



Press release

7.11.2006

## iXen, supported by Natixis Investissement and Crédit Agricole PE, acquires a majority stake in the Saverglass group alongside the management team

Founded in 1897 and owned by the Desjonquères family since 1976, Saverglass has carved out a position as world leader in luxury bottles for spirits and wines. The Group achieved sales of €220 million in 2006 and now employs 1,600 people in two production plants in France and eleven international distribution subsidiaries.

With the arrival of Loïc Quentin de Gromard a Chairman in 1985, the Saverglass Group embarked on a period of strong growth, capitalizing on its unique know-how to implement a dynamic industrial, marketing and commercial strategy. Its goal is to offer a full range of glass bottles, innovative in both shape and quality, as well as a bottle decoration capability, to a prestigious clientele increasingly seeking to differentiate and enhance their products through packaging (Bacardi Martini, Pernod Ricard, Rémy Martin, Roederer, Moët Hennessy, etc.).

Loïc Quentin de Gromard, Chairman and Chief Executive of Saverglass, commented: “Both I and the management team believe that our new partners will help us rapidly achieve our ambitious organic growth and build-up targets.”

Caroline Rémus, Jean-Paul Bernardini and Eric Pencreac’h added: “Saverglass has an exceptional management team. We are looking forward to supporting Saverglass in its growth and development in an extremely buoyant luxury segment.”

Patrick Desjonquères, who is reinvesting in the company alongside the majority financial investors, added: “The Desjonquères family is pleased to hand over the reins to shareholders that are able to provide the financial resources required for the company’s future development.”

### **About Saverglass**

Saverglass designs, manufactures and distributes luxury glass bottles, decanters and perfumery bottles. It was first founded in 1897, acquired by Henri Desjonquères in 1964 and owned by Saint Gobain from 1969 to 1976, when it was bought back by Luc Desjonquères.

The Saverglass Group now has 1,600 employees and develops its business through a proprietary international network based in the heart of the major emerging winegrowing areas and through the global super premium spirits groups.

Saverglass has two production plants in France (Feuquières and Le Havre) which produce 200,000 tonnes of glass a year. Over the past fifteen years, Saverglass has achieved annual revenue growth of more than 10% and has carved out a position as world leader in luxury bottles for spirits and fine wines.

2006 revenue amounted to approximately €220 million, including more than 50% in international business.