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COMPANY SALE

Activity: Kitchen & Bathroom Equipment

Date : March 2024

**Strategic alliance of LUISINA
with German SCHÜTTE to form
a new group with +€175m in turnover**

luisina
DESIGN

The family-held group LUISINA based in Brittany is specialized in the kitchen and bathroom equipment for professionals

Founded in 1989 by Jean Jeuland, father of the current managers, SCD LUISINA is a family-held company located in Brittany, France. Historically specialized in sinks and faucets, SCD LUISINA has continuously expanded its range over the years to better support kitchen designers in their day-to-day needs.

Sinks, faucets, countertops, hoods, tables and chairs, kitchen accessories, and bathroom fixtures; SCD LUISINA now offers one of the most extensive and high-quality ranges in kitchen and bathroom equipment for professionals

SCHÜTTE is a German international family-owned industrial group

Together with its sister companies Kirchhoff, Eisl and Wasserwerk, Franz Joseph Schütte GmbH (founded in 1976) produces high-quality taps, sprays and sanitary products under the umbrella of the Schütte Group. Trust and satisfaction are the basis for the partnership with more than 150 customer groups with more than 6,500 sales outlets in Europe.

The German family-owned group employs around 250 people through its locations in Wallenhorst (Germany), Salzburg (Austria), Hong Kong (China) and Atlanta (USA).

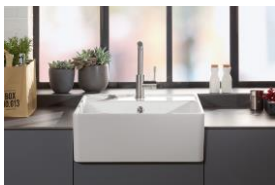
The integration of LUISINA into its German counterpart SCHÜTTE: a strategic alliance to boost growth and international expansion

The European market in kitchen and bathroom equipment for professionals continues its consolidation with this strategic alliance that promises to generate a range of synergies, both industrially and commercially.

This thoughtful and long-term project is based on a convergence of shared interests and common values between two independent family entities. By combining the recognized expertise of the German group in equipment design with the proven know-how of the Breton group and its knowledge of the French market, this initiative marks the beginning of a new phase of growth and shared success.

The benefits of this partnership are manifold: strengthening the competitive position of both groups in their national and international markets, paving the way for increased operational and commercial synergies, and enabling optimization of production processes and a more diversified offering for B2B customers.

SCHÜTTE
GROUP



The Breton group sees in this integration opportunity the chance to preserve and strengthen the DNA that has made it successful since 1989. Respect for family heritage and regional values is at the heart of this alliance, ensuring the sustainability and continuity of the activities of both groups over time.

Valery Jeuland, general director of SCD LUISINA : *“We’re delighted to be joining the SCHÜTTE Group, which will enable us to build our business over the long term and offer us many opportunities for mutual development and synergies.”*

Björn Schütte, shareholder-manager of SCHÜTTE Group GmbH : *“We are very pleased to welcome LUISINA, a successful medium-sized family business, into our corporate group, which will significantly support us in our international growth strategy. Preserving the core values of two family businesses and our mutual local commitment are fundamental elements of our shared future.”*

Both entities are now eager to realize their common vision together and to write the next successful chapters of their history. The turnover of the new group amounts to more than 175 million euros.

LINKERS, Advisor to the Vendors

Further to advising the Jeuland family on an OBO with Banque de Vizille and Bretagne Participations when its founder Jean Jeuland handed over the company to his children in 2004, LINKERS has once again supported the Jeuland family to arrange the strategic alliance of the LUISINA and SCHÜTTE groups in respect of the objective of business development and complying with the entrepreneurial and societal values of both family-owned ETIs.

Advisors to the Vendors:

Financial: **LINKERS** (Philippe Delecourt, Michèle Fine)

Lawer: **ADVANT ALTANA** (Gilles Gaillard, Alexandra Ferrier)

Advisor to the Buyers:

Legal & Due Diligence: **RÖDL & PARTNER** (Laurence Cuillier, Alexander Seufert, Justine Pfeiffer, Typhaine Lacau, Aurélia Froissart, Tiphaine Puzin, Julia Planty).

Financial: **TRANSACTIONS & Cie** (Christophe de Backer, Bastien Robert, Estelle Minoret).



LINKERS relies on the experience of its partners to assist companies from all sectors, and offers them personal advises concerning:

- Disposals, Acquisitions, Transmission
- Fundraisings, OBOs, MBOs, MBIs
- Distressed M&A
- Business valuation
- Financial engineering



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