

DATE

March 09, 2020

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Fabrice Martineau
Co-CEO

DC Advisory advised Dutscher Group on its sale to LBO France



Following a competitive sale process, LBO France entered into exclusive negotiations for the acquisition of Dutscher from Five Arrows Principal Investments and Mr Maxime Dutscher.

Dutscher is a leading pan-European distributor of R&D laboratory consumables and equipment.

Founded in 1982 and based in Brumath (near Strasbourg, France), Dutscher generates revenues of c. EUR 240 million and employs over 700 people across nine European countries.

Since inception, the group has delivered above-market organic growth thanks to its:

- Customer-centric positioning;
- Pan-European distribution network; and
- Comprehensive product portfolio.

Its strong organic growth has been complemented by targeted acquisitions in Europe, which have enabled Dutscher to become a leading pan-European distributor across its core geographical markets with over 50% of revenues generated outside of France.

LBO France intends to support the management of Dutscher in the acceleration of the group's development, through both organic and external growth, in France and internationally.

This transaction was closed on 9 July 2020.