

## Nutrisens welcomes Unigrains as a new investor to support its growth



With close to €60 million in sales, Nutrisens is the French specialist in health nutrition, combining medical and food expertise.

Created in 2011 from the merger of three companies, and having made four acquisitions since, Nutrisens has developed innovative food solutions for many long-term conditions such as malnutrition and dysphagia and for special dietary requirements (such as sugar-, salt-, gluten-free diets).

The group offers specific advice and a broad product range allowing it to better meet patients' needs throughout the day: textured ready-made meals, thickened water, dairy and dehydrated products.

Building on a 'stand-out' and multidisciplinary innovation process involving a wide scientific community, leading agri-business groups and start-ups, Nutrisens is recording strong business growth, enabling it to shift its focus to the international market.

The company's growth strategy, defined by its chief executive Georges Devesa, focuses on three areas:

- strengthening the offering with new products addressing new needs: dialysis, Alzheimer's disease and ageing well;

- opening up a new distribution channel: pharmacies;
- accelerating its international development, notably with the creation of four new subsidiaries between 2016 and 2020 – Australia, Belgium, Germany and the United Kingdom – and expanding the distributor network.

The deal aims primarily to secure the backing of a new minority shareholder able to consolidate Nutrisens' position in the French market, accelerate its international development and support the Group's ambitious external growth strategy. With its expertise in the French agri-food sector and its international reach, Unigrains is the ideal partner to advance the ambitions of Nutrisens and its leading shareholder, Evolem.

**Sébastien Haselint, Head of Investments** at Unigrains, says: "We look forward to supporting Nutrisens in its new development projects. We believe the group has great development potential both in France and abroad, and with Evolem, we will support Georges Devesa and his team in tapping organic and external growth opportunities."



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