



DESCOURS & CABAUD

2012

VERSION
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Descours & Cabaud
in France
and worldwide





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*In this document the number of collaborators and the number of outlets are the ones indicated for each reference month.



With the most complete offer on the market, Descours & Cabaud backs up its clients' activity in the building and public works industry, other industries, and the public or private tertiary sectors on a daily basis. Today more than five hundred fifty agencies proudly wear its colours.

Privileged contact for artisans and enterprises, expert in technical solutions for the industrialists, Descours & Cabaud is an asset for its clients. Its additional advantage is to be an independent group present in Europe in China and in the United States.

Key accounts find answers to their concerns regarding globalisation, buying rationalising, stock control and personalised services, in order to keep up with their territorial European development.

Fully committed to their clients needs for satisfaction, Descours & Cabaud permanently mobilises its commercial, logistical and administrative teams towards a main objective: efficiency.

Prolians and Dexis, its two european brand names respectively dedicated to the building trade and to the industrial trades, are true commercial conquest levers.

Based on communication and human contact, Descours & Cabaud, a unique model of multiproduct distribution and of multiprofessions, positions itself as a market leader because of its size, power and commercial solutions.

Descours & Cabaud Key figures

- 562 outlets
- 11 800 employees
- Unconsolidated sales of 2.91 billion euros in 2011
- More than 5.400 strong sales force
- Over one million product references
- Locations: France, Spain, Belgium, the Netherlands, Czech Republic, Slovakia, Italy, Switzerland, Germany, China and the United States

A human adventure over more than two centuries



Throughout its history, Descours & Cabaud has expanded with many subsidiaries. Its internal and external growth has increased in the last thirty years. The group has opened up to new business sectors and now has 562 outlets.

1782

César Dufournel opens the Lyon iron and steel shop that would later become Descours & Cabaud.

1861

André Descours and Lupicin Cabaud give the venerable firm of Dufournel the impetus it needs to expand worldwide. The company opens branches in Argentina in 1883 and Indochina in 1898.

1951

The Group opens premises in Africa.

1955

Expansion of Descours & Cabaud within France.

1961

The Group establishes a presence in Spain through the acquisition of Metalco.

1979

First presence in the United States through the takeover of Dillon Supply Company.

1994

The takeover of Groupe de Distribution de Fournitures Industrielles (Industrial Supplies Distribution Group - GDFI) makes Descours & Cabaud the leader in France for technical supplies to manufacturing companies.

1997 - 1998

With the acquisition of Imes (Belgium) and Soldevilla (Spain) in 1998 the Group confirms its desire to strengthen its European presence.

2000

Creation of two Descours & Cabaud European networks

- the multi-specialists: Prolians,
- the technical supplies: Dexis.

2003

The Group sells off its African interests.

2005

Laman joins Descours & Cabaud which strengthens its position in the Netherlands.

2006 - 2007 - 2008

As a shareholder in SLS, Descours & Cabaud gains a foothold in Slovakia and in Czech Republic with Technaco CZ. These two companies merged in 2009 under the Dexis banner.

Descours & Cabaud have acquired a stake in the Dutch company Destil and the Belgian company Van den Broeck.

2010

January • Acquisition of 40 % of the share capital of Medinabi Industria, a company based in Madrid, Spain. This company focuses on distributing mechanical transmission: 24 employees, 4 outlets.

March • Acquisition of 6 branches to the Brossette TP company. These outlets focus on distributing public works equipment join the Prolians Plastiques network and employs 26 people.

April • FRT Energie, based in Marcq-en-Barœul, France (59): specializing in air conditioning, heating pumps, ventilation and technical assistance. This company has 37 employees.

- Descours & Cabaud establishes a presence in Switzerland through the acquisition of Carrel, based in Yverdon. This company focuses on distributing steel products, heating, plumbing, tools, fixtures, building fittings. The company has 32 employees and 2 outlets.

October • Syntec, based in The Netherlands joins Destil. This company, specializing in building hardware has above 100 employees and 5 outlets.

- Descours & Cabaud establishes a presence in Italy through the acquisition of 50 % of the share capital of Ferexpert, in October. Based on Bologna and Ferrare, this company specializing in building hardware employs 40 people.

2011

January • Acquisition of Multijoint, based in Geneva, Switzerland. This company focuses on distributing Supplies and accessories for technical insulation and for ventilation equipment. Multijoint has 8 employees and 2 outlets.

