

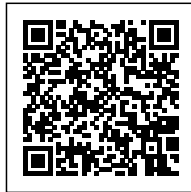
# CATERPILLAR WEST AFRICA DISTRIBUTION TRANSFERED TO JEAN-LUC KONAN

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**Categories:** [Deal & transactions](#), [Industrial](#), [Other](#)

**Tags:** [Allen & Overy](#), [Asafo & Co](#), [Benoit de Monval](#), [Cyril Kalfat](#), [Martin Van Box Som](#), [Patrick Larrivé](#), [slider](#), [Thami El Idrissi](#)



Delmas Investissements et Participations (“DIP”) and the Delmas family have signed a transfer agreement for their Caterpillar dealership activity to a consortium conducted by Ivorian entrepreneur Jean-Luc Konan. Included in the sales is JA Delmas and its network of African representative companies in charge of sales and after-sales in 11 West African countries.

The transaction is a result of market evolution and a strategic process leading to implementing a transformation plan towards governance anchored on the African Continent.

Jean-Luc Konan, who will be named the new regional dealer by Caterpillar, created the Cofina Group in 2013, a meso-finance institution recognised leader in western and central Africa in financing small and middle-sized companies. With presence in 9 countries, Cofina Group currently employs close to 1,500 people.

## The advisors

The buyer was advised by Eponyme Partners merchant bank and Baubigéat, Asafo & Co and [Allen & Overy](#).

The [Asafo & Co](#) team advising Jean-Luc Konan and his team was led by partners **Benoit de Monval** (pictured left) and **Patrick Larrivé** (pictured right), assisted by associates **Martin Van Box Som**, **Cyril Kalfat** and **Thami El Idrissi**.

The seller was advised by Rothschild&Co merchant bank and EY and Lexco law firm.

The co-arranging banks are MCB Financial Advisers and Société Générale Côte d'Ivoire.