



ELAN evolves its shareholding and begins a new growth phase

The French distributor of wines & spirits in Central and Eastern Asia opens its capital to Unigrains and Kresk Développement alongside its Management

Bordeaux, France, December 13th, 2023 – ELAN, a French group specializing in the distribution of high-end wines & spirits in Central and Eastern Asia, has evolved its shareholding to welcome Unigrains and Kresk Développement to its capital alongside its Management, which has reinvested significantly. The operation also associates a dozen additional managers to the company's capital.

Founded in 2000 by Thomas Burgelin and Mathieu Bonneville, ELAN is composed of a network of import companies based in Kazakhstan, China, Hong Kong, South Korea and Japan as well as a centralized supply, logistics and purchasing platform in Bordeaux, France. The Group offers its Catering-Hospitality, Retail and BtoC clients a broad portfolio of major French and international brands. With more than 250 employees, ELAN commercialized nearly 2.8 million bottles in 2023 for sales of roughly 45 M€, of which 50% still wines, 25% sparkling wines and 25% spirits.

With this operation, ELAN begins a new growth phase aiming to consolidate its network in territories already covered through new outlets such as e-commerce or retail. ELAN also intends to enter new geographies through potential synergistic external growth opportunities, as with its recent acquisition of Cépages in Japan.

In all these projects, ELAN will be able to count on the support of a tandem of recognized and complementary investors: Unigrains, a sector specialist with agricultural roots and Kresk Développement, a financial and industrial family office. Together they will support ELAN's ambitions and leverage their respective expertise and networks in support of its development.

Thomas BURGELIN and Mathieu BONNEVILLE, Founders of ELAN Group, declared: *"Our robust and efficient business model is based on premium products and recognized quality service. Building on our historical roots in Central and Eastern Asia, we will continue our development to strengthen both our image among wine and spirit producers and the added value we offer our clients. The complementary profiles of our shareholders will be a considerable asset to succeed in this ambitious project."*

Virginie BOUTROUILLE, Investment Manager with Unigrains, added: *"Supporting ELAN's development implies contributing to the recognition of French excellence in wines and spirits in high potential markets. For Unigrains, this investment is fully in line with our mission to promote and share this unique savoir-faire throughout the world."*

Charles COLLIN, Investment Director with Kresk Développement, added: *"As the emergence of the Asian middle class drives demand for high-end products such as wines & spirits, ELAN stands out for its logistical expertise, its partners and its solid distribution network. We are proud to support this promising French SME in its international development with the resources of the Kresk, present in over 60 countries through 12 subsidiaries."*



Acteurs involved in the transaction

ELAN	Thomas Burgelin, Mathieu Bonneville, Managers
Unigrains	Virginie Boutrouille, Anabelle Gerbal, Arthur Pauloin, Aline Picaut
Kresk Développement	Alexandre Foulon, Charles Collin, Benjamin Laporte
M&A Advisor	Lincoln International (Ludovic Rodié, Maxime Bazin, Louise Alix, Vincent Atanasyan, César Chaperon)
Investors Legal Advisors	Mermoz Avocats (Aurélie Bonsch, Nicolas Privat, Maeldan Lavalou, Rudy Audouard) Ginestie Magellan Paley-Vincent (Pierre Mudet, Pierre Cougnenc)
Managers Legal Advisor	Cards Avocats (Alexis Dargent, Florian Martin)
Commercial VDD	Strategy& PWC (Anne-Lise Glauser, Anne-Flore da Vinha, Younes Alami)
Financial VDD	Aca Nexia (Hervé Teran, Nicolas Olivier)
Legal, Social VDD	LPA-CGR (Nicolas Vanderchmitt, Marie-Gabrielle du Bourblanc)
Financial BDD	Mazars (David Couturier, Alexandra Audouard, Audrey Macaigne)
Legal, Tax, Social BDD	Mermoz Avocats (Aurélie Bonsch, Nicolas Privat, Claire Bourgeois)
Bank Financing	LCL (Ivan Piqueras, Christophe Périgois, David Sableaux) Crédit Agricole Aquitaine (Henri Moussay, Eric Garreau) Société Générale (Aurélien Saurin)

About Unigrains

For 60 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 950 million euros and is a partner for 80 companies, operating at various stages of their development, notably capital restructurings, strategic investments and acquisitions, and ensuring national and international growth.

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About Kresk Développement

Created in 2014, Kresk Développement is the Family Office of Didier Tabary, the former majority shareholder of Laboratoires Filorga. The consolidated assets of Kresk Développement exceed 1.5 billion euros across 4 divisions:

- Kresk Cosmétique, controlling actor of Laboratoire SVR, Fillmed, Lazartigue and Couvent des Minimes. These 4 brands with strong identities has total sales over 300 M€ and 800 employees with distribution in over 60 countries
- Kresk Private Equity, lead capital investor or co-investor in more than 15 small-mid sized European companies as well as in European, American and Asian funds
- Kresk Immobiliser, dedicated to investments in the asset class
- Kresk 4 Oceans, an endowment fund committed to protecting the Oceans and created in parallel with the Group's acquisition of an *ultim trimaran* skippered by François Gabart

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