

**For further information:**

Cyril Serratrice  
Chairman  
Tel: +33 (0)1 40 13 59 05

Florent Obry  
Deputy Chairman  
Tel: +33 (0)4 72 56 20 02  
Mobile: +33 (0)6 31 48 50 67  
Florent.obry@cic.fr

**Presse Contact:**

Résonancemedia3.0  
Véronique Richez-Lerouge  
Tel: +33 (0)1 42 76 96 82  
Mobile: +33 (0)6 14 63 90 00  
v.richez-lerouge@reso-media.com

**CIC Conseil:**
**Paris (HQ)**

Le Centorial  
18, rue Quatre Septembre  
75002 Paris  
France  
Tél: +33 (0)1 40 13 59 00

**Lyon**

Espace Cordeliers  
2, rue du Président Carnot  
69293 Lyon Cedex 02  
France  
Tél: +33 (0)4 72 56 91 05

[www.cic-conseil.eu](http://www.cic-conseil.eu)

## CIC Conseil advised KSB on the sale of its French subsidiary SPI Énergie to the Duffau Group

**SPI Énergie is a subsidiary of the German group KSB (specialized in the sector of pumps, valves and related services, with turnover of c.€2.2Bn). SPI Énergie is based in La Ravoire in the Auvergne Rhône Alpes region and is specialized in the distribution, maintenance and rental of industrial air treatment equipment: compressors, dryers, vacuum pumps, filters etc.**

SPI Énergie boasts 40 employees with recognized expertise, a network of 6 agencies, a portfolio of 1 200 prestigious industrial customers and an exclusive contract with the world leader Atlas Copco, making the company one of the largest player in the Center East region of France. With €10m revenues in 2019, the company benefited from a strong growth during the past few years, making SPI Énergie the largest distributor of Atlas Copco's industrial sector in France.

SPI Énergie is acquired by the Duffau Group, a family-run company based in Talence, near Bordeaux, and benefitting from a 40-year experience in the industrial air business. Duffau is the exclusive distributor of Atlas Copco equipment in the South West region. This acquisition will allow the group to pursue its growth by extending its coverage of France. The new group's turnover will reach c.€25m revenue.

CIC Conseil acted as exclusive financial advisor to KSB.

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**Vendor:**

**KSB:** Boris Lombard, Frédéric Dioré, Gilles Brunschwick, Anne Morlet

**Financial advisory:** CIC Conseil (Cyril Serratrice, Florent Obry, Elliot Emery, Jules-Arthur Kehren)

**Legal advisory:** CMS Francis Lefebvre Avocats (Alexandre Morel, Anne-Flore Millet, Marie Saunier)

**Financial Due Diligences:** Deloitte (Philippe Serzec, Xavier Baron, Victor Spriet, Martin Perdigeon)

**Buyer:**

**Duffau Group:** Mathieu Duffau

**Financial advisory:** PCEC (Cécile Charasson, Jean-Thierry Planté)

**Legal advisory:** Lexymore (Ronan Le Moigne, Julie Hawecker)

**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).

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