Press release – October 2024

Les Pressoirs Coquard, a century-old brand that has become a veritable Champagne institution, is forging closer ties with its Italian colleague Omnia Technologies

Industry
Grape presses – Wine growing

Omnia Technologies Enabling Evolution

participation of

Investindustrial

acquired 100% of the capital of

LES PRESSOIRS COQUARD PRESSES

societex CORPORATE FINANCE

SELLERS ADVISOR

- Pressoirs Coquard is a company founded in 1924 in Reims, specialising in the design, manufacture and maintenance of state-of-the-art hydraulic presses.
- Pressoirs Coquard has been an institution in Champagne and an iconic brand for over 100 years. The company's portfolio of customers includes some of the world's most prestigious champagne houses (Laurent Perrier, Louis Roederer, Bolinger, Veuve Clicquot, etc.), reinforcing its international reputation.
- The only press in the world adapted to the new climatic constraints, the Coquard automatic press with inclined plate (PAI) is an essential and unique reference in the wine-producing world. The company has distinguished itself by the quality of its presses and its ongoing commitment to innovation.
- The Company, whose sales have been growing steadily since 2021, should achieve sales of around €8m by 30/09/2024, and also has excellent visibility for the 2025 financial year.
- Pressoirs Coquard relies on a loyal and qualified team of 25 people.

- Omnia Technologies is recognised as a global player in the design and manufacture of automation, bottling, packaging and integrated production line technologies for the beverage and pharmaceutical industries.
- Created through the merger of Della Toffola, TMCI Padovan and Bertolaso, Omnia Technologies has a team of over 2,400 employees, 36 production sites, 24 sales offices worldwide and consolidated sales of over €700m. Omnia Technologies is controlled by Investindustrial, a leading European investment company.
- With this acquisition, Omnia Technologies acquires its first manufacturing plant outside Italy. This is an important step in the expansion of its presence in the French market, particularly in the champagne industry.

Industrie – Pressoirs à raisin - Viticulture

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Our consultancy mission

- Societex CF was commissioned exclusively by the shareholders of Pressoirs Coquard to find a new shareholder to support the company's next phase of development. A competitive process was put in place, attracting interest from a number of candidates (industrialists and individual buyers). Omnia Technologies quickly won the bid.

Client testimonial

'The whole SOCIETEX team provided perfect support from the beginning to the end of the operation, very professional but also friendly, to ensure that the sale of our company was carried out under the best possible conditions and negotiated at the best sale price, all in less than six months, which exceeded all our expectations. There's only one word to sum up the work accomplished by the entire SOCIETEX team: Congratulations!

Jean-Pierre MASSET – CEO of Pressoirs Coquard

SOCIETEX CF team

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Stakeholders

Sellers

- **Pressoirs Coquard** (Jean-Pierre MASSET, salariés et anciens salariés, Palmer & Co)
- **Advisors** :
  - M&A Advisor : Societex CF (Thomas BEAURAIN, Clément MATELOT, Amaury PERDRIAU, Romain ALLAIN)
  - Corporate lawyer : Nomodos Avocats (Philippe PIERRE, Agathe-Cécile PIERRE, Marie-Claire CHARBEAUX)

Buyer

- **Buyer :** Omnia Technologies (Andrea STOLFA), Invest Industrial (Claudio LA ROSA, Merwan BEZZOUR)
- **Advisors :**
  - Corporate lawyer : PwC Avocats (Eric HICKEL, Hélène STRUVE, Aurélie CLUZEL-D'ANDLAU, Crescence LEBEC)
  - Financial advisor : PwC (Louis TERRIER, Philippe SERZEC, Quentin ALLIOT)

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SOCIETEX is an investment corporate finance company founded in 1952. As a member of Adviso Groupe, SOCIETEX CF specialises in advising on company mergers and acquisitions, fund raising, valuation and financial engineering in France and abroad