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## M&A among family businesses: Luther advises cosmetics retailer Parfümerie H.C. throughout its sale to the French Bogart group

Well-established German cosmetics retailer Parfümerie H.C. acquired by French family business // Bogart group doubles the size of its retail network

**Hanover – Founded 50 years ago by the Warschau family, the German Parfümerie H.C. group was acquired by the French Bogart group in early December 2016. With this acquisition, the listed Bogart group, which is likewise a family business, has doubled the number of its retail boutiques. The owners of the cosmetics chain Parfümerie H.C. chose the M&A team of Luther Rechtsanwaltsgesellschaft to support them in the transaction.**

With a special competence centre for family businesses and entrepreneur families, Luther was able to draw from its special experience in this area. As a result, the parties were able to complete the transaction according to schedule, which was rather tight due to regulatory constraints. According to information from the buyers, the acquisition of 100% of the capital of the Parfümerie H.C. group is to be done as a cash deal, financed out of Bogart's equity capital. The new company will be consolidated in the group financial statements as of 01 December 2016. The new business division of the Bogart group will then include 152 points of sale in Germany, France, and Israel.

### About the Parfümerie H.C. Group

HC Parfümerie Group marries iconic products and brands with expert advice in fragrances, skincare products and cosmetics. Founded by the Warschau family which opened its first sales outlet as far back as 1971, today, the Group includes 80 own-brand boutiques and 7 franchise stores across Germany. The Group employs more than 400 members of staff. In 2015, the Parfümerie H.C. Group posted turnover of over €30 million.

### About Bogart Group

Bogart Group is an independent family owned company which manufactures and distributes luxury fragrances and cosmetics. The Group is present in more than 90 countries and markets products in France via selective cosmetics networks and overseas via local distributors and Group subsidiaries. The Group employs 631 members of staff and generates more than 72% of its turnover outside France. In 2015, the Group posted turnover of over €95 million. Total Group revenues (Ted Lapidus licenses included) amounted to more than €97 million in 2015.

BOGART Group is listed on the Euronext Paris stock exchange (JBOG – ISIN: FR0012872141). <http://www.groupe-bogart.com>

### For the family owner of Parfümerie H.C. Gruppe

Luther, Mergers & Acquisitions: Dr Andreas Blunk, MLE (Lead, Of Counsel), Dr Sebastian Rabe (both Hanover)

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### Brief Profile Luther

Luther is a leading German commercial law firm that offers comprehensive legal and tax services. The full-service law firm employs more than 350 lawyers and tax advisors and is represented at 10 German economic centres and at important investment locations and financial centres in Europe and Asia with international offices in Brussels, London, Luxembourg, Shanghai, Singapore and Yangon. Our clients are medium-sized enterprises and large corporations, as well as the public sector.

Luther works closely with other commercial law firms in all the prevailing jurisdictions worldwide. On the Continent, Luther is part of a group of independent leading law firms who have worked together for many years on joint cross-border projects.

Luther Rechtsanwaltsgesellschaft mbH is a law firm with a business approach: our innovative awareness aspires us to provide our clients with customised legal advice that addresses individual needs and delivers the greatest possible economic benefit.

Our lawyers and tax advisors have a solid understanding of interdisciplinary matters and a wealth of experience in collaborating on complex tasks. Further information is available at: [www.luther-lawfirm.com](http://www.luther-lawfirm.com)

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