



French cooperative Océalia raises €M 4 from Unigrains and IDIA Capital Investissement to develop its downstream and distribution activities

Paris, September 4th, 2017 – Océalia, the leading cooperative in France's Nouvelle Aquitaine region and 7th nationally in collect and supply, has raised €M 4 from Unigrains and IDIA Capital Investissement through a capital increase of its diversification subsidiary, Sodevat, in order to finance the development of its downstream and distribution activities.

With consolidated sales of nearly €M 65, Sodevat is composed of 4 entities:

- Unicognac: bottling and marketing of wine, *pineau* and cognac
- A.E. DOR: cognac and brandy trade
- Jardineries Monplaisir: 34 gardening shops under Gamm Vert franchise and 2 cellars under the Jules Gautret banner
- Sphère Production: French leader in ready-to-eat popcorn sold in supermarkets under the *Movies Pop* and *Movies Star* brands

This operation reinforces Sodevat's development strategy which is based on consolidating positions in core activities and is structured around three axes:

- opportunities for external growth in cognac as well as in gardening shops
- product premiumization with the development of pop-corn and cognac brands
- significant potential for European and global growth, especially for cognac activities

Sodevat's management is thus committed to pursuing the development of its entities by strengthening their presence, in Nouvelle Aquitaine for Jardineries Monplaisir, across Europe for Sphère Production and in Asia for the spirits pole.

Philippe Delusset, President of Sodevat, declared: "New investors with external views on our strategy and acting as a force of proposal for our development, in particular in the sourcing and analysis of external growth opportunities, is a real asset. We are delighted to begin this collaboration with Unigrains and IDIA to accelerate our growth projects."

Bruno Julla, Investment Director with Unigrains, added: « *We are pleased to support a regional leader that is profitable, economically efficient, already well-structured and led by a high quality management team. Océalia is perfectly positioned to increasingly count amongst French cooperatives, thanks to its versatile profile and downstream investments.* »

Matthieu Adoir, Senior Investment Manager with IDIA Capital Investissement, concluded: « *This transaction is a new step in the close partnership between Océalia and the Crédit Agricole Group and reaffirms our confidence in the management team to carry out an ambitious development strategy.* »

Organizations involved in the transaction

New Investisseurs	Unigrains (Bruno Julla, Anabelle Gerbal) Idia Capital Investissement (Matthieu Adoir)
Managers	Philippe Delusset, Thierry Lafaye, Christian Manuel Hüni
Legal advisors to investors	Lamartine Conseil (Stéphane Rodriguez, Ugo Audouard)



About Océalia

Océalia is a French cooperative group with 7 200 active members, 910 employees and diversified activities: field crops, viticulture, livestock, gardens, transport, animal nutrition, manufacturing and marketing of popcorn, bottling and marketing of wines, cognac and pineau.

Océalia is a key player across its territory (France's departments 16, 17, 24, 86 and 79) with sales of €M 634, Océalia bases its growth on strategic vision: being an attractive, responsible and value-creating cooperative group for farmers.

For more information: www.ocealia-groupe.fr

About Unigrains

For over 50 years, Unigrains has accompanied the development of agri-food and agro-industry companies providing tailor-made financial solutions in equity and quasi-equity, as well as contributing its recognized industry expertise. Unigrains manages roughly 1 billion euros and is a partner for nearly 150 companies, operating at various stages of their development as a minority shareholder, notably capital restructurings, strategic investments and acquisitions, and ensuring national and international growth.

For more information: www.unigrains.fr

About IDIA Capital Investissement

IDIA Capital Investissement includes Crédit Agricole SA private equity activities with minority stakes, supporting ETIs and SMEs in all sectors with a proven expertise in Agrifood and wine sectors.

Assets under management by IDIA Capital Investissement (through the funds CARD, CA Grands Crus, Grands Crus Investissement, IDIA Participations and SOFIPAR...) amount to € 1.3bn.

The target investment ranges between € 1m - € 50m.

IDIA is a portfolio management company authorised by the AMF, reference GP-15000010.

For more information: www.ca-idia.com

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