

Carambelle: Stéphane Brémard, Founder & CEO, acquires majority stake with the support of Unigrains

French leader in utensils and food preparations for creative pastry, Carambelle enters a new phase in its development

Paris, September 6th, 2022 – Carambelle, **the French leader in the design, production and distribution of utensils and food preparations for creative pastry**, announced the reorganization of its capital around Founder & CEO, Stéphane Brémard, Managing Director, Julien Barrois, and Unigrains, an agri-food specialized investor, in the context of a process intermediated by Exponens Corporate Finance. LT Capital, shareholder since 2021, as well as other historical minority shareholders have ceded their participation at this occasion.

Founded in 2005 and located in Fondettes in the Centre-Val de Loire region of France, Carambelle employs 50 people and has sales of over €M 11. Led by Stéphane Brémard, Founder & CEO, and Julien Barrois, Management Director, the company has structured its offer around two complementary axes: kitchen and pastry equipment (molds, cutters, small appliances, printed baking paper, cake toppers...) and food products (kits, preparations, marzipan, flavorings, icings, chocolates, colorings, edible decorations...).

In line with its multi-channel marketing and distribution strategy, Carambelle shipped 4 million products in 2021 across 5 main brands: **ScrapCooking** (historic brand, leader in creative pastry), **Framboiselle** (supermarket distribution), **Mirontaine** (natural, local, certified organic products), **L'Épicerie du chef** (professional clients) and **PetCooking** (organic preparations at utensils for petfood).

While creative pastry is enjoying growing success, Carambelle is positioned in a dynamic market, driven by the "do it yourself" trend, the popularity of specialized pastry-themes television shows (Carambelle is a partner of *Meilleur Pâtissier*, presented by French chef Cyril Lignac) and the renewed interest in food and nutrition. The company's ability to innovate and its wide range of 1,200 references enable it to meet the specific expectations of pastry chefs, both amateurs and professionals, who want to increasingly personalize their creations.

Carambelle notably seeks to strengthen its retail presence via distribution purchasing centres, accelerate the development of e-commerce and increase its export activity, which currently represents roughly 20% of sales. Carambelle will benefit from the experience of Unigrains in the production and marketing of consumer goods as well as from its networks, both for establishing business relations and identifying possible opportunities for external growth.

Stéphane Brémard, Founder & CEO, and Julien Barrois, Managing Director, of Carambelle, declared: *"We are delighted to begin this new stage in the development of Carambelle alongside Unigrains, an agri-food specialized investor, that – beyond financial support – understands our specific industry and will be able to actively contribute to our strategic projects in France and abroad."*

François-Xavier Masson, Investment Manager with Unigrains, declared: *« Carambelle was able to position itself very early on in the dynamic creative pastry sector and it is thanks to this pioneering role that its brands have become references. We are delighted to support Stéphane Brémard and his teams in this new phase of development.*

Financing for the transaction was completed by senior debt issued by Société Générale, BNP Paribas and Caisse d'Épargne Loire Centre.

Actors involved in the transaction

Company

- Carambelle (Stéphane Brémard, Julien Barrois)

Investor

- Unigrains (François-Xavier Masson, Aline Picaut, Emma Le Clair)

Seller

- LT Capital (Xavier Poppe, Véronique Policard)
- Other historic minority shareholders

Advisor to Seller

- Exponens Corporate Finance (Hervé Colson, Thomas Richard)

Financial DD

- Next Financial Advisors ! (Hervé Krissi, Laura Guérin, Augustin Dabout)

Legal / Tax / Social DD

- Mermoz Avocats (Thomas Hermetet, Aurélie Bonsch, Nicolas Privat, Claire Bourgeois)

Senior Debt

- Société Générale (Julien Rissel)
- BNP Paribas (Céline Mahé)
- Caisse d'Épargne Loire Centre (Lucas Boiteux)

Legal Advisor to Banks

- Simmons & Simmons (Galina Petrova, Helena Cattle)

Financial VDD

- Squareness (Antoine Sudérie)

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 80 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

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