

Press release

Abac Solutions closes the sale of Isolana to BME Group, one of Europe's leading building material distribution companies

This deal complements BME's geographical coverage, entering in the attractive Spanish market

Barcelona, 2 June 2021. Private equity fund Abac Solutions closes the sale of Isolana, the Spanish leading independent distributor of interior finishing and general building materials, to BME Group (owned by Blackstone) after completion of customary regulatory approvals.

Isolana, which traces its origins to 1939, was acquired by Abac Solutions in 2019. The group consists of two distribution formulas, under the brands Isolana and La Especialista, as well as the metal profiles manufacturer Isopractic and the installation company La Instaladora.

Isolana is one of the market leaders in the supply of interior finishing building materials in Spain, with 36 distribution centres and 70,000 sqm facilities. The group benefits from a nationwide network to distribute also other general building materials, predominantly focused on the residential renovation market.

Since Abac Solution's investment in Isolana in 2019, the company has reached industry leading standards of management, sustainability, processes, quality, and profitability which helped consolidate the company's leadership in its market.

With this acquisition, BME Group –which is already present in the Netherlands, Belgium, Germany, Switzerland, France, and Austria– complements its geographical coverage, gaining a strong strategic foothold in the Spanish market.

Josep Suriñach, Isolana's CEO, said: "We would like to thank Abac for their leadership and support in helping us to set our purpose, grow the business and improve digitalization and sustainability at the company. We are very excited about the prospects of becoming part of the European leader BME Group and leverage its vast resources, talent and industry knowledge to continue innovating and consolidating organic and inorganic growth in the Spanish market".

Remco Teulings, Group CEO of BME, said: "Isolana marks an important milestone in the journey of our company with the entry into a new, attractive growth market. The acquisition also provides further balance to our already diversified geographic footprint. We believe that Isolana is well positioned to further expand its leading position under the leadership of Josep Suriñach and his team. We very much look forward to welcoming the Isolana employees to our group".

Oriol Pinya, Abac Capital co-founder, said: "We are very pleased with the transformation Isolana has achieved during our ownership. Josep Suriñach and his team took the legacy of Isolana's founders and have worked relentlessly to reposition the company as a truly sustainable business becoming the industry leader in the Spanish market. We would like to thank Josep Suriñach and his team for their excellent job and wish them all the best in the new phase of development of the company".

In this transaction, Abac was advised by Rothschild & Co (M&A), Baker McKenzie (contracts), Attalea (sustainability) and Deloitte (financial, legal, tax and labour due diligence). BME Group was advised by

Clifford Chance (legal and labour due diligence and contracts) and PwC (financial and tax due diligence).

About Abac Solutions

Abac Solutions is a private equity fund comprised of institutional investors from Europe, United States and the Asia-Pacific region that invests in Spain-based SMEs with international potential. The fund's manager, Abac Solutions S.à r.l. is advised by Abac Capital S.L. The Abac team, led by Oriol Pinya, Borja Martínez de la Rosa and Federico Conchillo, has over 100 years of experience in private equity, with a track record across a wide variety of sectors, countries, development stages and equity and debt-like instruments. Abac Capital is a certified B Corp, testament to its sustainability commitment. Abac Solutions current portfolio includes protein-based dietary product company PronoKal Group®; electro-plating supplier for the car industry Plating Brap; multi-brand restaurant chain Avanza Food; omnichannel motorbike equipment retailer Motocard; fruit and vegetables distributor Grupo Agroponiente; household and personal care products manufacturer Iberfrasa; and veterinary products distributor Nuzoa.

About BME | Building Materials Europe

Building Materials Europe, headquartered in the Netherlands, is the 3rd largest building materials distribution platform in continental Europe in terms of revenues, with a presence across The Netherlands, Germany, Switzerland, Austria, Belgium and France. BME sells building materials to professional builders, specialist heating and plumbing installers and consumers through a network of outlets operating under trusted brands.

The Group is active in two main business areas: General Builders Merchants (GBM) and Sanitary, Heating and Plumbing (SHAP) with a small activity in DIY in Germany. The BME group employs close to 9,000 FTEs operating more than 565 locations in 6 countries with sales revenue (2020) amounting to €3.9bn. Further information is available at www.bme-group.com.

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