

## **PRESS RELEASE**

**In order to strengthen SGCC's global leadership, its management team, backed by AtriA Capital Partenaires, acquires the Group through a LMBO transaction.**

Paris, 9 February 2005

The SGCC Group is pleased to announce its acquisition through a leveraged management buy-out conducted by its management team led by Luc Boulant, and backed by AtriA Capital Partenaires.

### **The SGCC Group**

Founded in 1976 by Saint Gobain, the SGCC Group designs and markets a full range of inspection systems for the glass container industry. Major clients for these systems are glass container producers that are usually part of large industrial glass conglomerates such as Saint Gobain, Rexam and BSN Glasspack.

With a turnover of around €32 million and 71 staff, the SGCC Group is a global co-leader in its market, with a market share above 50% on some of its market segments.

Headquartered near Paris, the SGCC Group enjoys a global coverage via an extended network of subsidiaries and agents located throughout the world. Hence 85% of its annual revenues are generated outside France.

### **Management Team**

Luc Boulant, recently appointed President, possesses a solid knowledge of the SGCC Group gained with 18 years in the Group, first as a commercial engineer (as he joined the Group in 1987), then as a Managing Director from 1997 onwards.

The management team that he built in the past years has significantly invested in the LMBO transaction.

### **The Leveraged Management Buy-out**

The acquisition of the SGCC Group from its previous shareholder, the industrial holding company Qualis, has been led by AtriA Capital Partenaires, which structured the deal and arranged its financing in association with HSBC France, which underwrote a senior debt facility. UI Gestion and Mezzanis also participated in the financing of the transaction. Atria Capital Partenaires was advised by Dôme Close Brothers throughout the transaction process.

Given the development and expansion projects of the SGCC Group, AtriA Capital Partenaires arranged a financing structure involving a large equity and quasi equity portion in order to enable the Group to undertake a significant programme of acquisitions.

### **Strategy and Outlook**

The business plan proposed by the management team and backed by AtriA Capital Partenaires is based on the continuation of the current development of the Group's activities. This continuing development involves (i) maintaining a strong technological edge that is a "must-have" in this market, and (ii) strengthening the Group's presence in high potential geographical zones. At the same time, select acquisitions are contemplated in fields where SGCC could play a role of growth accelerator.

### **AtriA Capital Partenaires**

Regrouping 10 professionals, AtriA Capital Partenaires is managed by one of the most experienced French private equity teams, who fully controls the management company. This feature gives AtriA the necessary independence to play its part fully in the projects proposed by entrepreneurs. Specifically dedicated to growing midcap companies, AtriA Capital Partenaires invests in Growth Buy Out projects: spin-offs from industrial Groups, Public-to-Private, secondary LBOs, and also capital development projects. Alongside large French and international institutional investors, around thirty entrepreneurs have also invested in the funds managed by AtriA. They form the AtriA Entrepreneurs' Club, and contribute to the value creation brought by the team to the portfolio companies.

#### Press enquiries :

AtriA Capital Partenaires  
François POUPEE  
Director  
Tel. +33 1 45 26 60 16

GRUPE SGCC  
Luc BOULANT  
President  
Tel. +33 1 46 13 84 11