

# Partnership opportunity

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# Company profile

- **Location:** **Headquartered in Northern France. Present all over Europe** and expanding in other countries. (Western and Eastern) Europe is still the major focus.
- **Activity:** Mail-order and web-based retail
- **Products/Markets:**
  - Textile and home decoration (3 Suisses, Blanche Porte...)
  - Cosmetics (Club des créateurs de beauté, JV with L'Oréal in France and Japan)
  - Office supply and furniture (JM Bruno, Otto office)
  - Financial services (Cofidis, Covefi Bank)
  - Various BtoB services (call center, debt collecting, graphic expertise, supply chain...)
- **Customers:** BtoC, BtoB Mail and web retail group

# Figures

- Employees: **12 000**
- Consolidated turnover: **3 billion €**
- Customer credit: **6 billion €**
- Sales in Europe: **France 75%, rest of the world: 25%** with a 2 digits expansion.

- **Priority: expansion into Asia.**
- Also **shows an interest for JVs with American groups**, but limited to the countries where they already are located. They do not intend to expand to Northern and Southern America.
- **Targets leaders on various fields** like L'Oréal in cosmetics to create "mail" order JV (mostly internet based) like Club des Créateurs de Beauté.
- It can be an automotive parts and accessories retailer, like a jewel and fashion accessories specialist....



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