

PARIS  
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## Ardian signs an agreement with a view to sell Staci to bpostgroup

- Ardian supported the Group's international expansion and diversification through an ambitious transformation and development plan.
- Staci is now active in 10 countries, with over 80 logistics hubs in Europe, the United States and Asia.

Ardian, a world-leading private investment house, announced today that it has entered into exclusive discussions with bpostgroup with a view to sell its majority stake in Staci, the European leader in innovative B2B and B2B2C logistics solutions, to bpostgroup. As part of this transaction, Staci's management would reinvest alongside bpostgroup.

Since its acquisition in 2019, Ardian, alongside Société Générale Capital Partenaires, has supported the Group's diversification and growth outside of its historical marketing products segment, expanding into B2B logistics and eCommerce to become a multi-channel logistics specialist. The company now benefits from a wide range of expertise, and a high-quality portfolio of national and international customers, across a range of diverse industries including healthcare, cosmetics, energy, in both private and public services.

Founded in 1989, Staci is an independent company that has grown to become one of the European leaders in innovative B2B and B2B2C logistics solutions for companies wishing to outsource all or part of their customer procurement operations. The company has a unique expertise in managing complex and scalable logistics flows, such as dealing with a multitude of suppliers and delivery points, low unit volumes, non-standard formats, and barcoded and non-barcoded products.

With Ardian's support, and despite the impact of Covid-19, Staci has successfully completed its development plan. The Group's first transformational acquisition, in the Netherlands in 2021, was an important driver of its sectoral and geographic diversification. In early 2023, another acquisition in the United States enabled Staci to pursue its international expansion, making this region a central part of the Group's activity. Staci is now operating in 10 countries with over 80 logistics hubs in Europe, the United States and Asia.

Over the past 5 years, Staci has benefited from increased international sales. Its broader sector exposure and market position have increased the company's resilience and will continue to provide opportunities for the future.

The transaction remains subject to the consultation of the relevant works' council of Staci group, and to the clearances of the relevant regulatory authorities.



*"We would like to thank Thomas Mortier, and all the Staci teams for their commitment throughout our collaboration. It was a real pleasure to work with them on the implementation of an ambitious transformation and development plan. Staci is now a diversified and innovative international player with unique know-how, and we are convinced that the group will continue to grow even more in the coming years."*

● **LISE FAUCONNIER** ● MANAGING DIRECTOR BUYOUT, ARDIAN

*"All Staci managers and staff join me in thanking Lise Fauconnier and her team for their unfailing support and trust over the past five years. Together, we have successfully accelerated Staci's international development and diversification, despite the Covid period. I would also like to extend my warmest thanks to our customers for their loyalty, and to our employees who work hard every day to meet our clients' needs. The transaction would allow Staci to continue its growth within a solid group that has acknowledged our expertise and the quality of our services, and whose development synergies are highly motivating. It would enable Staci and bpostgroup to combine their strengths and complementarities to offer the best and most innovative multi-channel logistics service."*

● **THOMAS MORTIER** ● CEO, STACI



## **ABOUT ARDIAN**

Ardian is a world-leading private investment house, managing or advising \$164bn of assets on behalf of more than 1,600 clients globally. Our broad expertise, spanning Private Equity, Real Assets and Credit, enables us to offer a wide range of investment opportunities and respond flexibly to our clients' differing needs. Through Ardian Customized Solutions we create bespoke portfolios that allow institutional clients to specify the precise mix of assets they require and to gain access to funds managed by leading third-party sponsors. Private Wealth Solutions offers dedicated services and access solutions for private banks, family offices and private institutional investors worldwide. Ardian's main shareholding group is its employees and we place great emphasis on developing its people and fostering a collaborative culture based on collective intelligence. Our 1,050+ employees, spread across 19 offices in Europe, the Americas, Asia and Middle East are strongly committed to the principles of Responsible Investment and are determined to make finance a force for good in society. Our goal is to deliver excellent investment performance combined with high ethical standards and social responsibility.

At Ardian we invest all of ourselves in building companies that last.

[ardian.com](https://ardian.com)

## **ABOUT STACI**

Staci is a leading fulfilment and logistics services specialist that offers multichannel logistics and distribution solutions including B2B, D2C and e-commerce to a wide range of industries including beauty & healthcare, telecom, retail, food & beverage, and the public sector. With a unique expertise in multi-client shared warehouses, Staci is capable of implementing custom-made and cost-effective logistic solutions. Thanks to the know-how, the processes, and the experience that the company has developed around fulfilment, pick & pack, shared resources, transport optimization, IT systems and stock financing, Staci is able to offer unique and fully integrated supply chain management solutions.

Staci operates over 80 warehouses spread across Asia, Benelux, France, Germany, Italy, Spain, the Netherlands, the UK, and the USA with 3,500 employees and has recorded €770m sales in 2023.

[Staci.com](https://staci.com)

## **ABOUT SOCIÉTÉ GÉNÉRALE CAPITAL PARTENAIRES**

Société Générale Capital Partenaires (SGCP) supports the shareholder-managers of SMEs and ETIs in their development and proximity approach. SGCP takes minority stakes in companies, for amounts ranging from €1 to €35 million, in a variety of contexts: development through external or organic growth, transfer of capital, reorganization of shareholder base, optimization of financial structure. Every year, SGCP's teams in Paris, Lille, Strasbourg, Lyon, Marseille, Bordeaux and Rennes invest between €150 and €200 million in some twenty transactions, confirming their long-term commitment to financing companies and the economy.

<https://capitalpartenaires.societegenerale.com>

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