April • Acquisition of Delux based in Slovakia (Vrblé) and Czech Republic (Podebrady). Delux is the Slovakian leader of Personal Protection Equipment and health products. This company employs 40 people.

- Acquisition of Quincaillerie Clément based in Angoulême, France: specializing in building hardware. This company has 33 employees and 3 outlets.

- Acquisition of Rodizar, based in the Spanish Basque country. Specialized in mechanical transmission and equipment with hand.

July • Acquisition of Panier, based in Paris region, specialized in iron and steel products, building hardware and fittings, tools and general supplies (27 employees).

2012

January • Descours & Cabaud establishes a presence in Germany with a business office named TKD-Dexis.

Our core business: distribution to professionals



The diversification of the Group now enables it to present an unequalled supplies and services offer: over a million different products supplied by the finest manufacturers in France and the rest of the world.

The ideal contact for artisans, businesses, administrations and local authorities, Descours & Cabaud forge lasting relationships with their customers based on the quality of the products, advice and services offered when and where they are needed. Descours & Cabaud make available to its customers the advantages of an independent group of international scale.

OUR STRENGTHS

- A dense network of sales outlets and efficient customer service.
- Sales exclusively to professionals and foresight for their needs and demands.
- Its in-house brand: **OPSIAL**
With Opsial, launched in 2001, Descours & Cabaud undertakes to offer:
 - Assurance of product quality at the best price
 - Coherent and sustainable product portfolios
 - Guaranteed product availability at all locations
 - An alternative to major manufacturers' brands
- Large inventory in every outlet, backed-up by regional and national logistics platforms.
- Advice and technical support based on the skill and know-how of staff.
- A continuing professional training policy
- More than 5,000-strong sales force.
- Technology monitoring to optimise the quality of our customers' purchases of high-performance goods and services.
- A Total Quality and customer satisfaction policy with an increasing number of outlets holding ISO 9001 certification.

Descours & Cabaud aims at satisfying its 350,000 customers whether their needs are standard or highly specialised.

In 2000 Descours & Cabaud launched two Europe-wide distribution networks, Prolians and Dexis. Prolians is the multispecialist network. Dexis is the technical supplies network.

PRODUCTS ADAPTED TO EACH TYPE OF CUSTOMER

Key Accounts can find answers to their concerns for global, pooled procurement, inventory management and personalised services to help them to expand.

Industrial companies in all sectors can count on Descours & Cabaud's expertise and responsiveness, whatever their technical solution needs may be.

With its geographical presence and wide range of products, Descours & Cabaud has become the privileged partner for local authorities and administrations.

Descours & Cabaud has an e-commerce offer: DC-CLIC, dedicated to the question of MRO purchases for Key Accounts.



A structure designed to serve our customers

PROLIANS, THE MULTI-SPECIALISTS



- 331 outlets in France, with 8,000 employees.
- 54 outlets in Belgium, Spain, the Netherlands, Italy, Czech Republic, Slovakia and Switzerland with 860 employees.

- In Europe, unconsolidated sales of 2.283 billion euros in 2011.

Prolians targets a varied clientele including individual entrepreneurs, building and public works firms, national and local authorities.

With its dense network, this multi-specialist brand has an unequalled presence.

Prolians provides its customers with attractive outlets that are designed to accommodate professional needs and, while enhancing the range of goods on offer, focus on providing advice in a friendly atmosphere.

Each Prolians outlet has an average 25,000 different products on inventory and provides technical and logistics assistance.

- Iron and steel products
- Non-ferrous metals and plastics
- Fluid transmission
- Construction materials, signalling
- Industrial plastics
- Tools and general industrial supplies
- Building hardware and fittings
- Sanitary, plumbing, heating, air conditioning, equipment for renewable energies
- Pools, irrigation and pumps
- Personal protection equipment.



DEXIS, THE TECHNICAL SUPPLIES



- 97 outlets in France, with 1,640 employees.
- 41 outlets in Belgium, Germany, Spain, the Netherlands, Slovakia and Czech Republic with 485 employees.

- In Europe, unconsolidated sales of 524 million euros in 2011.

Dexis serves primarily a manufacturing clientele, offering a selection of top brands promoted through a close partnership with major suppliers. Dexis supplies the following types of products:

- Machining
- Personal protection equipment
- Industrial components for maintaining mechanical power transmission
- Automatic control systems, Pneumatic power transmission, Instrumentation
- Industrial components for maintaining hydraulic power transmission
- Industrial plastics
- Industrial equipment and material
- Industrial supplies

Dexis offers its customers inventories located within easy reach of their premises, a customized logistics service and a very large supply of components and parts. Dexis also offers global advice and supply services.

