



French acquire shares of Netherlands-based Waterland

## **Major score Staci Group with acquisition of Base Logistics Group**

**Paris, March 15, 2021** - Staci Group, a digital and logistics hub, has signed the acquisition of its industry peer, Base Logistics Group, a specialty logistics provider mainly focused on complex logistics services for Medical and High-Tech industries. Base Logistics Group, based in Moerdijk (the Netherlands), consists of the logistics companies Base Logistics, HealthLink and Special Logistic Services (SLS).

With this acquisition, Staci Group strengthens its positioning into the management of complex orders with complementary services (including international transportation-related); and continues the expansion of its foothold in Europe and the United States.

The new group will rely on a solid network of 60 warehouses and 200 Strategic Stock Locations, 2,500 employees and state-of-the art in-house software (and digital solutions) to offer to their clients premium services with high reliability and a clear expertise in precision logistics.

Staci Group is an independent and flexible international logistics specialist. Staci has developed a wide range of innovative and tailor-made logistics services to address their customers' evolving needs as well as the rise of multi-channel distribution. Staci is headquartered in Saint-Ouen-L'Aumône (France) and has a total of more than 50 branches in Europe and the United States. Staci Group is controlled by Ardian, alongside the managers and Société Générale Capital Partenaires.

With the acquisition, Staci Group will replace Waterland Private Equity Investments, which has been an investor in Base Logistics Group since 2016. Robin Voet, CEO of Base Logistics Group, is pleased with the acquisition by Staci Group: "This acquisition makes us part of a successful logistics organization that fits Base Logistics Group very well in terms of vision and values. From the very first contact with Thomas Mortier and his team there has been a good click between us and I am therefore confident in the future with Staci Group as our strategic shareholder."

Thomas Mortier, CEO of Staci Group is looking forward to expanding his organization: "We are pleased to have had the opportunity to add such a strong and successful logistics service provider to our group. We therefore warmly welcome all employees of Base Logistics, HealthLink and SLS within our organization and I am very much looking forward to the collaboration."



### **Intact**

Base Logistics Group will operate separately within Staci Group and will remain independent as an organization after the acquisition. "We have created strong synergy between the companies Base Logistics, HealthLink and SLS in recent years and we will continue to do so after the acquisition," says Robin Voet. Thomas Mortier adds: "In this sense, nothing will change for Base Logistics Group customers. We will of course make intensive use of each other's expertise and networks, which will make the service offering to customers of Base Logistics Group and Staci Group even more attractive."

### **Waterland**

William Ford, Investment Director of Waterland Private Equity Investments, looks back with much satisfaction on the past 4.5 years in which Waterland was a shareholder of Base Logistics Group: "Together with the management, we have further strengthened Base Logistics Group's position in the market in recent years. Thanks in part to the addition of HealthLink and SLS to the group and the unique proposition of the companies, we have consistently achieved high growth figures and have developed Base Logistics Group into a major logistics service provider. We thank Robin Voet and the strong team around him for the good collaboration and wish Base Logistics Group every success under the Staci Group umbrella."

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### **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. Follow Ardian on Twitter @Ardian  
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### **ABOUT BASE LOGISTICS GROUP**

Base Logistics Group is a global asset-light provider of integrated transport and warehouse management services, founded in the Netherlands. The group specializes in time- and mission-critical services for the high-tech and medical industries. Base Logistics Group is headquartered in logistics hotspot Moerdijk and consists of the subsidiaries Base Logistics, HealthLink and Special Logistic



Services (SLS). As part of the strategy to become an internationally leading logistics organization, HealthLink was added to Base Logistics Group in 2017. Operating out of 's-Hertogenbosch (the Netherlands), Waalwijk (the Netherlands), Raleigh (USA) and Memphis (USA), HealthLink is a logistics outsourcing partner for life science manufacturing companies. In 2019, SLS also became part of Base Logistics Group. With offices in Breda and Amsterdam (the Netherlands) and Schelle (Belgium), SLS is a Field Service Logistics specialist mainly focusing on service organizations within the Benelux. Base Logistics Group now has approximately 65,000m<sup>2</sup> of storage space in Memphis (United States), Amsterdam, s-Hertogenbosch, Waalwijk, Moerdijk (the Netherlands) and Schelle (Belgium) where time-critical goods such as spare parts are stored. Including the brands Base Logistics, HealthLink and SLS, Base Logistics Group has more than 450 employees and an annual turnover of €100MM.

[baselogistics.com](http://baselogistics.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: pharmaceutical & healthcare, automotive, petroleum, telecom, retail, hotels, restaurants & catering, tourism, food & beverage, bank & insurance 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 for bar-coded products (cosmetics, broadband boxes, spare parts, high tech products) and non-bar-coded items (POS and merchandising material, marketing and communication print, promotional products). 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 53 warehouses in Benelux, France, Germany, Italy, Spain, the Netherlands, UK and USA with 2.000 employees and has recorded €314MM sales in 2019.

[STACI.com](http://STACI.com)

#### **LIST OF PARTICIPANTS**

**Staci:** Thomas Mortier, Brigitte Andréolis Clavier, Volcy Daubech, Olivier Thomas

**Ardian:** Lise Fauconnier, Alexandre Vannelle, Rafik Alili, Anaïs Robin

**M&A advisor:** Nielen Schuman (Jan de Wilde, Ernst Berger, Thomas Van de Steen)

**Legal advisor:** Stibbe (Björn van der Klip, Omar El Gachi) and Weil, Gotshal & Manges (Guillaume Bonnard, Côme Wirz)

**Commercial and strategic advisor:** Bain & Company (Jérôme Brunet, Doris Galan, Arnaud Dubois)

**Financial advisor:** Eight Advisory (Philippe Fimmers, Edouard Decamp)

**Operations and IT advisor:** Alix Partners (Nicolas Beaugrand, Sylvain Gasquet), Singulier (Rémi Pesseguier)



**Waterland:** William Ford, Bart Verhoeff

**M&A advisor:** Lincoln International (team led by Martijn Koops)

**Legal advisor:** Lexence (team led by Kevin Beukeveld)

**Financial advisor:** Alvarez & Marsal (Casper de Bruyn, Diederik van de Scheur)

**Management advisors (legal):** Van Doorne (Onno Boerstra, Sjoerd Stokmans, Ellen de Kok)

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