

## **CM-CIC Corporate Advisory advising the owner-managers of Lacoste SAS on their family-led buyout**

Lacoste SAS, a leading regional distributor of office supplies, office consumables and school products, has taken its first step towards a family-led buyout alongside Siparex.

The company was founded in 2003 by the Lacoste family in Le Thor, France, and it has developed rapidly in southeast France through organic growth and acquisitions. In 2014, it had revenue of €33 million and was the leading member of Majuscule, a national purchasing group in France.

Lacoste SAS' product range has expanded steadily, and it is now a one-stop-shop for companies and local authorities, selling products including stationery, office supplies, IT consumables and furniture.

The company has seven branches and around 50 salespeople covering the northeastern part of the Rhône-Alpes region, the Rhône valley, Languedoc-Roussillon and part of Provence-Alpes-Côte d'Azur. Its customer base is diverse, including companies, town halls, schools and nurseries.

Lacoste SAS is planning to continue its development through both organic growth and transformative acquisitions in regions that complement its current geographical markets.

*"We want to lay the foundations for a family-led buyout that will allow the new generation to take the reins with even more ambitious growth plans,"* explained Jean-Daniel Lacoste, Chairman of Lacoste SAS. *"To help us achieve that, CM-CIC Corporate Advisory has set up a process that meets all of our stated requirements,"* he said.

*"As well as putting together the deal, we wanted to complete the transaction in a short timeframe of less than six months, to enable the owner-managers to continue managing the company,"* added Christophe Kamel, manager at CM-CIC Corporate Advisory.

*"The company's track record of growth, combined with the Lacoste family's expertise in acquiring and integrating companies, are major advantages as it seeks to realise its development plans,"* said Romain Boisson de Chazournes, Managing Partner at Siparex.

CM-CIC Corporate Advisory acted as the Lacoste family's sole financial advisor.

Senior financing for the transaction was arranged by CIC, LCL and BNPP.

### **About CM-CIC Corporate Advisory**

CM-CIC Corporate Advisory is a subsidiary of CM-CIC Capital Finance specialising in mergers and acquisitions. It is made up of a renowned team of professionals based in Paris and Lyon, and advises companies, executive directors and shareholders on

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French or cross-border transactions worth more than €10 million. Its range of services covers all aspects of equity financing, such as corporate buyouts, LBO/OBO/MBO transactions, acquisitions, spin-offs, mergers and fundraising.

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