



Independent M&A boutique

SALE

The PINET group locks an MBI (turnover = €21m)

Sector : Industry /
hinges and locks

Date : June 2019



A great industrial success

Founded in Paris in 1840, the PINET group first manufactured precision components for musical instruments (metal reeds for organs and harmoniums).

The production of piano hinges from 1921 led the group to diversify its activity towards the standard and tailor-made manufacture of hinges and locking systems for industrial use, a sector in which it has become one of the European leaders. It produces more than 10 million units per year for markets as diverse as industrial vehicles, construction, sheet metal, railways and aeronautics.

A 179-year-old family business

The group, which is fully owned by the family, is managed since 1987 by Richard Pinet, who represents its 6th generation. The group generates a turnover of 21 million euros, more than 40% of which is exported.

140 people are employed in its headquarters of Roissy, its factory and logistic centre in Chaulnes, its Tunisian factory and its 2 commercial subsidiaries located in Germany and the United Kingdom.

The pursuit of the family history thanks to Guillaume Bataille

At the end of an international sale process orchestrated by LINKERS and which gathered several French and foreign offers, the Pinet family finally chose a family continuity solution by selling the group to Guillaume Bataille, former General Manager of the POCLAIN group and himself great grandson of Léon Pinet !

Through this MBI (Management Buy In) operation, which involves Picardie Investissement (13%), the Pinet family (13%) and employee managers (3%) in the takeover holding company, Guillaume Bataille intends to use his extensive international experience to accelerate the group's development abroad.

LINKERS, Seller Counsel

Seller Counsels:

Investment bank : LINKERS (Philippe Delecourt, Giuseppe Sangiovanni)
Lawyers : ALERION (Pierre-Olivier Brouard, Benoit Deramoudt)

Buyer Counsels:

Lawyers : LATOURNERIE WOLFROM AVOCATS (Christian Wolfrom, Cristina Narvaez)

Investor Counsels:

Lawyers : LAMARTINE (Fabien Mauvais, Clementine Kervran)

Managers Counsels:

Lawyers : PGBD (Christophe Vannoote)

Lending bank:

CIC Nord-Est (Christophe Caudron, Sylvie Sion)

Investor :

PICARDIE INVESTISSEMENT (Gil Forteguerre, Nicolas Blanquet)



From left to right, on the closing day:
*Philippe Delecourt, Richard Pinet, Guillaume Bataille,
Giuseppe Sangiovanni*

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