



Brumath (France)
Nottingham (UK)

Press Release

Dominique Dutscher (DD) and Scientific Laboratory Supplies Ltd (SLS) join forces to better serve their customers across Europe

French-based Dominique Dutscher (DD) and Scientific Laboratory Supplies Ltd (SLS) in the UK are the leading independent distributors of laboratory products in their respective territories. Both companies are pleased to announce today that they have joined forces to better serve their customers across Europe.

The combined operation will create the largest independent European distributor of laboratory supplies with circa €180m of combined revenue. This move brings together two companies with complementary geographical footprints and a shared set of core values based firmly in strong customer relationships and service. The transaction has been approved by the Boards of both DD and SLS and is supported by their management teams who will continue to lead the business.

DD and SLS will leverage their respective strengths to the benefit of their customers, who will gain access to a larger product portfolio as both companies offer broad ranges of products from many of the leading European and Global brands.

Further benefits to the laboratory supply chain will be delivered through shared best practice on marketing and logistics creating real extra value for clients and suppliers alike. Notably, the two organisations will open up their respective inventory and distribution capabilities to ensure that product choice and customer service are significantly improved.

Commenting on behalf of DD, Jocelyne Cachat, Marketing Director, said "Dominique Dutscher has built upon its Life Science expertise to develop a significant share of the laboratory supplies market in France and other European countries. The group is well known for the quality of its service and technical support, the close relationship it maintains with customers and its capability to deliver through an extensive inventory and class-leading

logistics capability. Joining with SLS will strengthen the position of the group in both the UK and Europe and it will allow us to share best practice whilst investing in new opportunities to build on our levels of service and customer satisfaction. We are particularly excited about the extension of our group activities and the geographical reach that this change will bring.”

Commenting on behalf of SLS, Ian Roulstone, Sales Director said “SLS has grown significantly over its 25-year history through a solid commitment to people and a tailored, flexible approach to serving our customers. We have done this through remaining fully independent and maintaining a personal touch that marks us out from our global competitors. To be able to extend that same message on a European basis by joining together with such a like-minded organisation is the single most exciting and valuable development in our company’s history.”

Barclays supported the deal and Dan Wilson, Relationship Director at Barclays said: “This is an exciting deal for both companies. Synergies across the Group will enable them to provide customers with a broader range of products and services both in the UK and across Europe. Like many of our customers, both parties decided the time was right for further investment targeted at achieving growth. These are highly professional and progressive companies thriving in their niche market and we wish them well.”

Both companies have strong performance records and ambitious plans for further domestic and international growth. In addition to the enlargement of their product portfolios, teaming up will enable them to step up their efforts to the benefit of their employees, customers and suppliers.