

## Steenberg Group makes strategic acquisition

In order to respond more effectively to customer demand for its subsidiary Structura.biz, the Steenberg Group had been looking to expand for some time. This has now been achieved through the acquisition of Antwerp-based CAPTIF Office Architects. Whereas until recently the support of Structura.biz's clients stopped after a property transaction, now a complete design & build process can be offered following the lease agreement, or after the purchase. Here, the client is relieved of all concerns until the moment he occupies the new premises.

Klara De Neve and Dimitri Saerens, directors of Group Steenberg, consider this step a logical extension of Structura.biz's services. "Whereas previously we had to refer our customers to the market with their furnishing questions, we can now reassure them of the same service within our own group," says Dimitri.

Klara adds: "In the same logic, the corporatization and rebranding of our Corporate Solutions branch to VEQTOR can be explained. VEQTOR offers strategic, commercial and financial advice in every step of a real estate project: from location, to building, to workplace. To further expand these activities, Koen Verhaest was recently brought on board."

"The three aspects of customer demand, being analysis (VEQTOR), real estate supply (Structura.biz) and fit-out (Captif), are thus clearly distinguished. At the same time, the individual companies continue to work independently," Klara said, "because not every customer needs the whole package."

To ensure that all this is perfectly harmonized from an operational point of view, Partner Ann Verresen's role is also changing. She will thus become co-CEO at Captif, together with current CEO Bert Bleyenbergh. After the acquisition, the 3 other founders will also remain on board as minority shareholders. At Structura.biz, Ann will be handing over the reins to Bert Cuyt (Head of Offices) and Alexandre Parmentier (Head of Industry), who will work in tandem on day-to-day management.

Ann Verresen on her new role: "Nothing will change for the employees and customers at Captif. Captif is strong in developing unique and future-proof office concepts based on a very personal approach. The references they have built up in this also confirm this. I'm looking forward to getting to know the team and working with them to continue developing this inspiring story."

To which Bert Bleyenbergh adds: "The four founders at Captif, were immediately charmed by Structura.biz's approach and the company's values. We recognize ourselves in them, and therefore see great potential in the cooperation. A Belgian player who truly knows the real estate market gives us a great deal of confidence. The Steenberg Group's involvement is also very useful from a strategic and financial point of view."

The 3 sister companies will reinforce and complement each other depending on the specific needs of the customer. The trajectory should not only be linear, but thanks to the mutual enrichment, knowledge and services can be shared between the different companies, which continue to work independently.

The local anchoring is seen as a major asset, in a market where international players want to take the lead.

The transaction was conducted by Deloitte and Finpa.



*from left to right: Klara De Neve, Ann Verresen, Sven Symons, Dimitri Saerens, Bert Bleyenbergh, Benjamin Vandamme and Ben Weemaels.*

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More information about the companies' activities can be found online:

- [VEQTOR.be](https://veqtor.be)
- [Structura.biz](https://structura.biz)
- [Captif.be](https://captif.be)