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PRESS RELEASE

DELI HOME CONTINUES INTERNATIONAL GROWTH WITH ARDIAN AS A STRONG PARTNER

Dutch made-to-measure manufacturer and distributor of high-quality timber-based home improvement products embarks on pan-European growth strategy with Ardian's support

Gorinchem, the Netherlands, April 6, 2021 – Ardian, a world leading private investment house, has signed an agreement to support Deli Home in its international growth plans. Deli Home – “The Digital Carpenter” – is a Dutch made-to-measure manufacturer and distributor of high-quality timber-based home improvement products such as doors, storage and floors and its products are marketed via a combination of do-it-yourself retailers, builders’ merchants and online markets. This transaction marks the first investment in the Netherlands for the Ardian Expansion team. Together with Ardian, Deli Home’s management team will pursue its strategic roadmap to grow the business further and build a pan-European player.

Deli Home is based in Gorinchem, the Netherlands, and has a heritage dating back to 1869. With revenues of more than 340 million Euro and 1,250 employees, the company holds a market leading position in the Benelux. Over the past years, the management team - under the leadership of Victor Aquina (CEO) and Jan-Willem Smits (CFO) – has transformed the company from a distributor to a value-added manufacturer of made-to-measure timber-based home improvement products with a fully integrated digital configurator platform, a broad logistics network and category management capabilities.

Victor Aquina, CEO of Deli Home, said: “We have a clear growth strategy that is focused on two pillars: On the one hand empowering consumers to use digital solutions for facilitating custom home-improvements and on the other hand, further expansion across Europe. Given that two of the key markets we want to address are France and Germany, Ardian with its strong European footprint and network is an ideal partner for us. The Ardian team has impressed us with their deep understanding of the market and will provide valuable insights from its expertise. We look forward to capitalizing on this opportunity and growing the business to reach its full potential.”

Dirk Wittneben, Head of Ardian Expansion Germany, added: “Deli Home has a strong and seasoned management team that has built a convincing growth platform with a proven M&A track record, as underpinned by the acquisitions of Numdata and Weekamp Deuren. We see significant growth potential through further buy & build and expanding the company’s footprint outside of the Benelux. We look forward to working in partnership with management and supporting the company on its growth path.”

The transaction remains subject to the authorization by the competition authorities. The financial terms of the transaction were not disclosed.

LIST OF PARTICIPANTS

Ardian: Dirk Wittneben, Florian Haas, Nicolas Münzer, Janine Paustian
Legal Corporate / Finance: Freshfields (Harald Spruit, Mandeep Lotay)
Financial: Deloitte (Egon Sachsalber, Tanya Fehr)
Tax / Structuring: EY (Anne Mieke Holland)
Commercial / Operational: Roland Berger (Sameer Mehta, Switbert Miczka)
Tech / Digital: WDP (Christoph Nichau, Johannes Dierkes, Simon Ludwigs)
ESG: PwC (Emilie Bobin)
Environmental: ERM (Werner Schulte)
M&A: ABN AMRO (Eric Altmann, Tammo Gunst)
Debt Advisory: Deloitte (Thomas Schouten)

ABOUT ARDIAN

Ardian is a world-leading private investment house with assets of US\$ 110bn managed or advised in Europe, the Americas and Asia. The company is majority-owned by its employees. It keeps entrepreneurship at its heart and focuses on delivering excellent investment performance to its global investor base. Through its commitment to shared outcomes for all stakeholders, Ardian's activities fuel individual, corporate and economic growth around the world. Holding close its core values of excellence, loyalty and entrepreneurship, Ardian maintains a truly global network, with more than 700 employees working from fifteen offices across Europe (Frankfurt, Jersey, London, Luxembourg, Madrid, Milan, Paris and Zurich), the Americas (New York, San Francisco and Santiago) and Asia (Beijing, Singapore, Tokyo and Seoul). It manages funds on behalf of more than 1,000 clients through five pillars of investment expertise: Fund of Funds, Direct Funds, Infrastructure, Real Estate and Private Debt.

Ardian on Twitter @Ardian

www.ardian.com

ABOUT DELI HOME

Deli Home is a Benelux market leading producer and distributor of made-to-measure, do-it-yourself and building supplies.

With revenues of over more than 340 million Euro and 1,250 employees and known brands as CanDo, Skantrae, Weekamp, Lundia and Bruynzeel our products are well known by professionals and consumers. Deli Home, based in Gorinchem, the Netherlands, has sales-offices and production locations all across Europe (Belgium, Portugal, Czech Republic, Poland, France and Hungary).

www.deli-home.com



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