

Roger Descours®

CONCEPT Fruits



## Roger Descours Group gives itself the means to accelerate its development

**Saint-Barthélémy-le-Meil, October 19<sup>th</sup>, 2018** – Located in the Ardèche and Rhône Valley regions of France, the Roger Descours Group is one of the leading European players in frozen fruits, offering its professional clients (agrifood companies and distributors) a wide range of top-quality products, fully traced from the fields of the world's best production areas. The Group has successfully consolidated its supply chain by investing in Serbia and Morocco and opened agencies in Chile, Canada, the USA and Poland. In 2008, as the reference actor of its region, the Group acquired and revived Ardèche Marrons which today has become a leader in chestnut processing both BtoB and BtoC under the Roger Descours brand. Currently the Group has 200 employees, handles more than 30 000 tons of products per year and generates 40% of its sales through exports.

Roger Descours, the Group's eponymous manager, decided to open its capital to Unigrains in order to accelerate its development, both in chestnut processing and the commercialization of frozen fruits. Unigrains' financial resources and deep sector knowledge will enable it to support the Group in carrying out strategic projects to strengthen its market positions. Roger Descours has also taken this opportunity to open the capital to four key executives within the Group, a sign of the strong cohesion between the management team.

Thus, Roger Descours Group can begin a new phase of its history, driven by positive trends in the consumption of healthy and natural foods and the need to offer the highest quality products as per the motto: "fruit so good, even Mother Nature is jealous".

**Roger Descours** declared: *"This is an important step in our Group's history. With Unigrains, I found investors that share my vision and goals, whose majority shareholders – professional associations of farmers – hold the same values that guide my actions daily: respect for our terroirs and savoir-faire, quality without concession and ambitions for international development."*

**Bruno Julla, Investment Director with Unigrains,** added: *"The Group's strong market positions, the quality of its assets and its teams and Roger Descours' projects, which combine product innovation and strengthening the supply chain, fully convinced us to support the Group in achieving its ambitions."*



## Actors involved in the transaction

<b>Management</b>	Roger Descours
<b>Unigrains</b>	Bruno Julla, Romain Pinpernet, Julien Becquet, Cécilia Martijena
<b>Financial DD</b>	Abélia: David Parquet
<b>Legal advisor to Unigrains</b>	Caroline Stéphane-Wach
<b>Legal advisor to Roger Descours Group</b>	Cap Conseil Avocats: Patricia Taton



### About Unigrains

For over 50 years, Unigrains followed agro-food and agro-industrial companies' development providing tailor-made financial solutions in equity and quasi-equity, as well as contributing with its recognized expertise in the sector. Unigrains manages about 1 billion euros and is a partner of over 150 companies, which operate at various stages of their development as minority shareholders. It operates in particular in the reorganization of shareholders, strategic investments and acquisitions, and guarantees national and international growth.

For more information: [www.unigrains.fr](http://www.unigrains.fr)

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