

## Press Release

### **Intys, Belgian consultancy firm signs a first acquisition in France, one year after Omnes's original investment**

**Paris, 17 July 2020** - With the backing of its shareholder Omnes, Intys has acquired Univers Retail, a management and operational strategy consulting firm, specialised in distribution and retail. This is the first acquisition completed by the Belgian consultancy firm since Omnes invested in the company in July 2019.

Based in Brussels, Intys is one of the leading consulting firms in Belgium. As a multi-specialist player, Intys has a recognized expertise in the healthcare, energy, industrials and financial services sectors. Its 80 clients include leading companies and institutions in Belgium, Luxembourg and France. The firm generated a €35 million turnover in 2019 and has a staff of 360.

Based in the regions of Paris and Lille, Univers Retail is an independent management and operational strategy consulting firm specializing in the B2B and B2C distribution sector. It supports major retail chains from defining their strategy to its operational implementation. Univers Retail has 60 employees and generated around €9 million in turnover in 2019.

This acquisition fits perfectly within the strategy defined by shareholders: to allow Intys to enter a new phase of its development through external growth to become a leading European player. With Univers Retail, Intys is strengthening its presence both in France, and also in the distribution sector

Philippe Metz, CEO and co-founder, Intys: *"The combination of know-how and skills of Univers Retail and Intys will provide a lasting competitive advantage. Beyond the obvious synergies, it is the management culture of Retail Univers, valuing entrepreneurship, excellence and responsibility, that has reassured me of the merits of this deal."*

Cyril Besse, Senior partner, Univers Retail: *"This merger with Intys represents a real opportunity for Univers Retail and fits perfectly with our ambition: to become one of the leaders in consulting in the retail market. This deal will allow us to accelerate our international development and, more generally, the deployment of our strategy. I am convinced that synergies that will develop quickly will benefit our employees and our customers, and will create value for the Group."*

Jess Wizman, Principal, Omnes: *"This transaction illustrates the strategy of our mid-cap Omnes Croissance 4 fund, which aims to create operational value through a selective build-up strategy. We are delighted to support Intys in its growth with this first acquisition made a year after our original investment."*

## **Participants**

### **Omnes, Mid Cap Buyout & Growth**

Stéphane Roussilhe, Partner  
Jess Wizman, Principal  
Céleste Lauriot dit Prévost, Associate

### **Advisors**

Legal advisor: Hoche Avocats (Didier Fornoni, Georges-Dominic Sardi), Liedekerke (Damien Conem)  
Financial advisor: Advance Capital (Thomas Recipon, Alice Van Der Schriek)  
M&A advisor: Crescendo finance (Alexandre Folman, Yoann Roussel)

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## **About Omnes**

Omnes is a leading Paris-based European investor in private equity and infrastructure. With €4 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)

## **About Intys**

Founded in Belgium in 2007 by Michel Van Hemele and Philippe Metz, Intys is a multi-specialist management consulting firm, with recognized expertise in the healthcare, energy, industrials and financial services sectors. Its clients include leading companies and institutions. In 2019, Intys generated a €35 million turnover, with a staff of 360 across three countries (Belgium, Luxembourg and France).

Particular attention is paid to recruiting consultants who share the same values as management of performance and responsibility. Thanks to its capacity to innovate and offer solutions which meet the needs of society, and aware for a long time of its role to play in environmental and social transition, Intys has a tradition of volunteering and skills sponsorship.

## **Press Contacts**

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