

# Frans Bonhomme: the merger with Point.P TP complete at 100%, the transformation is accelerating

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## Image



Takeover of Point.P TP digested, final sale-leaseback of the real estate portfolio, resizing of the supply chain , optimization of decision-making circuits...: these major projects completed, ETI now wants to "design the Frans Bonhomme group of tomorrow".

*Frans Bonhomme*

While the merger between its entities Frans Bonhomme and DMTP (formerly Point.P TP) is now finalized, the Touraine group is going to do new things to simplify, streamline and optimize its customer and supplier relations. At the same time, it has just got rid of its last real estate assets.

Two and a half years after [buying DMTP from Saint-Gobain](#), the Point.P TP page has been turned. Definitively. In the field, the integration of the network began to be operational in the spring of 2020. With, over time, the rebranding of the 56 Point.P TP depots in the colors of the buyer, the sharing of a single information, the adoption of a unified collective agreement, but also the deployment of the [same strategy of specialization, even hyper-specialization of](#) the agencies.

On paper, the merger of the Frans Bonhomme and DMTP entities is now complete following a consultation held last June with the group's two social and economic committees. The draft merger agreement was filed on June 30. In a press release published on July 13, the distributor underlines that this is de facto the "last step

*of a merger already operational for almost three years" , but which had to be "postponed due to the health context". .*

**"The merger contributes to the affirmation of our industrial strategy. It's a tremendous lever for growth that brings more consistency and efficiency to our action. *Pierre Fleck* , Chairman of the Frans Bonhomme group (press release dated 07/13/2022)**

### **"Coherence, simplicity and efficiency"**

In the front office, customers and suppliers will retain the same contacts as before within the group. On the other hand, the administrative relationship will be simplified. *"With invoicing by a single company, identical coding of products and [common regional logistics platforms](#)" , cites the management of Frans Bonhomme as an example.*

On the back-office side, if the commercial organization remains *"unchanged"* , the group highlights *"coherence, simplicity and efficiency in terms of management: administrative simplification, simplification of customer relations and a more fluid logistics system"* .

### **Sale-Leaseback and Deleveraging**

Another *"strategic" operation* announced: the group piloted by Pierre Fleck has also sold all of its real estate assets. Still the owner in France of three plots of land and the walls of sixty agencies (out of a fleet of 380 depots), the distributor sold them to the Swedish real estate group AB Sagax . The operation does not lead to *"any site closure"* and has *"no impact on employment and more generally no direct consequences on the daily lives of employees"* , Frans Bonhomme points out.

Quoted in the press release, Pierre Fleck also mentions *"significant debt reduction and the strengthening of our financial structure"* at the end of this final sale-leaseback. Alongside [its new shareholder since the summer of 2020](#) , the multi-channel brand now believes that it has all the cards in hand to *"design the Frans Bonhomme group of tomorrow"* . At the dawn of her ninetieth birthday, which she will celebrate in 2025.

**The distributor specializing in materials and solutions for networks and infrastructures claims consolidated turnover [France + Spain] "of nearly €400 million in the first half of 2022". This is "a growth of more than 11% compared to the first half of 2021".**

**In France, the share of e-business ( webshop + e-procurement) represents "more than 20% of its sales" currently compared to less than 10% in 2020.**