



DE SANGOSSE, a leader in agricultural BioSolutions, relies on its historical financial partners to support and develop its growth projects

Sofiprotéol, Unigrains, Multicroissance and BNP Paribas Développement renew their commitment and participate in the continued growth of the independent company

Pont-du-Casse, France, March 31st, 2022 – DE SANGOSSE, a leader in BioSolutions, relies on its historical financial partners to support and develop its growth projects. Sofiprotéol, Unigrains, Multicroissance and BNP Paribas Développement, shareholders since 2012, have renewed their financial commitment and participate in the continued growth of the independent company.

Founded in 1926 and based in Pont-du-Casse (Lot-et-Garonne, France), DE SANGOSSE is an international player in BioSolutions for the protection, nutrition and pest control of crops. With sales of 315 million euros in 2021, DE SANGOSSE employs 850 collaborators.

The capital structure of the company, including its governance majority controlled by employees, provides the Group with stability and independence in its strategic orientations, favoring long-term perspectives.

The sustained historic growth of the company has been built on recognized quality products, strong international commercial development and real product innovations (biocontrol, biostimulant, biofertilization...). Additionally, targeted acquisitions and investments have enabled a broader product range.

DE SANGOSSE will seek to further strengthen its portfolio with solutions that support agricultural resilience and the agro-ecological transition through the implementation of new, environmentally respectful and safe technologies, offering greater competitiveness with fewer inputs, and less water and energy, in order to address food issues, climate risks and environmental challenges.

Luc Ozanne, Investment Director, Sofiprotéol, declared: “10 years after our entry into the Group’s capital as part of its growth and development of innovative solutions, we are very pleased to renew our commitment to DE SANGOSSE and support them in this new stage. The projects carried out by DE SANGOSSE will support the agricultural transition in line with societal and environmental expectations. They are thus clearly in line with Sofiprotéol’s mission to support the development of French agri-agro sectors, for healthy and sustainable food, consistent with the raison d’être of Groupe Avril: Servir la Terre.”

François-Xavier Masson, Investment Director, Unigrains, declared: “It’s notably thanks to strong territorial roots, the control of the capital – majority held by employees – and close proximity with clients that DE SANGOSSE has succeeded in its development strategy, precursor in BioSolutions, over the past 10 years. As farmers take hold of the agro-ecological transition, DE SANGOSSE appears as a key innovative partner by their side.”

Emmanuel Del Agua, Investment Director, BNP Paribas Développement, declared: “After 10 years supporting the management team and the company in its sustainable growth, we are delighted to continue this entrepreneurial and long-term adventure in order to intensify the development of BioSolutions to meet strong market demand in France and abroad, in a world where responsibility is a core value also shared by BNP Paribas Développement.”

Julien Sotom, Investment Director, Multicroissance (Banque Populaire Occitane) declared: *"We are delighted to continue supporting DE SANGOSSE, a pioneer in BioSolutions, that in past 10 years has become a reference in sustainable and responsible agriculture."*

Nicolas Fillon, CEO, DE SANGOSSE, added: *"In the very near term, global agriculture will need to respond to multiple challenges that only innovation can address. For years, the project of transforming agricultural sectors has been at the heart of our mission. The support of our historical financial partners enables DE SANGOSSE to continue its investment dynamic to develop new, natural solutions for the protection and nutrition of plants, to accelerate its growth in France and abroad and to assert its leadership in BioSolutions."*

Actors involved in the transaction

Sofiprotéol:

- Luc OZANNE, Antoine DAULTON, Anne-Sophie DUBOURG

Unigrains:

- François-Xavier MASSON, Mehdi BILLAUD, Aline PICAUT

BNP Paribas Développement:

- Emmanuel DEL AGUA, Antoine LEGRIS, Sophie HEMOND

Multicroissance - Banque Populaire Occitane:

- Julien SOTOM, Pierre-Louis VIDAL

About Sofiprotéol

Set up in 1983 at the initiative of farmers, Sofiprotéol, the finance and development subsidiary of Avril, is committed to supporting companies in the world of agribusiness and the agrifood industry.

A sustainable partner, Sofiprotéol can offer long-term support for companies in the sector and, more generally, those involved in French agribusiness, notably in order to consolidate their equity capital in the context of development or investment operations designed to enhance their competitiveness. From credit to equity, the financial solutions proposed by Sofiprotéol are based on an industrial and entrepreneurial approach to supporting development and innovation at all levels in agribusiness and agrifood sectors.

For more information: www.sofiproteol.com

About Unigrains

For over 55 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 1 billion euros and is a partner for nearly 100 companies, operating at various stages of their development, notably capital restructurings, strategic investments and acquisitions, and ensuring national and international growth.

For more information: www.unigrains.fr

About BNP Paribas Développement

BNP Paribas Développement, an independent subsidiary of the international banking group BNP Paribas, has been directly investing, for over 30 years, its equity capital as a minority shareholder to support the development of highly performing SMEs and ETIs and to ensure their sustainability by facilitating their transmission. Beyond the financial means made available to the company to ensure stable resources, the vocation of BNP Paribas Développement is to support management teams in the realization of their medium-term strategic projects. Our minority positioning ensures our partners appropriate governance without interference in day-to-day management, while benefiting from the strength of a recognized group and the experience of a partner with a portfolio of more than 400 diversified participations.

For more information: www.bnpparibasdeveloppement.com

About Multicroissance – Banque Populaire Occitane

Multicroissance is a regional capital investment company, subsidiary of Banque Populaire Occitane, managing funds of roughly 70 M€ dedicated to supporting the development and the transmission of companies. Since its creation in 1987, Multicroissance has supported more than 200 companies of all sizes and in all sectors of activity. To date, the Multicroissance investment team is developing natural and proximity-based partnerships with 60 companies in the South-West of France with an active shareholder approach, without intervention in operational management.

For more information: www.multicroissance.fr

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