

Unigrains accompanies the family transmission of the Alsatian merchant Armbruster Group

Colmar, January 25th, 2018 – In the Alsace Flour trade in the 1930s and then in the Grain industry in the 50s, **Armbruster group** is one of the leading, private French companies in grain collection and the sale of agro-equipment. Thanks to its privileged location along the Rhine, it is a regional leader in the storage and transport of corn, notably via its two largest port silos in Ottmarsheim and Strasbourg. Today, Armbruster has sales of nearly €M 100 and markets 450 000 tons of grains.

Since 1987, the company has been owned and managed by Christophe Armbruster and his brother Etienne. Etienne Armbruster has taken majority control of the family business with support from Unigrains while Christophe accompanied the operation and remains responsible for the marketing of grains.

Thus structured, Armbruster can enter a new phase in the consolidation of its sectorial approach and the development of services to farmers across the region, in continuity with the historical management and preserving its independence and “Quality” labels (ISO 9001, ISO 22000, CSA/GTP, 2BSvs, etc.).

Etienne Armbruster, the new **CEO of Armbruster**, declared: *“This is an important step in the history of our family business. With Unigrains, we have found both a highly implicated player in our sector, strongly affirming its confidence in the future of Alsatian farming and a partner with the financial tools to facilitate a family transmission.”*

Florence Alin, **Investment Director with Unigrains**, added: *“We are delighted to support a successful trader-stocker in an area renowned for corn production and exports to industrial partners across Northern Europe. This transaction is entirely in line with Unigrains’ core business, as the challenges of storage and supply of agricultural products are crucial to the French grains sector, in all the diversity of its cooperatives and traders.”*

Financing for this transaction is completed by a pool of banks including the Caisse Régionale de Crédit Agricole Alsace Vosges, BNP Paribas, Banque Populaire Alsace Lorraine Champagne, Caisse d’Epargne d’Alsace et Banque CIC Est.

Parties involved in the transaction

Management	Etienne Armbruster
Financial investor	Unigrains: Florence Alin, Anabelle Gerbal
Due diligences	Grant Thornton: Frédéric Ripaud (Strasbourg)
Investor legal advisor	Caroline Stéphane Wach (Lyon)
Corporate legal advisor	CMS Strasbourg: Audrey Ditsch-Antoine
Bank financing	Crédit Agricole (Co-arranger): Jérôme Tresy, Alina Mourey BNP Paribas (Co-arranger): Fabien Wilmes, Maxime Dupré Banque Populaire: Philippe Beauchez, Kirdin Madi Caisse d’Epargne: Marie-Odile Mendes CIC Est: Gautier André, Pierre-Yves Bellandi



A propos d'Armbruster

Armbruster generates sales of nearly €M 100 and collects 300 000 tons of grains from 1 000 farmers. The group has a modern network of drying and storage silos across Alsace, where it distributes agricultural supplies to grain producers and winemakers.
For more information: www.armbruster.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

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