



SOCIÉTÉ GÉNÉRALE DES TECHNIQUES



SGT, the French leader in PET preforms, opens its capital to Unigrains, Bpifrance and BNP Paribas Développement

The family-owned group ensures its generational transmission and aims to strengthen its position in the circular economy by doubling its recycled PET production capacity

Paris and Rezé (Loire-Atlantique, France), January 16th, 2023 – SGT, a leading French player in the development and manufacture of PET preforms and HDPE caps, has opened its capital to Unigrains, Bpifrance and BNP Paribas Développement, as minority shareholders, in a process intermediated by Adviso Partners. This transaction aims to support the generational transmission of the family-owned business, to accelerate its development and to strengthen its role in the circular economy by increasing its recycled PET production capacity.

Founded in 1981 in Rezé, France, and led by Frédéric Mignot, CEO, son and nephew of its Founders, SGT is a major player in virgin and recycled PET packaging for beverages (waters, soft drinks, dairy products and juices, oils, wines...) and other liquids (hygiene, maintenance, cosmetics...). With sales of nearly €400 million and 500 employees across 5 FSSC 22000 sites, the Group produces more than 7 billion preforms per year.

As part of its eco-responsible approach, SGT inaugurated in 2019 a recycling site in Chalon-sur-Saône (east of France), to transform bottle flakes into decontaminated, food-grade, recycled PET granules. The in-house creation of this production line allows the Group to fully commit to the circular economy, while controlling quality and production costs. As a leader in Algeria, where it has been established since 2001, SGT meets the specific needs of food security and access to water.

This transaction supports the generational transmission of the family-owned company and brings the added-value and expertise of a trio of complementary and recognized investors.

SGT's development projects will strengthen its positioning and its environmental commitment:

- opening of a new site in Nantes (west of France) to increase R-PET production capacities by 2024;
- strengthening and modernizing the company's French industrial capacities;
- development of channels for collecting opaque PET packaging, for which the recycling remains insufficient, and collection machines in supermarkets;
- deployment of SGT's know-how into new geographical areas.

Frédéric Mignot, President and CEO of SGT, declares: *"It is a great satisfaction for SGT to welcome such renowned partners. Together, through our respective skills and experiences, we will write the next chapter in our history. Thus, we may fully assume our societal commitments and meet the challenges of a rapidly changing market. The satisfaction of our employees, our clients and all our partners guides our action."*

Nicolas Mulle, Investment Director with Unigrains, declares: *"We are investing in SGT, alongside Bpifrance and BNP Paribas Développement, because we are convinced of its essential role and added-value to the sector. SGT benefits from long standing and close proximity to its bottling clients. SGT was also one of the first players to work for the transition of its industry towards recycling and the circular economy. For Unigrains, as a sector specialist, this positive contribution is essential to promoting the transformation of our food systems."*

Benoist de Saint Lager, Senior Investment Director with Bpifrance, adds: *"This first opening of the capital of a family-owned group is at the heart of Bpifrance's mission. We are particularly proud to support SGT in its leading role in converting its sector to the circular economy. We are also convinced that its leadership, its recognized technical expertise and its bold industrial strategy, provide the group with solid development perspectives, in France and abroad."*

Julien Marronnier, Investment Director with BNP Paribas Développement, concludes: *"We are very happy to support the Mignot family in the structuring transmission operation and to participate, alongside Frédéric, in the implementation of SGT's strategic plan based on its core values of commitment, rigor and innovation."*

Parties involved in the transaction

Company:

- **SGT:** Frédéric Mignot, Pascal Boucard

Investors:

- **Unigrains:** Nicolas Mulle, Pascal Bridier, Mehdi Billaud, Emma Le Clair, Cécilia Martijena, Anne Perrot
- **Bpifrance Investissement:** Benoist de Saint Lager, Dorianne Bonfils, François de Forton, Margot Bruder, Julie Poincheval, Anne-Sophie Marin
- **BNP Paribas Développement:** Julien Marronnier, Malo Mercy, Mateo Quijano Realpe

Advisors to Investors:

- **Financial DD:** Grant Thornton (Thierry Dartus, Axel Martin-Carlotti, Loubna Bouziani)
- **Legal and Fiscal DD:** De Pardieu (Eric Müller, Anne-Laure Drouet, Thomas Grenard)
- **CSR-ESG DD:** Deloitte (Olivier Jan, Nicolas de Jenlis, Andreas Mitsios, Hanyang Gao)

Banks:

- **BNP Paribas** (Guillaume Chesnel, Clotilde Cardon)
- **BPGO** (Jean-Philippe Croguennec)

Advisors to the Company:

- **M&A:** Adviso Partners (Guillaume Dary, Bernard Bullet, Amanath Husain, Samuel Fayolle, Chloé Spigolon)
- **Legal Advisor:** Fidal (Isabelle Cornu, Rozenn Berthelot)
- **Financial VDD:** KPMG (Arnaud Colas, Cyril Cagic, Marie Maudet)
- **Strategic VDD:** Roland Berger (Sébastien Murbach, Victoire Sartorius)

About Unigrains

For over 60 years, Unigrains has accompanied the development of agri-food and agro-industry companies providing tailor-made financial solutions in equity and quasi-equity, as well as contributing its recognized industry expertise. Unigrains manages 1 billion euros and is a partner for nearly 80 companies, operating at various stages of their development, notably capital restructurings, strategic investments and acquisitions, and ensuring national and international growth.

For more information: www.unigrains.fr

About Bpifrance

Bpifrance Investissement is the management company that handles Bpifrance's equity investments.

Bpifrance is the French national investment bank: it finances businesses – at every stage of their development – through loans, guarantees, equity investments and export insurances. Bpifrance also provides extra financial services (training, consultancy) to help entrepreneurs meet their challenges (innovation, export...).

For more information, please visit: <https://www.bpifrance.com/> Follow us on Twitter: @Bpifrance - @BpifrancePresse

About BNP Paribas Développement :

BNP Paribas Development, an independent subsidiary of the international banking group BNP Paribas, is a public limited company that has been investing its own funds directly as a minority shareholder, for more than 30 years, to support the development of high-performance SMEs and ETIs and ensure their sustainability by facilitating their transmission. Beyond the financial means made available to the company to ensure stable resources, the vocation of BNP Paribas Development is to support the management team over the long term in the realization of its medium-term strategic projects. Our minority positioning ensures our partners appropriate governance without interference in day-to-day management, while benefiting from the strength of a recognized group and the experience of a partner with a portfolio of more than 400 diversified holdings.

For more information: <https://www.bnpparibasdeveloppement.com/>

 : <https://www.linkedin.com/company/bnp-paribas-développement>

Press contacts:

- **SGT :** Lilia JOLLY / l.jolly@sgt-france.com / +33(0)2 40 05 31 32
- **Unigrains:** Ari Levine / alevine@unigrains.fr / +33 (0)6 69 20 79 19
- **Bpifrance:**
 - o Nathalie Police / nathalie.police@bpifrance.fr / + 33 (0)1 41 79 95 26
 - o Sophie Santandrea / sophie.santandrea@bpifrance.fr / + 33 (0)7 88 09 28 17
- **BNP Paribas Développement:** Fatima El Allaly / fatima.elallaly@bnpparibas.com / +33 (0)7 65 66 79 53