The technical know-how of its sales staff, the size of its product ranges and the development of additional services (after-sales, assembly and finishing workshops) are for Dexis customers the guarantee that they will find the solution they are looking for.

PROLIANS AND DEXIS ONLINE

With Prolians Online and Dexis Online, Prolians and Dexis's subsidiaries provide their customers with an e-commerce tool for checking out product prices and availability and for placing orders 24 hours a day, 7 days a week.





SPECIALISED CLUSTERS

- 12 locations in France.
- 200 employees.

In France, unconsolidated sales of 49,1 million euros in 2011.

Descours & Cabaud Specialised Companies offer their customers a range of choice, technical support and know-how in a particular group of products or a specific sector:

- Metal goods
- Special steels
- Steel joinery and façades
- Nuts and bolts - screws

UNITED STATES

Descours & Cabaud is present in the United States through Dillon Supply Company, operating 27 branches in seven States: South Carolina, North Carolina, Georgia, Indiana, Kentucky, Tennessee and Virginia, with a total of 260 employees. In 2011 Dillon has generated unconsolidated sales of 60,7 million euros.



ESTABLISHED IN 1914

DISTRIBUTION CENTERS

PROLIANS LOGISTIQUE

8 national distribution centers: 4 for metal goods, 1 for stainless steels semi-finished aluminium goods and 3 distribution centers of building hardware and fittings.

DEXIS LOGISTIQUE

Transdexis: the logistics platform dedicated to technical supplies stocks 25,000 mechanical, hydraulic and pneumatic transmission, machining... product references on 4,600 m² of floor space.

PRODEX LOGISTIQUE

A centralised distribution center of nuts, bolts and screws available to all the subsidiaries in the Group.

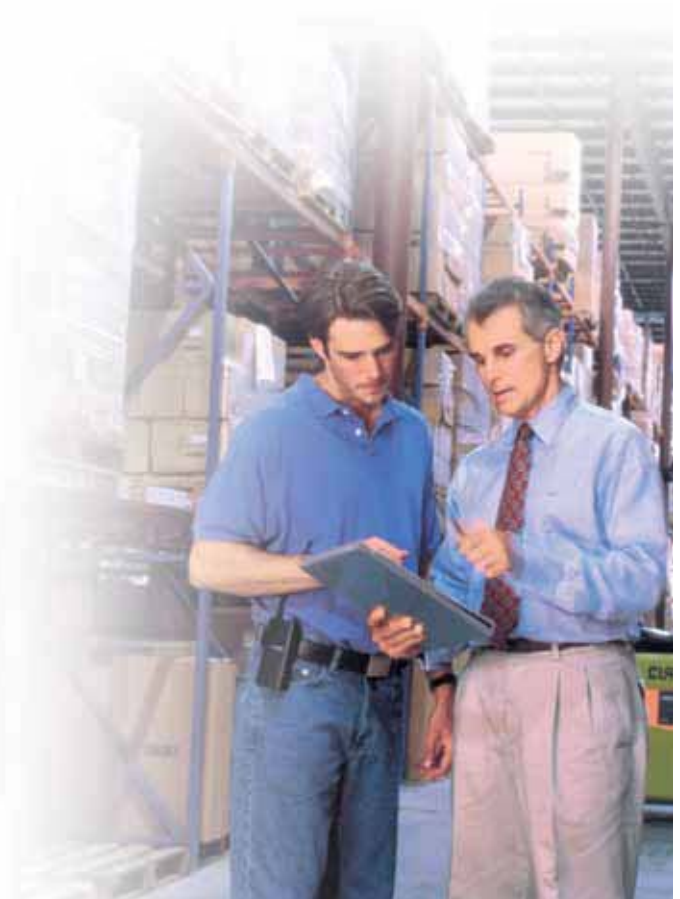


DEXIS

Specialised clusters

PROLIANS

DILLON



Descours & Cabaud and sustainable development



“Sustainable development is development that meets the needs of the present without compromising the ability of future generations to meet their own needs.”

