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## CIC Conseil advises the Hecquet Group on their sale to the C.A.R. group, of their division of car dealership located in Bayonne

Owned by the Hecquet family since 1967, the eponymous group is composed of car dealerships specialized in the distribution of brands of the German company Volkswagen (Audi, Volkswagen, Seat, Škoda and Lamborghini).

Mainly present in Normandy, the Hecquet group's revenues amount to about €190 M generated by its 12 car dealerships (including one center of second-hand cars).

As it wished to shift the focus of its activities in the North of France, the company decided to sell its 3 car dealerships located in Bayonne (Audi, Volkswagen and Škoda). This division represents sales amounting to €60 M in total.

Created in 1955 then bought by Emmanuel and Séverine Auffret in 2008, the car dealerships group C.A.R. has developed progressively its commercial presence by external growth and the opening of new establishments.

Nowadays, C.A.R. is well-established in the Charente-Maritime region with 7 car dealerships (including 2 second-hand car centers) and recorded revenues of €140 M in 2019.

This acquisition is completely a part of the C.A.R. group development strategy, which aims at developing its geographical footprint in the Western regions of France.

CIC Conseil is acting as sole consultant for the Hecquet group shareholders.

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**Advisors to Seller:**

M&A Consulting: CIC Conseil (César Darcy, François Huguet, Camille Siemienas)  
Legal Counsel: SOREJ (Maître Sandrine Fraxe)  
Audit Consultants: CP&A Corporate Finance (Mathieu Ciron, Liana Chauvel Sabadus)

**Advisors to Buyer:**

Legal Counsel: Maître Valérie Colonna-Cesari

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**About CIC Conseil**

CIC Conseil, Groupe Crédit Mutuel Alliance Fédérale's mergers & acquisitions subsidiary, has developed a regional offer in partnership with CIC Banque Privée, combining CIC Conseil's M&A expertise and the Private Bank's proximity, for its small cap client base. This offer is dedicated to managers of small cap family businesses wishing to convert their professional assets into private assets through the sale of their company.

**About Crédit Mutuel Alliance Fédérale**

Crédit Mutuel Alliance Fédérale comprises the Centre Est Europe (Strasbourg), Sud-Est (Lyon), Ile-de-France (Paris), Savoie-Mont Blanc (Annecy), Midi-Atlantique (Toulouse), Loire-Atlantique and Centre-Ouest (Nantes), Centre (Orléans), Normandie (Caen), Dauphiné-Vivarais (Valence), Méditerranéen (Marseille) and Anjou (Angers) federations. Massif Central (Clermont-Ferrand) and Antilles-Guyane (Fort-de-France) federations will join it on January 1, 2020. Crédit Mutuel Alliance Fédérale also encompasses Caisse Fédérale de Crédit Mutuel, Banque Fédérative du Crédit Mutuel (BFCM) and all its

subsidiaries, in particular CIC, Euro-Information, Assurances du Crédit Mutuel (ACM), Targobank, Cofidis, Banque Européenne du Crédit Mutuel (BECM) and CIC Iberbanco.

*\*Crédit Mutuel Alliance Fédérale regroups the federations of Centre Est Europe (Strasbourg), Sud-Est (Lyon), Ile-de-France (Paris), Savoie-Mont Blanc (Annecy), Midi-Atlantique (Toulouse), Loire-Atlantique et Centre-Ouest (Nantes), Centre (Orléans), Normandie (Caen), Dauphiné-Vivarais (Valence), Méditerranéen (Marseille), Anjou (Angers), Massif Central (Clermont-Ferrand) and Antilles-Guyane (Fort de France). Crédit Mutuel Alliance Fédérale also regroups the Caisse Fédérale de Crédit Mutuel, the Banque Fédérative du Crédit Mutuel (BFCM) and all of its subsidiaries, especially CIC, Euro-Information, Assurances du Crédit Mutuel (ACM), Targobank, Cofidis, Banque Européenne du Crédit Mutuel (BECM), CIC Iberbanco.*