



## Launch of Unigrains Italia: Unigrains accelerates its development in Italy with a new ambitious project

*Creation of a new local subsidiary with the ambition to invest €M 80 to €M 100 over 5 years, directly and via equity capital in a dozen mid-sized Italian agri-food companies*

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**Paris & Milan, October 12th, 2022** – Unigrains, the agri-food specialized investor, today announced the launch of an ambitious and structuring project for its European development through the creation of a new Milan-based subsidiary, Unigrains Italia.

Unigrains Italia will invest as a responsible, long term, sector-specialized investor in the capital of mid-sized Italian agri-food companies with enterprise values between €M 30 and €M 120 and unitary equity tickets between €M 8 and €M 25.

The ambition over 5 years is to invest €M 80 to €M 100, directly and via equity capital, in a dozen companies all across the agri-food value chain in order to support their development projects through organic/external growth, internationalization or shareholder transitions, always in close proximity alongside management teams.

Beyond financial resources, Unigrains Italia will benefit from the sector expertise, the international network, the CSR-ESG commitment and the Added-Value platform of its parent firm – the Unigrains Group – a major actor dedicated to the agri-food sector since 1963, having supported more than 1 000 companies since its creation, with more than 80 partner-companies currently in portfolio and €M 930 of equity capital.

### **A reinforced ambition for the development of Unigrains in Italy**

Since entering the Italian market in 2016 through Fondo Agroalimentare Italiano, Unigrains has mobilized €M 55 over 6 years to support the growth of 8 promising Italian SMEs. Fondo Agroalimentare Italiano will finalize its investment program in the coming months and has already completed two exits.

Building on this success, which confirms the interest of Italian entrepreneurs for Unigrains' unique approach, Unigrains Italia's investment program – targeting larger companies, financed exclusively from equity capital and bearing the Unigrains brand – represents a significant ramp-up and long-term commitment on the part of Unigrains for the Italian market.

### **An expert and recognized team, operating in a dynamic market**

Unigrains Italia will associate Unigrains' Italian investment team led by Francesco Orazi, Head of Unigrains in Italy, alongside Stefano Masini and Alfredo Cicognani, both Investment Directors. This trio of experienced and recognized professionals will work closely with entrepreneurs to support their growth projects in a dynamic market driven by more than 300 Italian agri-food companies with sales between €M 40 and €M 500.

**Eric Thirouin, President of Unigrains**, declared: *“As we operate in increasingly global markets, Unigrains must strengthen its position and presence across Europe. Italy, given its geographical and cultural proximity, present numerous opportunities for the development of our French partner-companies and vice versa. Unigrains Italia's innovative model – financed exclusively through our own equity capital – gives us the freedom to identify and support those Italian companies that are meaningful for Unigrains and that share our values and our vision of the agri-agro transitions we seek to address together.”*

**Maxime Vandoni, CEO of Unigrains**, declared: *"The launch of Unigrains Italia is a new step in Unigrains' ambition to establish itself as the reference investor-partner for agri-food companies in Western Europe as it's already the case in France since 1963. The Italian agri-food market boasts a dynamic economic fabric in the image of its many remarkable and high potential companies. I am delighted with this new project which will create value for the whole ecosystem of our Group."*

**Francesco Orazi, Head of Unigrains in Italy**, concluded: *"Having demonstrated the relevance of our approach in Italy through Fondo Agroalimentare Italiano, today we are taking a new and ambitious step with Unigrains Italia. Our financial resources, our sector expertise and the experience and vision of Unigrains will enable us to best support the managers of mid-sized agri-food companies."*

### Unigrains Italia Team



**Alfredo Cicognani, Investment Director**, 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, Head of Unigrains in Italy**, joined Unigrains in 2015 after 5 years at Sodica Investimenti and 19 years with Interbanca SpA. He holds a degree in Business from Università Commerciale Luigi Bocconi and a Master Executive MBA from Scuola di Direzione Aziendale – Bocconi.



**Stefano Masini, Investment Director**, joined Unigrains in 2015 after 6 years at Sodica Investimenti. He holds a degree in International and Political Sciences from Università di Bologna.

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

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