Descours & Cabaud, a two-hundred-year-old group, is naturally sensitive to thinking ahead for the long term, which has always motivated its strategic choices. In 2007, it was the first professional distributor to provide a comprehensive product offering, called Handic’apitude, to facilitate access to buildings for mobility-impaired people and to ensure their comfort.

With support from ADEME, Descours & Cabaud has been involved in a pilot project since 2009 for displaying information on the environmental impact of hardware, tools and supplies for construction and industry.

The aim is to put together a product offering that meets the needs of the market for positive energy buildings and service industry buildings, whether for the supply of water, its transport and recovery, for building “shells” to make them “energy-positive”, not to mention the social aspect, with solutions for access control, accessibility and comfort, notably for an ageing population.

Descours & Cabaud is committed to promote Quality and the respect for Environnement all through its organisation. The Group adopted the following performance charter as a guide to our future development

CUSTOMER SERVICE

Descours & Cabaud’s purpose is to offer to its customers a constantly improving service by giving them an ever-wider choice of high-quality goods and solutions suited to their present and future needs in terms of quality, price and delivery-times. They get a one-to-one service and know they can rely on skilled specialists who are capable of providing customised advice and services.

PARTNERSHIP WITH OUR SUPPLIERS

Descours & Cabaud makes every effort to select the best suppliers among the most reputable companies all over the world. Its suppliers are chosen based on the value for money and service they commit to deliver, through him, to our customers. The group cultivate a very close relationship with them, based on confidence and mutual respect.

THE SKILL AND MOTIVATION OF OUR STAFF

Descours & Cabaud employees’ performance is based on ongoing training specifically designed for its profession.

They operate in a safe working environment that encourages communication. Their motto is “Get it Right First Time” while complying strictly with the company’s quality, safety and environmental objectives.

A BRIGHT FUTURE FOR THE COMPANY

Its ability to constantly improve its management processes, its sales efficiency based on discussion and action, and its strategies guided by clear objectives and guidelines that take account of the environment, produce results that enable Descours & Cabaud to invest so as to keep satisfying its customers and its staff.

A HIGH LEVEL QUALITY POLICY

To date 192 of our sites have been granted the ISO 9001 certification. Descours & Cabaud Management Services (SOGEDESCA) was also awarded certification on 12 August 1997 in order to ensure the best quality of services provided to major accounts, suppliers and procurements. Since May 2001 SOGEDESCA has been certified ISO 9001: 2000.

REACH

Since December 2006, the REACH regulations are instituting a new European policy relative to the management of chemical substances. They aim to improve the **knowledge** of, and then the **communication** of, the **hazards** of chemical substances and the **risks** associated with their use.

As a distributor, Descours & Cabaud has implemented a feedback process with its suppliers in order to identify any impact REACH might have on their products and on the sustainability of supplies. As of today, none of the products distributed by the group is affected.

Its Continuous Improvement Process (CIP) policy is a commitment to ensuring that the company’s impact on the environment is controlled at all times. Complying with legal requirements and committed to prevent pollution, the group has strict rules on the storage of potentially harmful products, the recycling of waste and the reduction of energy consumption.

QUALITY ENVIRONNEMENT

Our specific offers



The water and landscape businesses brand

Prolians, through its Hydralians brand, brings professionals in the water and landscaping sectors an all-round offering designed to enhance parks, gardens and the environment. Hydralians offers appropriate water management and water saving solutions.

The 39 Hydralians branches across France are dedicated to professional fitters, landscape designers, irrigation specialists, drillers, swimming pool specialists, fountain builders and designers, plumbers and local authorities.



Plastic solutions for construction and public works

Prolians Plastiques' 23 sales outlets are specialised in plastics solutions for construction and public works: tubes and fittings for wastewater disposal, pressurised supply, heating, sanitation, drainage, gas, etc.

These branches are committed to their customers for:

- choosing known suppliers who are selected for the quality of their products,
- technical advice and fast service,
- delivering to worksites with suitable vehicles.



The brand-name used by PROLIANS' subsidiaries with a sanitary ware showroom

As well as being a bathroom design concept, AQUALYS is also a chain of showrooms and a nationwide advertising catalogue aimed at the general public.

To date there are 34 Aqualys showrooms.



Professional solutions for improving the accessibility of buildings and for the convenience of disabled people.

The "Handic'aptitude" process has been designed by Prolians to help public and private project owners, local general contractors and construction craftsmen achieve compliance with the standards of the new French statutory regulations concerning premises accessible to the public - Etablissements Recevant du Public (ERP) and Installations Ouvertes au Public (IOP) - which take effect as from 31 December 2014.

