



## Press Release

### **InCA group announces the purchase of Logis du Pertuis and carries out its first acquisition since Omnes's investment in July 2017**

Bordeaux, 25th July 2018 - Following in-house discussions, InCA group announces the purchase of Logis du Pertuis, a renowned and traditional single-family home builder in the Charente-Maritime region of France. This self-financed deal is the group's first acquisition since Omnes's original investment in July 2017.

Established in 1989 and managed by Jean-Marc Delpéch, the company Logis du Pertuis is specialized in the construction of individual houses. It operates through a network of three commercial agencies, based in Rochefort, Royan and Ile d'Oleron. Logis du Pertuis offers an extensive catalogue of houses in two distinct ranges, traditional homes and contemporary homes.

In a fragmented and naturally consolidated market, InCA group is taking a new step in its territorial network with the acquisition of the Logis du Pertuis, less than a year after becoming independent. This acquisition perfectly matches the strategy shared with the company's investors. It allows InCa to develop in a catchment area within Charente Maritime, which is recognized as strategic and in perfect harmony with New Aquitaine; InCA's domestic market.

InCA group is maintaining its local team who will continue the venture and support the development of Logis du Pertuis within the group. InCA group will bring its know-how to the Logis du Pertuis teams and suggest purchasing synergies and the sharing of good practice. The aim is to accelerate the commercial development of Logis du Pertuis through its existing physical agencies and the implementation of an effective digital scheme. The group also wants to expand Logis du Pertuis's production facilities through a network of extended subcontractors and to promote greater customer satisfaction, one of the key and recognized strengths of InCA.

InCA is one of the regional leaders in the construction of single-family homes in isolated areas, with three strong brands in New Aquitaine: Maisons Clairlande, Les Demeures de la Côte d'Argent and Rouquié Constructions. With this acquisition, the group is expanding its territorial network in Charente Maritime. The Group generated a €36 million turnover in 2017 and has sold more than 500 homes over the year.

Jean-Marc Delpéch, outgoing manager of Logis du Pertuis: *"I have every confidence in the management team of the InCA group, in particular Rémi Fromaget and Lionel Husson, whom I congratulate for this deal which was swiftly carried out with speed and allows Logis du Pertuis to begin a new stage in its development."*

Rémi Fromaget (Chairman) and Lionel Husson (Managing Director) of InCA group: *"We are delighted to welcome the company Logis du Pertuis to our group, a company with which we share common values. In addition to our current quality exchanges, I would like to acknowledge the support and professionalism of the Omnes teams in this new acquisition process."*

Frédéric Mimoun, Director at Omnes: *"This transaction carried out on a proprietary basis is perfectly in line with the strategy we defined with InCA management when we first invested; both strategically"*



*(complementary catchment area, strong brand) and financially (perfectly accretive deal-wise and operationally)."*

**Participants:**

- Groupe InCA: Rémi Fromaget (Chairman), Lionel Husson (MD), Cécile Herve (Sales Director), Gaëtan Leray (Project Manager)
- Omnes: Frédéric Mimoun (Director), Antoine Joris (Associate )

**Sellside Advisors:**

- Legal advice: Squadra Avocats (Stéphanie Gerard)

**Buyside Advisors:**

- Legal advice: Cabinet Jazottes et Associes

**About Groupe InCA**

The InCA Group, with a staff of 120, brings together three brands in the single-family home space that have been dedicated to satisfying their customers since 1954. As a consequence, nearly 20,000 families have already placed their trust in Maisons Clairlande, Les Demeures de la Côte d'Argent and Rouquié Constructions across New Aquitaine, with a satisfaction rate of more than 97% in 2016. Based on values centred around the individual and professionalism, the group attaches as much importance to the quality of its construction as the services it provides. Through listening carefully to the outside world, many rewarding innovations have been inspired. The involvement of Omnes, a company committed to developing ambitious companies in respect of human and eco-citizen values, will make it possible to develop very quickly InCA group's project combining digital, operational efficiency and well-being at work. The group is set to double its turnover by 2021.

**About Omnes**

Omnes is a leading Paris-based European investor in private equity and infrastructure. With €3.6 billion of assets under management, Omnes provides SMEs with the capital needed to finance growth. The firm has dedicated investment teams across three key areas: Venture Capital, Buyout & Growth Capital and Infrastructure. Omnes is owned by its employees. Omnes is committed to ESG issues and has set up the Omnes Foundation in aid of children's charities. It is also a signatory to the United Nations Principles for Responsible Investment (PRI). [www.omnescapital.com](http://www.omnescapital.com)



**Press contacts**

Omnes: Gaëlle de Montoussé, [gaelle.demontousse@omnescapital.com](mailto:gaelle.demontousse@omnescapital.com) – +33 1 80 48 79 16  
Brackendale Consulting: Fay Margo, [fay@brackendaleconsulting.com](mailto:fay@brackendaleconsulting.com) - +44 7962 1115825