



Press release

Paris, 11 September 2017

STACI's management team backed by COBEPA and SOCIETE GENERALE CAPITAL PARTENAIRES has acquired the company from ICG



Staci's management, supported by Cobepa and Société Générale Capital Partenaires (SGCP), has completed the acquisition of Staci Group's capital from ICG (Intermediate Capital Group) at the end of July 2017.

Since 1989, STACI has specialised in fulfilment and offers innovative B2B and B2C solutions to a wide range of industries: pharmaceutical & healthcare, automotive, telecom, retail, hotels & restaurants, tourism, food & beverage, bank & insurance amongst many others.

With a unique expertise in multi-clients shared warehouses across Europe, STACI implements custom-made and cost effective logistic solutions for bar-coded products such as cosmetics, broadband boxes, spare parts, high tech products, etc. and non-bar-coded items like POS and merchandising material, marketing and communication print, goodies.

Thanks to the know-how, the processes and the experience that the company has developed around fulfilment, pick & pack, shared resources, transport optimisation, IT systems and stock financing, STACI is able to offer unique and fully integrated supply chain management solutions.

Staci operates 25 warehouses in Belgium, France, Germany, Holland, Italy, Spain and the UK with 1,300 employees. Staci has recorded a 10% sales increase in 2016 vs 2015, achieving 154M€ turnover. STACI is a CSR-driven business with sustainable growth as its core strategy for many years.

Thomas Mortier, CEO of Staci, said:

"Staci's unique services and expertise mean we are able to implement the most complex logistical problems while enabling our customers to realise substantial costs savings. We will continue to boost our sales and our expansion through value-added logistics and with our international presence in order to offer pan-European solutions to our customers. We are delighted with this long-term commitment with Cobepa and with their support in this new chapter of Staci's development."

Jean-Marie Laurent Josi, CEO of Cobepa, and Charles-Henri Chaliac, member of the Executive Committee, added:

"We are pleased to be Staci's new partner to support the next phase of the company's development. Thomas Mortier and his team have impressed us with their know-how and expertise in managing complex tailor made logistics solutions and with their clear and ambitious vision for the future of Staci. We are convinced that the Management has the ability to maintain a sustained pace of growth that will enable Staci to consolidate its leading European position in fulfilment and logistics."

François Rivolier, Head of Private Equity at Société Générale Capital Partenaires, and Frédéric Coupet, Investment Director, added:

"We are thrilled to be playing our part alongside Cobepa and Staci's management team in pursuing the construction of a European-sized logistics group with strong growth potential. "

About Cobepa

Based in Brussels and New York, COBEPA is an independent, privately-held investment company backed notably by European families shareholders and managing a diversified portfolio of investments valued at around €2 billion. COBEPA invests in established companies with a solid business model, sustainable positions and strong management teams.

About Société Générale Capital Partenaires

For more than 30 years, Société Générale Capital Partenaires has been following shareholders of SMEs through a clear and participative approach. SGCP is active in acquiring minority shareholdings between €300K and €20M in a wide range of situations: external or organic growth, takeover or business transition, change of shareholding, financial structure optimisation.

The conditions and the amount of the acquisition are not specified.

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