

Press release
18 March 2025

IonBench accelerates with the support of EMZ Partners and aims for global leadership

IonBench, an international reference in the design and manufacturing of standard and custom-made technical layout solutions dedicated to optimizing the performance and usability of scientific instruments in laboratories, welcomes EMZ Partners as a minority shareholder as part of a primary Buy-Out.

This transaction will accelerate the group's expansion, strengthen its leadership in a high-value niche market, and structure its organization to seize new growth opportunities. IonBench aspires to double its size in the coming years through international expansion, diversification of its product offering to other categories of scientific equipment, and potential strategic acquisitions in export markets.

A unique expertise serving the world's leading pharmaceutical, industrial, and academic laboratories

Founded in 2011 by Pieter Dekocker and Christophe Fronteau, IonBench designs and manufactures layout and technical furniture solutions in the fields of pharmacy, chemistry and analytical physics.

IonBench and MS Noise equipment incorporate premium features such as noise reduction, anti-vibration, safety, ergonomics and design, aimed at optimizing the precision of high-end scientific instruments, particularly present in mass spectrometry (MS), Liquid (LC) and Gas (GC) Chromatography, LC-MS coupling, inductively coupled plasma optical emission spectroscopy (ICP-OES).

The group has now surpassed €10 million in revenue and demonstrates strong profitability, confirming the added value of its offering and its operational excellence. Its technical expertise, deep understanding of scientific requirements and responsiveness make it a clear industry leader.

Headquartered in Sens, France, and with a subsidiary in North Carolina (USA) since 2019, the group generates 90% of its revenue from exports, of which 40% comes from the USA.

A differentiated positioning in a rapidly growing market

The demand for intelligent and high-performance layout solutions is experiencing strong growth, driven by an increasing number of analytical instruments in research labs, the need for precision in scientific analyses, and increasingly strict safety standards. In this environment, IonBench stands out with unparalleled expertise, enabling it to address critical and growing needs of major laboratories and scientific equipment manufacturers.

A strategic partnership with the largest OEMs

IonBench collaborates with the world's leading scientific instrument manufacturers, including Agilent, Bruker, Sciex, Shimadzu, Thermo Fisher Scientific and Waters. These industry leaders are the primary promoters of IonBench's solutions, which have become essential references for laboratories worldwide.

The company stands out for its expertise in layout engineering, ensuring optimal installation of scientific instruments, and its highly responsive customer service, providing tailored and near-instant responses to laboratories' specific challenges and constraints.

A strategic partnership with EMZ Partners

This operation allows Pieter Dekocker and Managing Director Franck Subrenat to reorganize the company's shareholding structure, while keeping a strong majority and bringing new key employees in the equity capital.

EMZ Partners' investment aims to support IonBench in its commercial, industrial, technological and digital expansion. The operation is structured around a significant roll-over from Pieter Dekocker, and a substantial financial commitment from Franck Subrenat, who is joining the group's share capital and will play a key role within the company's strategic structuring and development alongside the Founder.

Sharing their thoughts

Pieter Dekocker, Founder & CEO of IonBench, states: *"We have built a company recognized for its expertise and tailored approach. With the support of EMZ Partners, we will not only consolidate our leadership but also structure the organization to equip ourselves with the necessary means, visibility, and capabilities to explore new growth opportunities and accelerate our expansion into the European, American and Asian markets."*

Alexandre Lefebvre, Partner at EMZ, adds: *"The company provides laboratories worldwide with solutions that deliver tangible, measurable and differentiated benefits, now deeply embedded in the IonBench brand. Pieter, Franck and their team rely on cutting-edge technical expertise and a client-centric approach. We are convinced that these fundamentals will remain key pillars of future growth and are excited to be part of this success and to support IonBench in driving its growth strategy going forward."*

List of participants

IonBench

- Pieter Dekocker
- Franck Subrenat

EMZ Partners

- Alexandre Lefebvre
- Louiza Kherchi
- Sara Toubanc

MS Noise & IonBench advisors

- PwC CF (M&A): Adrien d'Alincourt, Pierre Barthélémy, Victor Dauplain
- PwC (Financing): Benjamin Castel, Meyer Azeroual

- EY (Financial VDD): Marc-André Audisio, Jean-François Prémont-Corbeil
- Courcelles Conseil (Commercial VDD): Pascal Procureur-Chaix, Eric Balansard
- Lamartine (Legal) : Sophie Gsell, Brice Michel, Pierre Vassallucci
- Lamartine (Structuration) : Sophie Gsell, Alexandre Noirot
- Lamartine (Structured finance) : Maryline Pic-Dehongher, Léa Venezia

EMZ advisors

- Transaction & Cie (M&A): Christian Ménard, Adrien Dubernet
- Oderis (Financial DD): Thomas Claverie, William Tartier, Adrien Simonnet
- Cepton (Commercial DD): Camille Bertin, Romain Nadal, Florian Bertelli, Maxence Tourbier, Guillaume Bordino
- Lawderis (Legal & Tax DD Juridique & fiscale): Bertrand Araud, Ambre Dupuy
- Skadden (Lawyers): Nicola Di Giovanni, Julien Leris, Lydia Chikhi

Banks

- BNP Paribas
- Société Générale
- Caisse d'Épargne et de Prévoyance de Bourgogne Franche-Comté
- Caisse régionale de crédit agricole mutuel de Champagne-Bourgogne

About IonBench

IonBench is a global leader specializing in the design and manufacturing of mobile and custom-made laboratory furniture, incorporating acoustic soundproofing and anti-vibration solutions to ensure optimal working conditions for researchers. In collaboration with the leading scientific instrument manufacturers, IonBench equips pharmaceutical, industrial, and academic laboratories worldwide with cutting-edge solutions perfectly adapted to the demands of modern analytical sciences.

About EMZ Partners

Based in Paris and Munich, EMZ Partners is an independent investment firm specializing in supporting mid-sized companies. With around twenty professionals, the team has contributed to the financing of more than 160 transmission and development transactions (external growth, industrial investments, etc.) since 1999, totaling €5 billion in investments.

Its scope includes France, Germany, Austria, and Switzerland. Through its Small Cap and Mid Cap strategies, EMZ operates exclusively in Flexible Capital, focusing on transactions that are distinctly *management-centric*, with individual investments ranging between €15 million and €150 million.