

- NEWS RELEASE - October 2009

Environment - Green Spaces « Sponsorless » MBO of SITOFLOR

**SITOFLOR, TO: 6 M€,
One of the European leaders
of the lawn turf provider**

Thanks to its beautiful 250 hectares lawn area in the south of Bordeaux, where wide range of lawn are cultivated, SITOFLOR provides numerous golf courses and famous stadiums, like the Velodrome of Marseille, the Stade de France of Paris, the Nou Camp in Barcelona, or the Santiago Bernabeu of the Real Madrid!

Those prestigious sportive references represent only a small part of the activity of the company, whereas the habitation sector is prominent: around 80% of the turnover is made of private customers, either directly, or through professionals of green spaces, gardeners, and landscape gardeners.

On this market segment, SITOFLOR claims more than 35% of the French market.

The company also exports to Spain.

Transfer to its sales manager

SITOFLOR belonged to the family owned company DARBOPLANT, specialized in the planting of strawberry plants, asparagus, and endives.

Hubert DARBONNE, the chairman, chose to transfer the company to its sales manager, who appeared to be the best prepared to ensure the durability and the growth of the company. Besides, Arnaud DUGAST is not short of ideas, and planning events is his new Eldorado "We can in a few hours transform any space into a meadow!"

A « sponsorless » MBO with 2 minority industrial partners

This small size company boss subscribed to 51% of the capital of the buyback holding, which he has put moderately into debt, and he formed an alliance with EXPRESS GAZON, a French green space

manufacturer, and with MORERA, a Spanish specialist of sport facilities.

LINKERS, seller advisor:

LINKERS supported the transfer of SITOFLOR by giving to the outgoing shareholder a large range of advisory services from the valuation of the business, until the closing supervision.

LINKERS also supported the buyer in building its business-plan and laying out the financial engineering of the take over process.

LINKERS, advisor to the seller

LINKERS advised and assisted the seller through the sale process until the completion of the deal.

Advisors to the Seller:

Financial: LINKERS (Georges-Edouard Buet, Sidney Serval)

Legal: FINTESIS (Frédéric Ventre)

Advisor to the Buyer:

Legal: FIDAL (Anne Méhu)

LINKERS draws on the experience of its 11 consultants to assist companies from all sectors and offers 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.