

Press release – July 2024



FEMIA INDUSTRIE, the French specialist in machines and process lines for fruit and vegetable processing, is taken over by Vincent BERNARD and FINORPA

Industrie
Lignes de process fruits & légumes

Vincent BERNARD



ont acquis 100% du capital de



CONSEIL DES CEDANTS

- Founded in 1962, FEMIA INDUSTRIE specialises in the design, manufacture and maintenance of equipment and production lines for the industrial processing of fruit and vegetables. FEMIA is Europe's leading manufacturer of lines for sweetcorn, peas and green beans.
- For over 60 years, FEMIA has been supplying the canning, freezing and fresh food industries throughout the world.
- With a 7-strong projects and engineering department (20% of total staff), FEMIA offers tailor-made solutions and supports its customers in optimising their process lines.
- FEMIA is a major player in the industrial processing of vegetables in France and abroad, with around 50% of its sales generated outside France.
- The company, which employs around thirty people, had sales of over €10m by 30/09/2023 and an EBITDA margin in double figures.

- Vincent BERNARD, buyer-manager, has a long career in large companies, both in France and abroad, during which he created and managed different types of structures in complex and competitive industrial environments. His managerial experience and international background will ensure the long-term future of the business while continuing FEMIA's growth.
- Vincent BERNARD is supported by FINORPA as a minority shareholder, and has completed its financing with a banking pool led by Société Générale, BRED, Crédit Agricole Nord de France and BPI France
- Olivier TISSIER, Chairman and majority shareholder of FEMIA, is re-engaging with Vincent BERNARD in this takeover, and will support him for a period of 18 months.

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Our advisory mission

- SOCIETEX CF was commissioned exclusively by FEMIA INDUSTRIE's shareholders to find strategic partners willing to support the company's next phase of development. A competitive process has been put in place, which has attracted the interest of a number of candidates (industrialists and individual buyers).

Client testimonial

"SOCIETEX CF has proven expertise in supporting business transfers, guaranteeing a transaction within 12 months thanks to their experience and network of contacts. They are very familiar with the industrial sector and know how to identify and qualify potential buyers. After 6 months, I selected the best offer out of 6 letters of intent, which ensures the best future for FEMIA Industrie. Their help was crucial, especially during the 4-month audit. SOCIETEX CF also excelled during the final negotiation phase, respecting the conditions laid down. I appreciated their availability, competence, responsiveness and friendliness. The first 3 months of support for the buyer went well, confirming that we had made the right choice for the development of FEMIA Industrie".

Olivier TISSIER – FEMIA CEO

SOCIETEX CF Team



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Intervenants

Sellers

- **THOT** (Olivier TISSIER), **Groupe LABBE** (Marie JULIEN), **Paris XV** (Jean-Jacques VAURY)
- **Advisors** :
 - M&A advisor : Societex (Thomas BEURAIN, Clément MATELOT, Babacar NDAW-BASTIEN)
 - Corporate lawyer : Valther (Bruno FIACRE, Bastien CHARRA)

Buyers

- **Buyout Manager** : Vincent BERNARD
- **Financial investor** : FINORPA (Jean-Louis GUERIN, Olivier NUNS, Anne-Bénédicte CAMBIER)
- **Debt** : Société Générale (Olivier MOUROT, Aurelia HUS, Christian LEROY), BRED (Mikael SANCHEZ), Crédit Agricole Nord de France (Maverick TOSELLO), BPI France (William GALLET)
- **Advisors** :
 - M&A advisor : Valiente (Bernard FREMONT, Philippe HERMANT)
 - Corporate lawyer : Rive Droit (Nicolas MAUBERT), Vivien & Associés (Laetitia AMZALLAG)
 - Financial advisor : Poulin Retout & Associés (Arnaud KOUMBA, Philippe MANCEL, Alexandre TOUITOU)