

## Nutrisens Group opens its capital to Unigrains to accompany its development

*Unigrains joins Evolem, the historic majority shareholder of the Group, and its managers*

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**Lyon, March 16<sup>th</sup>, 2017 – With nearly €M 60 in sales, Nutrisens Group is the French specialist in medical nutrition, combining health and food expertise.**

Created in 2011 from three companies held by Evolem and having since completed 4 build-ups, Nutrisens has developed innovative dietary solutions to many long term conditions / pathologies such as malnutrition, dysphagia and specific intolerances (without sugar, salt, gluten...).

Tailored advice as well as a broad range of products enables Nutrisens to better meet the needs of patients all throughout the day: prepared meals, thickened water, enriched drinks and creams and food supplement preparations.

Thanks to a differentiating and multidisciplinary innovation process supported by a vast scientific network, major agribusiness groups and start-ups, Nutrisens has seen strong growth and increasing international exposure.

The Group's development strategy, as defined by CEO Georges Devesa, is articulated around 3 axes:

- strengthening the offer around new products aimed at new pathologies: dialysis, Alzheimer's and aging;
- opening a new distribution channels: pharmacies
- accelerating international development with the creation of 4 new subsidiaries between 2016 and 2020 in Australia, Belgium, Germany and the UK and expanding the network of distributors

This operation primarily aims to provide the Group with the support of a new minority capable of consolidating Nutrisens' position in the French market, accelerating international development and accompanying the Group's ambitious external growth strategy. Unigrains, through its expertise in the French agri-food sector and its international reach, is perfectly in line with the ambitions of Nutrisens and its majority shareholder, Evolem.

The capital reorganization also allows Evolem and the management to realize a part of their investment, while remaining strongly involved in the future growth of the Group.

**Georges Devesa, CEO of Nutrisens Group**, declared: *"With its long-standing and recognized expertise in our markets both in France and abroad, Unigrains is perfectly positioned to understand our priorities. We are delighted to embark on this new collaboration as Nutrisens is poised to take a new step in its development."*

**Sandrine Escalera, Acquisitions & Strategy Director with Evolem**, added: *"We are proud to have supported Nutrisens for more than 10 years now, alongside the management. The ambitious strategy put in place has driven growth from a first acquisition with €M 7 in sales to the creation of an integrated group generating €M 60. Many projects are currently under review for the continued development of the Group and the arrival of Unigrains will bring complementary sector expertise to support deployment in France and abroad. We are delighted to work with them on this project."*

**Sébastien Haselint, Investment Director with Unigrains**, concluded: *"We look forward to supporting Nutrisens in this new phase of development. We believe in the Group's strong potential, both in France and internationally, and, alongside Evolem, will support Georges Devesa and his team in seizing opportunities for organic and external growth."*

## Organizations involved in the transaction

<b>New investor</b>	Unigrains (Sébastien Haselint, Fabrice Queniat, Julien Becquet)
<b>Historic investor</b>	Evolem (François Noir, Sandrine Escaleira, Clément Venard)
<b>Managers</b>	Georges Devesa (CEO) ; Mathieu Baiardi (CFO)
<b>M&amp;A (vendor)</b>	DC Advisory (Nicolas Durieux, Axel Riquet, Julian Dykiert)
<b>Legal (vendor)</b>	ALCYA CONSEIL (Laurent Simon, Sabine Prades)
<b>Legal (investor)</b>	AGILYS Avocats (Baptiste Bellone, Carolle Thain Navarro, Chloé Journal)
<b>Finance (investor)</b>	Grant Thornton (Thierry Dartus, Camille Burnand)



### About EVOLEM

EVOLEM is a family industrial holding, created and owned 100% by an entrepreneur: Bruno ROUSSET. His entrepreneurial approach to investing is based on long term strategic vision, shared with the management and with no exit horizon, in order to accompany the development of reference players in specific sectors.

In the context of majority transactions, the EVOLEM team invests in companies with sales between €M 10 and €M 80 and operating in consolidation-prone niche markets, with the objective to growing small to intermediate size (€M 100 to €M 150 in sales) through organic and external growth and increased international reach.

Having completed 34 external growth operations, EVOLEM has a solid experience in carrying out such transactions for its divisions, in the identification of potential targets, approach, negotiations and execution. [www.evolem.com](http://www.evolem.com)

### 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. [www.unigrains.fr](http://www.unigrains.fr)

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