



Case study: Sale of a minority stake in France's leading distributor of beverages

CLIENT

Montaner Pietrini Boissons 

TRANSACTION TYPE

Sell-side & debt advisory

AQUIRER

Groupe LFPI 

Client description

Founded in 2009 and based in Marseille, Groupe Montaner Pietrini Boissons has become France's leading independent beverage distributor. Over the past 15 years, it has established a dominant position in the distribution market, benefiting from dynamic end-markets driven by the tourism activity in southern France. The Group is the number one shareholder in Distriboissons, France's premier group of independent distributors, and has built its success on a diverse product range and customized services, supported by a high-performance logistics network.

Deal description

Alantra advised Groupe Montaner Pietrini Boissons on the sale of a 10% minority stake to Groupe LFPI. The transaction also included a €25mn mezzanine investment and the refinancing of the Group's senior debt, culminating in a total deal value of €132mn.

A successful outcome

- Alantra provided a multi-product solution by structuring a competitive process with strategic and financial investors. Additionally, its debt advisory team conducted an extensive banking exercise, resulting in attractive bank and private debt packages.
- Alantra identified Groupe LFPI as the ideal partner to accelerate Montaner Pietrini Boissons's growth and strengthen its territorial coverage.
- In recent years, Montaner Pietrini Boissons has made c. 30 acquisitions. With the support of the new investor, this strategy will continue, aiming to achieve sales of €500mn within five years.
- This transaction is the result of a long-term relationship with Montaner Pietrini Boissons, which Alantra's team has supported over the last 10 years.



OLIVIER GUIGNON
MANAGING PARTNER | ALANTRA



This transaction highlights Alantra's expertise in delivering high-quality M&A and debt advisory services, and our capabilities in the Consumer Goods & Retail sector. By selecting a suitable investor, we have secured strong support for the Group's future growth. This third mandate for Montaner Pietrini Boissons in 10 years underscores Alantra's dedication to long-term client relationships and reinforces our leadership in the French M&A and LBO market."