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## CIC Conseil advises the shareholders of Interior on its disposal to Turenne Groupe, supported by Nord Capital Partenaires, Bpifrance and Geoffroy Waroqueaux

Established in 1975 by Michel Ratti and run by his daughter Marie-Anne Guillot, Interior is a fine chemicals company specialized in the manufacturing of advanced organic intermediates for the pharmaceutical, veterinary and specialty chemicals industries.

Based in Calais, Interior is a first-choice global partner for the development and production of several advanced intermediates. The company provides its clients, mainly large pharmaceutical and chemical groups, with innovative solutions through advanced R&D processes, combined with a product catalog of more than 150 references. Its high-tech industrial site enables Interior to conduct its synthesis under ideal conditions in terms of quality, safety and respect for the environment, in line with Good Manufacturing Practices (GMP) requirements.

Recognized for the quality of its products, the complexity of the chemical reactions mastered, its respect of deadlines and its commitment to service and confidentiality, Interior has been able to build strong and long-term partnerships with its clients, some of which have been sharing industrial secrets with it for several decades.

The impulse given by the management, combined with very positive market trends (return of chemical and pharmaceutical volumes manufactured in Europe, further accelerated by the current health crisis) has enabled Interior to reach a turnover of more than €30m over the last two years, with more than 140 employees.

In the context of the sale of the company, Turenne Groupe has structured with its regional subsidiary Nord Capital Partenaires and Bpifrance a Management-Buy-In project headed by Geoffroy Waroqueaux and several current managers. The family shareholders involved in the management have also reinvested in the transaction, in order to smooth the transition and to support the buyers on the ongoing projects.

Marie-Anne Guillot, CEO of Interior from 1995 to 2020, states: "*The Ratti family and I were looking for a buyer able to develop Interior while maintaining our values with regard to our clients and suppliers and, of course, to our staff. Turenne Groupe has convinced us of its project for Interior and it is with pleasure that we have completed the transaction today.*

*The coming years will be crucial for the return to Europe of the manufacturing of synthesis intermediates and we give our complete trust to Mr. Waroqueaux, backed by the majority investor Turenne Groupe and Bpifrance to carry out this ambitious development plan.*"

CIC Conseil acted as exclusive financial advisor to Interior shareholders.

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**Participants in the transaction****Vendor:**

**Interor:** Guillot, Ratti and Hochart families (Marie-Anne Guillot, Laurence Ratti, Jean-Pierre Guillot)

**Financial advisory:** CIC Conseil (Cédric Vojetta, François-Xavier Moisan, Floriane Claudé, Jacques Schwab)

**Legal advisory:** LPA-CGR (Frédéric Bailly, Yvan Vérité, Maxime Labonne (corporate), Frédérique Chaillou, Sarah Becker (environment), Mathieu Selva-Roudon, Noémie Attar (tax), Sophie Marinier, Brandon Cheng (social), Prudence Cadio, Olivia Roche (IP/IT RGPD))

**Environmental Due Diligence:** Ramboll (Juliette Fournier)

**Financial Due Diligence:** Advance Capital (Arnaud Vergnole, Pascal Ripaux, Brahim Oudghiri, Vincent Barbotin)

**Buyer:**

**Turenne Santé:** Mounia Chaoui, Grégory Dupas

**Nord Capital Partenaires:** Vincent Chadenat

**Bpifrance:** Jean-Yves Duriez, Alain Tueux

**Management:** Geoffroy Waroqueaux, managers

**Guillot and Ratti families:** Marie-Anne Guillot, Laurence Ratti, Jean-Pierre Guillot

**Legal advisory:** Jeantet (Thierry Brun, Maxime Brotz, Maria Plakci)

**Environmental Due Diligence:** BRGM (Daniel Hubé)

**Legal/tax/social Due Diligence:** Repère (Julien Trelhu)

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**About CIC Conseil**

CIC Conseil is Crédit Mutuel Alliance Fédérale's dedicated M&A subsidiary. Its team of expert professionals, located across France, advises corporations, their managers and their shareholders on French and cross-border transactions. Its capabilities cover the entire spectrum of potential corporate finance needs (disposals to industrial investors, leveraged buy-outs, acquisitions, spin-offs, mergers and fundraising).

CIC Conseil has developed a regional offer in partnership with CIC Banque Privée, combining CIC Conseil's M&A expertise and the Private Bank's proximity, for its small cap client base. This offer is dedicated to managers of small cap family businesses wishing to convert their professional assets into private assets through the sale of their company.

CIC Conseil has 7 regional offices: Paris, Lyon, Strasbourg, Bordeaux, Toulouse, Nantes, and Lille.

**About Crédit Mutuel Alliance Fédérale**

One of France's leading bankinsurers, operating through nearly 4,400 branches serving 26.9 million customers, Crédit Mutuel Alliance Fédérale offers a diversified range of services to private individuals, locally-based professionals and companies of all sizes.

Ranking among Europe's strongest banking groups, its equity totaled €47.5 billion and its CET1 ratio was 17.1% as of June 30, 2020.

Crédit Mutuel Alliance Fédérale is made up of the following federations: Centre Est Europe (Strasbourg), Sud-Est (Lyon), Ile-de-France (Paris), Savoie-Mont Blanc (Annecy), Midi-Atlantique (Toulouse), Loire-Atlantique et Centre-

Ouest (Nantes), Centre (Orléans), Normandie (Caen), Dauphiné-Vivaraïs (Valence), Méditerranéen (Marseille), Anjou (Angers), Massif Central (Clermont-Ferrand) and Antilles-Guyane (Fort-de-France).

Crédit Mutuel Alliance Fédérale also encompasses Caisse Fédérale de Crédit Mutuel, Banque Fédérative du Crédit Mutuel (BFCM) and all its subsidiaries, in particular CIC, Euro-Information, Assurances du Crédit Mutuel (ACM), Targobank, Cofidis, Banque Européenne du Crédit Mutuel (BECM), Banque Transatlantique and Homiris. For more information, see: [www.creditmutuelalliancefederale.fr](http://www.creditmutuelalliancefederale.fr)