The solutions provided concern accessibility to buildings, with lines of motorised gates and doors, but also electric door openers and ground guidance and marking solutions for the visually impaired and auditory or visual signage.

In the sanitation field, Handic'aptitude offers motorised adjustable-height brackets for wash basins and toilets specially designed for mobility-impaired people.

The wide range of technical solutions developed for the Handic'aptitude concept makes Descours & Cabaud the leader in terms of consulting and options, with the widest overall product offering in all construction fields.

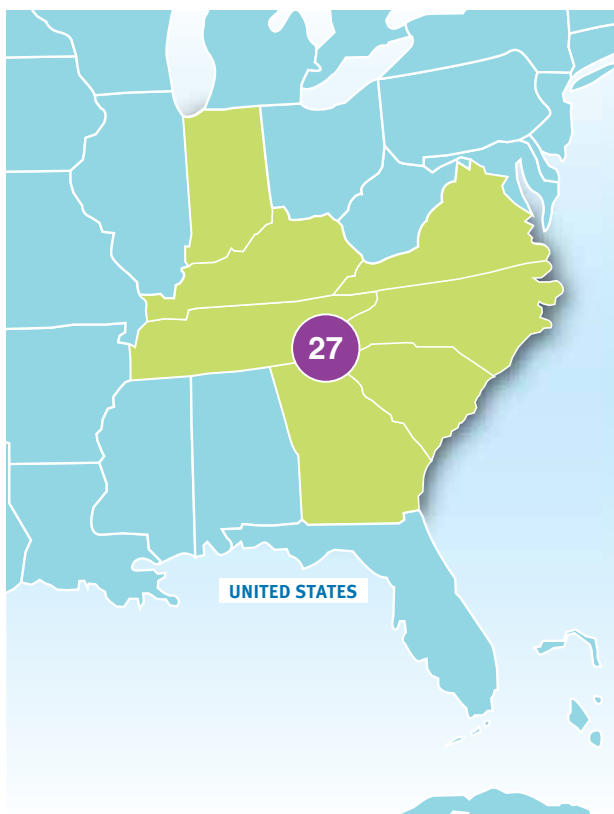
www.handicaptitude.fr



The Domotec Club, created by Prolians, is dedicated to the automation, video phone, access control, comfort and accessibility professionals.

Prolians, the French leader in building hardware distribution federates its most loyal installers in a club of experts who provides technical competence and professional advice on the themes of safety of persons and property, comfort and accessibility.

For more information www.descours-cabaud.com



- **Prolians, the multi-specialist network**

385 outlets (331 in France, 3 in Belgium, 13 in Spain, 2 in Italy, 31 in The Netherlands, 1 in Czech Republic, 1 in Slovakia and 3 in Switzerland)

- **Dexis, the technical supplies for manufacturing companies network**

138 outlets (97 in France, 1 in Germany, 7 in Belgium, 13 in Spain, 12 in The Netherlands, 1 in Czech Republic and 7 in Slovakia)

- **Specialised clusters**

12 outlets in France


































- **Dillon Supply cy**

27 outlets in United States

562 outlets



The DESCOURS & CABAUD product offer

	Beams Merchant bars Special sections		Cast iron Highway drainage Traffic facilities		Personal safety equipment Health & Safety
	Flat products		Drainpipes - pipes Flanges - Connectors Industrial valves		Nuts and bolts - Screws Fasteners
	Sectional tubes		Plumbing and heating Equipment for renewable energies Pools, irrigation and pumps		Industrial supplies
	Cold-rolled sections		Joinery system JANSEN		Machine-tools
	Reinforcing bars Welded wire-netting Reinforcements - treilliswork		Building equipment Civil engineering - Signage		Metrology
	Gates and fencing Wire - Nails		Door furniture Building ironmongery and fittings		Machining
	Roofing and cladding		Tooling		Mechanical transmission
	Expanded metal Factory-made sheet metal Grating - Industrial flooring		Electric hand tools Electricity generators		Hydraulic transmission
	Stainless steels Semi-finished aluminium goods		Compressed air		Automatic control systems
	Industrial plastics		Welding		Pneumatic transmission
	Plastics for the construc- tion industry		Hoisting - Handling Storage		Instrumentation



DESCOURS & CABAUD

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Technical Supplies for building and manufacturing industries