



Press Release

Wednesday 30th October 2024

Oghma Partners Advises Paulig on the Acquisition of Panesar Foods

Oghma Partners, the corporate finance advisor to the Food & Beverage industry, is pleased to announce that it acted as financial advisor to Paulig Ltd (“Paulig”), on the acquisition of Panesar Food (Holdings) Limited (“Panesar Foods”), for an undisclosed amount. This deal marks Oghma Partners’ ninth transaction of the year and further demonstrates Oghma’s leading position as the most active M&A advisor in the European food ingredients sub-sector.

Panesar Foods is a family-owned company based in Tipton, West Midlands, United Kingdom, where it has three production facilities. Founded in 1992, the company manufactures sauces, salsas and condiments for the speciality whole foods sector in the UK and international markets. The company has a turnover of c. €70 million (fiscal year 2023) and 308 employees, who will all continue working as new members of Paulig.

Founded in 1876, Paulig is an international food and beverage company, producing products across Tex Mex, snacks, coffees, world foods and spices. The company owns the brands Paulig, Santa Maria, Risenta, Poco Loco and Zanuy and also manufactures products for its private label and industry customers. In 2023, the company’s sales amounted to €1.2 billion. Paulig is 100% owned by the Paulig family, with over 2,200 employees in 13 different countries.

Through the acquisition, Paulig strengthens its position in the world foods sector, combining Paulig's strong flavouring expertise with Panesar Foods' excellent manufacturing and innovation capabilities, and their ability to bring products quickly to market.

CEO of Paulig, Rolf Ladau, said: "We have collaborated with Panesar Foods for 17 years, and we are very pleased to welcome the company to Paulig. Today, our combined taste expertise and innovation skills unite around a shared ambition: to accelerate our international growth and expand our world foods offerings with sauces, salsas, condiments, marinades, and dips."

Bill Panesar, CEO of Panesar Foods, added: "We are incredibly proud of our history and the remarkable growth we have achieved since our culinary journey began in 1992. As Panesar Foods becomes part of Paulig, I am confident that our ambitions for international growth will be realized, and the business will continue to thrive. We share a strong commitment to innovation and delivering high-quality, flavourful products, and I look forward to bringing even more delicious products to the market, together."

This represents the ninth transaction that Oghma Partners has advised on this year including advising: Ingå Group, the food ingredients division of Novax AB (Sweden), on the acquisition of MSK Ingredients (UK); BGF (UK) on the minority investment in Plant-Ex Ingredients (UK); the shareholders of Glendale Foods (UK) on the sale of the business to the Shallan Group (UK); Sonae (Portugal) via its subsidiary Sparkfood, on the acquisition of Diorren, the holding company of BCF Life Sciences (France); Bako (UK) on the acquisition of Finlay's Foods (UK); Symrise (Germany) on the UK joint venture with Th. Geyer Ingredients (Germany); Givaudan (Switzerland) on the sale of its Valencia site to Berkem (France); and Ornuia (Ireland) on the sale of its UK blending business to Aymes (UK).



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Notes to Editors

For more information, please contact:

Tim Owen - Partner

tim.owen@oghmapartners.com

+44 7843 512 092

Mark Lynch - Partner

mark@oghmapartners.com

+44 7712 528 417

Carolyn Viney - Associate Partner

carolyn.viney@oghmapartners.com

+44 7887 756 571

About Oghma Partners

Based in London, Oghma Partners is an independent corporate finance advisory firm providing acquisition, divestment and strategy advice to UK and Continental European consumer-focused companies and investors. An eleven strong team, offering a combined track record of over 100 successfully completed deals and award-winning industry research expertise, Oghma Partners is ideally positioned to ensure its clients meet their corporate goals. The team includes members with extensive investment banking experience gained in senior roles at leading global investment banks. Oghma Partners combines the big bank tool kit with an old-fashioned client focused culture. For more information please visit us at www.oghmapartners.com