



Demarne reorganizes its capital and begins its family transmission

Paris, March 15th, 2018 – Located in Rungis and on the port of Boulogne-sur-Mer, Demarne is one of the leading French players in the seafood trade, offering a wide range of fish, shellfish and crustacean products. Through its two proprietary brands, Demarne and La Barre, the Group serves a clientele mainly composed of out-of-home caterers, wholesalers and traditional retailers. Today Demarne employs 145 people and has sales of above €M 130.

Jean-Paul Demarne, who runs the company, has reorganized its capital bringing in his son, Romain Demarne, already number two in the company and the 4th family generation, with the support of three minority financial partners: Alliance Entreprendre, Nord Capital Partenaires and Unigrains, all of which were already present in its capital.

Thus structured, Demarne can begin a new phase in its growth driven by favorable trends in seafood consumption, the development of ready-to-cook products for restaurants and potential external growth opportunities.

Jean-Paul Demarne, President of Demarne, declared: *"This is an important step in the family history of our company. With Alliance Entreprendre, Nord Capital and Unigrains, we have found three complementary investor-partners with both the financial tools to facilitate a family transmission and specific areas of expertise to accompany our growth."*

Financing for this transaction was completed by a banking pool composed of Société Générale (co-arranger), Crédit Lyonnais (co-arranger) and Banque Populaire.

Parties involved in the transaction

Management
Financial investors

Demarne: Jean-Paul Demarne, Romain Demarne, Managers
Unigrains: Dominique Courcoul, Benjamin Dosdat
Alliance Entreprendre: Laurent Colléatte, Camille Centelles
Nord Capital Partenaires: Christophe Deldycke

Due diligences
Investor legal advisor
Corporate legal advisor
Bank financing

HPML: Velin Valev, Elisabeth De Rinaldis
FLH: Bruno Fiacre
Société Générale (co-arranger)
Crédit Lyonnais (co-arranger)
Banque Populaire



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 Alliance Entreprendre

Created in 1995, Alliance Entreprendre is a historic private equity player advising and managing €M 430 on behalf of institutional in private investors. Subsidiary of Natixis Investment Managers, Alliance Entreprendre supports the growth of SMEs by investing alongside managers in transmission of development transactions via minority or majority stakes. Alliance Entreprendre supports managers through a permanent dialogue and engages with them in an active partnership based on the growth and success of the company.
For more information: www.allianceentreprendre.com

About Nord Capital Partenaires – www.nordcapital.fr**Press contact:**

- Ari Levine / alevine@unigrains.fr / +33 (0)1 44 31 16 46 / +33 (0)6 69 20 79 19