

- NEWS RELEASE -

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Catering market: AGIS transferred its « cooked pasta » unit to the Belgian group TER BEKE

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AGIS, with a € 55 million turnover is a major participant on the French of fresh products catering market, positioned on three families of dynamic products: refrigerated ready-made meals, fried exotic products and cooked pastas.

The “cooked pasta” division, which was given up to TER BEKE, made a € 11 M turnover in 2002 from its Alby sur Chéran (Haute-Savoie) factory.

TER BEKE is an important pasta-based fine delicatessen and freshly prepared dishes TER BEKE, quoted on Brussels’ stock exchange, is leading the fresh lasagnes European market and made a €185,6m turnover in 2002.

This operation is exemplary in two ways.

On one hand, it allows our customer AGIS to refocus on its best-in-class products lines for which we advised it in recent external growths, by parting from its weakest activity, and on the other hand it offers the possibility to the buyer TER BEKE, European leader of the segment but still having a limited presence in France, to conquer the leadership of this very important market.

Such an operation shows how SME can take advantage of the current situation: the historically low interest rates and the moderate price of the business indeed allow buying companies to realize external growths in the best conditions, and selling companies to give up non-strategic assets, strengthen on their core-business and maybe realize fruitful acquisitions there.

Advisor to the Seller:

Financial: LINKERS (Philippe Delecourt)

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