

Press release

**LBO France, Apax Partners, Altamir and Nixen finalise the sale of Maisons du Monde to Bain Capital**

**Paris, 4 September 2013** – Apax Partners (along with Altamir), LBO France and Nixen are announcing the finalisation of the sale of Maisons du Monde, a specialist home decoration and furniture retailer to Bain Capital. The closing was on 9 August 2013 at the end of the process to consult the personnel representative bodies and after the approval of the competent European authorities had been obtained.

Bain Capital now controls the majority of the capital of Maisons du Monde. Xavier Marie, CEO and founder of Maisons du Monde and the management team remain substantial shareholders alongside Bain Capital.

*"We are proud to have supported the European growth of a very fine French player in specialist retailing, one of our favoured sectors. We are pleased to have supported a visionary entrepreneur and talented teams who have implemented an extremely virtuous multichannel strategy. There is no doubt that Maisons du Monde, with its new shareholder, will be able to continue its international expansion, to become one of the world leaders in its sector",* states Bruno Candelier, a partner at Apax Partners.

*"Over the course of the last five years we have focused on backing Maisons du Monde's growth strategy in France and abroad. The result is a very positive one, as the company's sales revenue has almost doubled to €500 million driven by the opening of 51 new points of sale. Maisons du Monde's positioning is unique and it is very well placed to begin the next stage in its development",* adds Robert Daussun, CEO of LBO France.

*"We were very interested in setting up a real multichannel strategy with Maison du Monde's management which is now an established success in the Maisons du Monde Group and probably one of the best examples in French retailing",* points out Pierre Rispoli, General Manager of NiXEN Partners.

*"We are very pleased to be backing Xavier Marie in this new stage in the Group's development. Bain Capital has a long history in the retailing sector in many countries, especially in supporting the development of high potential brands and their store networks abroad. We are also pleased to have been able to put this operation together in a difficult LBO financing market, which is proof of the confidence which Maisons du Monde's and Bain Capital's teams enjoy in the financial market",* states Michel Plantevin, Managing Director at Bain Capital.

*"We have succeeded in growing the Group in recent years thanks to the work and commitment of our teams. I'm excited to have Bain Capital today as a partner for the company's next phase of growth, which includes accelerating the international store roll out and the development of the online platform",* concludes Xavier Marie, CEO and founder of Maisons du Monde.

## **About Bain Capital**

Bain Capital is one of the world's leading private investment firms with approximately \$70 billion in assets under management. The firm works alongside the management teams of the companies it invests in to further their growth and development. Its executives have extensive operational and consulting experience and since 1984 have invested in over 250 companies around the world, including consumer brands and retailers in numerous categories and geographies including Dollarama, Samsonite, Skylark, Dunkin, Edcon and Staples. Bain Capital has a distinctly people-intensive, value-added approach to investing, with a strong emphasis on supporting management teams to drive strategic and operating improvements. Bain Capital Europe, the firm's European private equity affiliate, has been investing with the same philosophy since 1989. Bain Capital has offices in London, Munich, Luxembourg, Boston, Chicago, New York, Hong Kong, Mumbai, Shanghai and Tokyo.

For more information, please visit [www.baincapital.com](http://www.baincapital.com)

## **About Apax Partners**

Apax Partners is a Paris-based leading private equity firm in the French-speaking middle market. With more than 40 years of experience, Apax Partners provides long-term equity financing to build and strengthen world-class companies.

Funds managed and advised by Apax Partners exceed €2.5 billion. These Funds invest in fast-growing middle-market companies across six sectors of specialisation: Technology, Telecom, Media, Retail & Consumer, Healthcare, Business & Financial Services.

For more information, please visit [www.apax.fr](http://www.apax.fr)

## **About LBO France**

Over the past ten years, LBO France, the French independent private equity firm with €4 billion assets under management, has acquired 49 companies totalling €12 billion enterprise value. The most outstanding BtoC acquisitions include Poult in 2006, Materne in 2010, Eminence in 2011 and Labeyrie Fine Foods in 2012.

LBO France runs four non-listed strategies: (i) Small Cap LBO Hexagone funds, (ii) Mid-market LBO White Knight funds, (iii) Real estate White Stone funds and (iv) Credit opportunities Altercap funds.

For more information, please visit [www.lbofrance.com](http://www.lbofrance.com)

## **About NiXEN Partners**

NiXEN is an independent private equity firm specialising in Flexible Equity with €634 million of funds under management. As a lead investor, NiXEN provides flexible and personalised solutions addressing all types of capitalistic and strategic development issues for companies with revenues higher than €50 million. Working in its sectors of expertise, NiXEN invests more than €10 million per transaction, in companies with highly committed management teams, executing an ambitious growth strategy, through buyout and spin-off transactions.

NiXEN's main investments include AsteelFlash (electronics manufacturing services), Babeau Seguin (builder of single-family detached homes), Buffalo Grill (steakhouse restaurant chain), Ceva (laboratory specialising in animal health), Labco (pan-European network of clinical laboratories), La Grande Récré (specialist retailer of games and toys), Vedici (private clinics for medicine, surgery and obstetrics).

For more information, please visit [www.nixen.com](http://www.nixen.com)

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