



Fondo Agroalimentare Italiano holds €M 40 first close

Sponsored by Unigrains, the Fund accompanies the development of Italian agri-food SMEs

Two investments have already been completed with a third currently being finalized

Paris & Milan, June 7th, 2018 – Fondo Agroalimentare Italiano («FAI») held its first closing with commitments of nearly €M 40. The Fund is expected to reach its €M 50 objective and maintains its €M 70 hard cap.

Sponsored by Unigrains, the Fund's subscribers include French, Italian and Swiss institutional investors and family offices as well as several Italian entrepreneurs.

The privileged partner of Italian agri-food entrepreneurs

FAI invests in minority stakes either in growth capital transactions or in buyout transactions as a sector specialist, in the capital of Italian agri-food SMEs with sales generally between €M 10 and €M 150. These investments go towards financing the development of companies via external or organic growth, internationalization or in the context of managerial transitions.

Managed by a team of 3 investment professionals based in Milan and with significant experience in the sector, FAI intervenes as a privileged partner alongside entrepreneurs, supporting them in their growth projects.

The Fund also benefits from the sector expertise, international network and vast resources of Unigrains, an independent investor dedicated to the agri-food sector for more than 55 years, having supported more than 1 000 companies and with more than 150 participations currently in its portfolio.

Ten investments expected

FAI will constitute a portfolio of ten or so participations, two of which have already been completed:

- **Trasporti Romagna**: a minority stake in the context of a family transmission buyout of a transporter and logistician dedicated to the agri-food sector with more than €M 125 in sales.
- **Sfoglia Torino**: a growth capital transaction to orchestrate a double build-up and create an Italian market savory snacking leader with sales of over €M 27.

A third transaction is currently under exclusivity and is expected to be finalized soon.

Francesco Orazi, Investment Director of Fondo Agroalimentare Italiano, declared: *"The Italian agri-food industry is number 3 in Europe, but remains fragmented with many SMEs run by families or entrepreneurs of the first generation. With FAI, we have a role to play in intergenerational transmission by promoting external growth strategies and reinforcing management teams."*

Jean-François Laurain, CEO of Unigrains, declared: *"The first close of Fondo Agroalimentare Italiano represents a key milestone in the internationalization of Unigrains. The first investments in Trasporti Romagna and Sfoglia Torino perfectly illustrate our objective to provide Italian agri-food SMEs with the same financial and sector expertise that has contributed to the development of more than 1 000 companies in France these past 55 years."*

FAI Team



From left to right:

Alfredo Cicognani joined Unigrains in 2015 after 5 years at Sodica Investimenti and 3 years with General Electric. He holds a Masters degree in Economics and Management from Università Commerciale Luigi BOCCONI.

Francesco Orazi joined Unigrains in 2015 after 5 years with Sodica Investimenti and 19 with Interbanca SpA. He holds a degree in Business and Administration from Università Commerciale Luigi BOCCONI and a Master Executive MBA at Scuola di Direzione Aziendale - Bocconi.

Stefano Masini joined Unigrains in 2015 after 6 years with Sodica Investimenti. He holds a degree in International and Diplomatic Sciences from the Università di Bologna

www.fondoagroalimentareitaliano.it

www.unigrains.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

Press contact:

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