

## - NEWS RELEASE - October 2009

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### Aeronautical equipment: 4 AIRBUS subcontractors have created Aero Team Services

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#### ***Setting up of Aero Team Services, TO: €60m a strategic partnership with Airbus***

Within the Power 8 programme, Airbus tried to reduce the number of its subcontractors and asked them to group themselves together to reach a critical size.

After the gathering in the region Midi-Pyrénées of SOGECLAIR and MECAHERS in Aviacomp, announced at the beginning of the year, 4 companies of the same area decided to put their strengths together. With the blessing of their client, they created the company ***Aero Team Services*** to remain competitive, and respond effectively to international requests for proposal of the aeronautical constructor. ***This new player, specialized in titanium***, is able to design, to machine and to repair every size of aeronautics parts.

***With 550 employees, the group already generates a turnover of €60m*** thanks to factories located in France, Poland, Romania, and soon in Tunisia. The orders will be fairly shared between them, to ensure the durability of each unit.

#### ***A subsidiary, equally owned by its 4 promoters,***

ASQUINI (180 employees, Marmande/Lot-et-Garonne), COUSSO (90 employees, Nogaro/Gers), GENTILIN (60 employees, Launaguet/Haute-Garonne) and SOFOP (220 employees, Olemps/Aveyron) will not disappear and will remain independent. They all own 25% of the new created subsidiary. However in the future, in respect to the shareholders' agreement, the subsidiary equity may be opened to new investors. Aero Team Services landed a first significant market to build up of the engine pylon primary structure of the A350, which production should start soon.

#### ***Healthy democratic governance***

Located in the middle of a worldwide competitive cluster, called ***Aerospace Valley***, Aero Team Services is a company with a capital of 500 K€, chaired by Ludovic ASQUINI, who is supervised by the strategic committee, composed of the four family-run companies.

#### ***Linkers, founders advisor***

Linkers supported the creation of Aero Team Services all along the legal and financial process by giving a broad range of advisory services: valuation, negotiation, financial engineering, shareholders agreement, etc.

#### ***Consultants of the founders:***

***Financial:*** LINKERS (Philippe Delecourt, Michèle Fine)

***Organisation:*** CFV (Michel Bloch)

***Legal:*** BRUNO & ASSOCIES (Christophe Delmas)

LINKERS draws on the experience of its 11 consultants to assist companies from all sectors and offer them personal advises concerning:

- **Financial Engineering:** valuations (fairness opinion), MBO & OBO packages
- **Mergers & Acquisitions:** selling and buying mandates, transmissions to heirs ...
- **Fund Raising:** selection and contact of investors, supervision of legal documentation (shareholders agreements, protocols...)
- **Financial Training for Executives:** Cegos, Les Echos Formation.