

For immediate release

Affentranger Associates SA advised Foncia Groupe on the acquisition of GRIBI

Zurich, March 7th, 2019. Affentranger Associates advised Foncia Groupe, the leader in property management services in France, on the acquisition of family-held GRIBI, headquartered in Basel, a key player in property management, sales & marketing and construction management in German-speaking Switzerland. This transaction was closed on March 1st, 2019.

This is the first acquisition of Foncia Groupe in the Swiss-German market and will allow the company to establish a strong footprint in the region. With its portfolio of more than 35'000 residential and commercial properties as well as the strong brand, GRIBI is a key property manager in German-speaking Switzerland. The acquisition provides a highly complementary addition to Foncia Groupe's existing activities and leading position in the French-speaking part of Switzerland via its local subsidiary DBS Immobilier.

Mr Christophe Hubschmid, CEO of DBS Immobilier, highlights: "With GRIBI we add a renowned brand to our portfolio and further demonstrate the expertise in our group. This integration is the first step of our expansion strategy into the German-speaking part of Switzerland, which is one of the main objectives of DBS Immobilier. In addition, we also support and promote the further development in the French-speaking part where we've performed 600 transactions in the last year."

Present across nearly 500 sites throughout Europe (France, Germany, Switzerland & Belgium), Foncia Groupe is the leading residential real estate services company in France. In 2017, Foncia Groupe generated revenues of c. EUR 750m and is ultimately majority-owned by Swiss-based Partners Group.

Affentranger Associates introduced the acquisition opportunity to Foncia Groupe and acted as its exclusive financial advisor in the entire M&A transaction. In this role, it implemented an efficient process, creating a strong trust basis between both parties and integrating its strong knowledge of the real estate sector. The transaction highlights Affentranger Associates' competences in advising on cross-border transactions and to establish sustainable entrepreneurial solutions for its clients.

info@aasa.com
www.aasa.com

tel +41 44 575 28 28
fax +41 44 575 28 27

uraniastrasse 26
8001 zurich
switzerland

affentranger associates sa





For additional information please contact:

Markus Decker
md@aasa.com
+41 44 575 28 28

Aurélien Renaud
ar@aasa.com
+41 44 575 28 24

About Affentranger Associates SA

Incorporated in 2002, Affentranger Associates SA (aasa) is a business platform focused on the theme of value creation. As trusted M&A advisor, aasa provides tailored entrepreneurial solutions based on unbiased and independent advice. aasa supports its clients to analyze and understand major industry trends, evaluate strategic options and execute value creating corporate finance transactions. Highest ethical standards and flawless execution are the cornerstones of the professional advisory work.

As principal investor, aasa has the ambition to achieve sustainable long-term returns by investing a combination of labor and capital in companies which are in a transition phase.

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