strong and sustained demand that now requires us to examine, without delay, the means we need to implement in order to meet the new and more demanding expectations of our customers."

Joel Lacourte, founding partner of Astorg Partners, added: "We decided to invest in Saverglass because the company comprises the characteristics we favor in the Astorg investment strategy: an aggressive development policy being carried out successfully, that has made the company the world leader in its market within two decades, innovative BtoB products, unparalleled expertise and an outstanding management team with a true vision. Our goal now is to accompany the Group in pursuit of its strategic priorities that are internal growth and innovation, leading to, in the short-term, funding for a new production capacity."





## About Saverglass(www.saverglass.com)

Saverglass is the world leader in the design, manufacture and distribution of high quality bottles, carafes and glass bottle containers for the spirits, fine wine and perfume sectors. The group produces 300,000 tonnes of glass and is expected to generate a turnover of 330 million euros in 2011, 45% of which will come from exports. It has 2,200 employees and has 3 major manufacturing facilities in Feuquières, Le Havre and Arques.

## About Astorg Partners (www.astorg-partners.com)

Astorg is an independent private equity fund management company, specializing in French midmarket buyouts with total funds of over €2 billion under management. Astorg seeks to partner with successful and entrepreneurial management teams, to acquire businesses - very often family-owned - with attractive growth prospects, which Astorg will support through the provision of experienced governance and adequate capital. Astorg enjoys a distinct entrepreneurial culture, a lean and local decision-making body enhancing its reactivity, and has a true commitment to its partnering management teams.

Although a multi-sector investor, Astorg has developed solid industry expertise in professional services (SCT, Trescal, RLD, CIS, Geoservices, Staci, Webhelp, Gras Savoye), healthcare (Sebia, Cerba, Ethypharm) and industry (Photonis, Mecatherm).

# **Contacts**

#### Saverglass

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## List of parties involved and advisors in the Saverglass transaction

## **Astorg**

Astorg Partners: Joël Lacourte, Thibault Surer, Stéphane Epin, Sophie Pochard

## **Advisors to Astorg**

M & A: Leonardo (Patrick Maurel, Jean-Baptiste Marchand) Corporate Legal Counsel: Paul Hastings (Alexis Terray, Olivier Deren, Arnaud Levasseur) Tax: Paul Hastings (Alexis Terray, Olivier Deren, Arnaud Levasseur) Funding: Darrois Villey (Martin Lebeuf)

#### Audits

Strategy: Bain & Co. (Jerome Brunet, Grégory Garnier)

Financial: Accuracy (Stéphane Perrotto, Xavier Gallais, Jean-Romain Gotteland) Legal, fiscal and social: Paul Hastings (Alexis Terray, Olivier Deren, Arnaud Levasseur)

Environment: ERM (Julien Famy)

Insurance: Gras Savoye (Elisabeth Rossoux)

### **Advisors to the Sellers**

M & A: Rothschild (Laurent Baril, Vincent Berry)

Legal: SJ Berwin (Jerome Jouhanneaud, Isabelle Meyrier)

VDD Financial: 8 Advisory (Stéphane Vanbergue Thomas Claverie Gennat Mouline, Marc Wormser)

VDD Commercial: Roland Berger (Olivier de Panafieu, Francis Téffène)

## **Advisors to the Management**

Callisto (Eric Delorme, Paul Lorenzoni)

Legal: Eric Delattre