



SOCIETEX CORPORATE FINANCE advises PFS in its disposal to MLD



July 2017: Disposal of PFS to the MLD group

PFS is specializing in the designing, manufacturing and setup of turnkey systems to store, distribute and regulate fluids and specific fluids (industrial gases but also pure, ultrapure and liquid ones). The company is operating for the nuclear industry and for research laboratories in particular.

The company is currently employing about 30 people divided into two sites: one in Cambrai and one in Villiers-le-Bâcle in the Paris area. It is generating a turnover of about 5m€ and has experienced a rapid growth between 2016 and 2017.

To reach critical size and to face an accelerated growth of its activity, Michel Poitrenaud decided to associate with the MLD group implemented in the Lille area.

Michel Poitrenaud stated: "We are thrilled to partner with MLD to expand our services and to pursue sustainable growth."

He will keep his position as the Managing Director of PFS.

MLD is a group specialized in the motorization systems for industrial valves and is already owning Sarasin Actor, MD Industrie et MGO. Directed by Michel Legras, the group is employing about 30 people and is mostly doing export business with the petrochemical industry.

Michel Legras also stated: « I am excited by this partnership. It will allow us to offer our client a complete range of industrial services with fully complementary teams and an extended geographical coverage."

The newly-established group generates a turnover of about 10m€ with more than 60 employees.

PARTICIPANTS

Seller: PFS (Michel POITRENAUD)

Seller advisors: Corporate - SOCIETEX CF (Pascal RIVIERE, Jérémy AZZARITA); Legal - DIKAIOS Avocats (Marielle POISSON, Pierre-Antoine GRANGE)

Buyer: Groupe MLD (Michel LEGRAS)

Buyer legal advisors: HEPTA CONSEIL (Jean-Louis SUDARA)



About SOCIETEX CORPORATE FINANCE

Created in 1952, Societex CF is specialized in Corporate Finance advisory and delivers tailored services for family-owned SMEs of the Small and Mid-market, as well as non-core divestments of larger groups. Its multidisciplinary team of 5 partners and some 12 professionals enables Societex CF to fulfil most of the sectorial issues of its clients.

Its areas of intervention, in France or abroad, primarily cover:

- The M&A advisory, as well as the financial engineering that goes along,
- The Financing of acquisitions through equity and debt,
- The international support,
- The business valuation (equity, social shares, material goods, brand, patents, ...) in the context of a sale, a negotiation, an independent expertise, ...

The values of most of the advised operations are ranging between EUR 5 and 50 million. Societex CF advised nearly 200 transactions during the last 10 years, and also completed around 100 corporate and brand valuations throughout its SVA entity.

SOCIETEX is the co-founder of the IMAP network in Europe and the exclusive representative in France. IMAP closed over 2,100 transactions valued at \$90bn in the last 10 years and is consistently ranked among the Top 10 M&A advisors for mid-market transactions.

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