

NiXEN Partners has sold its stake in Descours et Cabaud, the French leading B to B retailer addressing industry and building materials.

With a 2011 sales of € 2 926 million, Descours et Cabaud is a multi-specialist company that sells innovative solutions for hardware, industrial supply and plumbing end-segments. Its products are used for professional and industrial applications, widely spread across size and geographies (France and overseas). Descours et Cabaud's key strengths are its specialist salesforce, reputable brands, innovation capabilities and good-quality management team, led by Thibaud de Grandry. The company is headquartered in Lyon (France) and employs some 11,800 people over a 560 stores network in Europe and the United States.

NiXEN initially acquired a stake in the family-owned Descours et Cabaud in 1992 and has supported the business over two decades, helping it to expand through a combination of organic growth and targeted acquisitions. Since 2000, an ambitious international development plan in the United States, the Switzerland and Italy has enabled the Group to increase its sales from € 2 038 million in 2000 to € 2 926 million in 2011.

This transaction has been completed in partnership with the company's family shareholders.

NiXEN Partners contacts:

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Selling's advisors:

Valorisation advisor: Ricol Lasteyrie Corporate Finance (Etienne de Lasteyrie)

Lawyer: Viguie Schmidt Peltier Juvigny (Yves Schmidt)

About NiXEN Partners :

NiXEN is an independent private equity firm specialising in Flexible Equity. As a lead investor, NiXEN provides flexible and personalised solutions addressing all types of capitalistic and strategic development issues for French companies with revenues between €50 million and €500 million. Working in its sectors of expertise, NiXEN invests between €10 million and €50 million per transaction, in companies with highly committed management teams, executing an ambitious industry consolidation, through buyout and spin-off transactions.

NiXEN's main investments include **AsteelFlash** (electronics subcontracting), **Buffalo Grill** (steakhouse restaurant chain), **Ceva** (laboratory specialising in animal health), **Labco** (pan-European network of clinical laboratories), **La Grande Récré** (specialised games and toys retailer), **Maisons du Monde** (decoration and furniture retailer), **Malherbe** (goods transport and freight), **Babeau Seguin** (leading player in the construction of entry-levels houses built on individual plots), **Vedici** (private clinic group).