



## PRESS RELEASE



# ARDIAN SIGNS DEAL TO ACQUIRE MAJORITY STAKE IN THE BABEAU-SEGUIN GROUP

**Paris – October 30, 2017** – Ardian, the independent private investment company, today announces the signing of a deal with NiXEN, the management and the other historical shareholders, to acquire a majority stake in the Babeau-Seguain Group, the third builder of single-family detached houses in France.

NiXEN acquired a majority stake in the group in December 2011 alongside its founder and President Bruno Babeau, as well as its management team and its financial co-investors, including Pechel Industries and the other historical investors.

During the last years, NiXEN has supported the growth strategy implemented by Bruno Babeau and his teams. Since 2010, the Babeau-Seguain Group's turnover has almost doubled and is expected to reach more than 180m in 2017. With ten renowned brands, including the Maisons Babeau-Seguain brand, the Group offers a range of over 200 homes.

Bruno Babeau, President of the Babeau-Seguain Group, said: "The Babeau-Seguain Group has benefitted from the knowledge and know-how of NiXEN in terms of strategy. We now rely on Ardian's investment to allow us to continue our strategy of geographic development, through internal and external growth, with a single goal: using our size to provide our clients with unbeatable value for money."

Alexis Lavailote, Managing Director at Ardian Expansion, added: "We are well versed in the sector having invested in another regional player several years ago. We are pleased to be working with the Babeau-Seguain Group and would like to thank Bruno Babeau and his team for their trust. The market for the construction of single-family houses is very fragmented and we will continue to support the external growth strategy of the management team, among other things."

"With Bruno Babeau we have successfully led an active strategy of organic growth, with the opening of more than 15 new agencies and investment in five construction build-ups, which has allowed us to create better links across the territory as well as accelerate the group's digital progress", said Pierre Rispoli, CEO of NiXEN Partners.

This investment would be the sixth made by the Ardian Expansion IV fund, which raised 1 billion in 2016. The fund targets investments in high-growth businesses, the value of which can reach 225 million euros, in France, Italy, Belgium, Germany, Austria, Switzerland and Spain. Ardian's investment is awaiting approval from antitrust authorities.

[www.babeau-seguin.fr](http://www.babeau-seguin.fr)

## ABOUT ARDIAN

Ardian, founded in 1996 and led by Dominique Senequier, is an independent private investment company with assets of US\$65bn managed or advised in Europe, North America and Asia. The company, which is majority-owned by its employees, keeps entrepreneurship at its heart and delivers investment performance to its global investors while fuelling growth in economies across the world. Ardian's investment process embodies three values: excellence, loyalty and entrepreneurship. Ardian maintains a truly global network, with more than 470 employees working through twelve offices in Paris, London, Frankfurt, Milan, Madrid, Zurich, New York, San Francisco, Beijing, Singapore, Jersey, Luxembourg.

The company offers its 610 investors a diversified choice of funds covering the full range of asset classes, including Ardian Funds of Funds (primary, early secondary and secondary), Ardian Private Debt, Ardian Buyout (including Ardian Mid Cap Buyout Europe & North America, Ardian Expansion, Ardian Growth and Ardian Co-Investment), Ardian Infrastructure, Ardian Real Estate and Ardian Mandates.

[www.ardian.com](http://www.ardian.com)

## ABOUT NiXEN

An independent management company, NiXEN accompanies French SME and mid-market companies in their strategic and equity growth as part of majority buyout operations. NiXEN invests more than 10M per transaction in companies with revenues over 40M and intervening in its three sectors of expertise: health, services and specialized retail. As a responsible and committed investor, NiXEN establish strong and authentic partnerships with these companies, bringing them an experienced team with a development focus, notably on build-ups and in the international arena, pursuing a shared goal to create value. Main portfolio companies: Buffalo Grill, Babeau-Seguin, Carré Blanc, La Grande Récré, Vulcain, weave.

Main former portfolio companies: Labco, Vedici, Asteelflash, Ceva, Newrest, CTM Style.

[www.nixen.com](http://www.nixen.com)

## LIST OF PARTICIPANTS

NiXEN: Pierre Rispoli, Johann le Duigou, Steven Barrois

Pechel Industries: Bertrand Hainguerlot

Seller advisor:

Mergers and acquisitions advisor: Lincoln International (Dominique Lecendreau, Arnaud Dudognon, Serge Palleau, Julien Chevrier, Margaux Lamothe)

Financial advisor: EY (Paul Gerber, Stéphane Vignals, Guillaume Lestang)  
Strategic advisor: LEK (David Danon-Boileau, Frédéric Dessertine, Servane Perrot)  
Tax, legal and social advisor: STC Partners (Bertrand Araud, Delphine Bariani, Etienne Pujol)  
Legal advisor: De Pardieu Brocas Maffei (Guillaume Touttée, Frédéric Tual)

Ardian: Alexis Lavailote, Caroline Pihan, Sacha Azuelos

Buyer advisor:

Mergers and acquisitions advisor: Invest Securities (Bertrand Le Galcher Baron, Rémi Pollet)

Financial advisor: Accuracy (Arnaud Lambert, Luojia Zhang, Jean Schott)

Strategic advisor: Advancy (Patrick Pudduy, Stepan Wildt, Charlotte Morizot)

Legal advisor: Weil, Gotshal & Manges (Frédéric Cazals, Maxime Fradet)

Financial advisor: WGM (Cassandre Porges)

Tax advisor: WGM (Edouard de Lamy)

Competition law advisor: WGM (Romain Ferla)

Digital advisor: Niji (Romain Delavenne, Céline Feron)

Insurance: Marsh (Jean-Marie Dargaignaratz, Ersida Ago)

Management Advisor:

Financing: SECC Group (Denis Gouaille)

Legal: Cabinet Ratheaux (Gaéтан de la Bourdonnaye)



## PRESS CONTACTS

ARDIAN

Headland

TOM JAMES

tjames@headlandconsultancy.com

Tel: +44 207 3675 240