



SOCIETEX CF supports the company PIM, a specialist in sound insulation, in its transmission to a manager-buyer

Construction – Infrastructure Elements

Kevin LAPILLONNE
Manager-Buyer

Acquired 100% of the capital of

PIM



Seller's advice

About PIM

- Founded by Philippe GIBON and Vasilije VAJOVIC in 1999, the PIM company specializes in sound insulation work for cinemas, theaters and other cultural centers.
- PIM carries out high-tech projects with strong constraints (height). The acoustic solutions presented to customers are based on 20 years of experience in this niche field.
- PIM is recognized by its customers for its reliability, its respect for deadlines and technical constraints. The company draws the recurrence of its activity from its long-standing relationships with major operators of French cinemas and with a major in the construction industry on major tertiary sites.
- PIM has a small structure with 9 permanent employees and uses subcontractors for the construction of the sites.
- The Company has enjoyed the trust of its customers for many years, which has enabled it to weather the Covid crisis satisfactorily and to now post good development prospects.

About Kevin LAPILLONNE

- Graduated from EDHEC in 2004, Kevin LAPILLONNE has held positions in management control and financial management of hotel groups (Monte-Carlo SBM, Baumanière) for more than 13 years, notably in the management of openings & restructurings and the management of activities. Then he becomes Supply Chain Director of a distribution company for goods and equipment for asbestos removal sites before embarking on a business takeover.
- For this operation, Kevin LAPILLONNE is working with the main executives of the company and will be able to count on the support of cedants.

Societex Approach

Societex was commissioned exclusively by the shareholders of PIM to assist them in identifying buyers, negotiating and setting up the transaction

Societex Team



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Stakeholders

Seller :

- PIM (Philippe GIBON, Vasilije VAJOVIC)

Buyer:

- Kevin LAPILLONNE

Seller's Advice:

- M&A : SOCIETEX CORPORATE FINANCE (Bernard MAUSSION, Pierre JOLYS, Clément MATELOT)
- Legal : ALTITUDE AVOCATS (Guillaume MEZACHE, Jeanne FATTAL), KHIASMA AVOCATS (Merabi MURGULIA)

Buyer's Advice :

- M&A : EURALLIA FINANCE (Fabienne HANRAS)
- Legal : AKHEOS (Alexandra BEHAR)
- Financial Due Diligence : CROWE FICOREC (Jean-Claude CAPUONO)