



# Innatis, the French leader in apples, opens its capital to Unigrains and completes new growth projects

## *Finalization of the acquisition of Domaine des Coteaux*

**Paris & Ecoflant, January 4<sup>th</sup>, 2021** – Innatis, number 2 in the French apple industry, opens its capital to Unigrains and completes new growth projects, notably the acquisition of Domaine des Coteaux.

Founded in the 1950s and based near Angers, Innatis unites expertise in the production, packaging and marketing of apples in France. Innatis includes orchards, a producers' organization (Innafruits), packaging stations as well as 6 commercial subsidiaries. While retaining its core business, the Group has diversified into fruit trade (130 000 tons of apples per year, pears, summer fruits, oranges, kiwis, etc...) in France and abroad, where it operates commercially in over 55 countries. Innatis has sales of roughly €M 130 and employs 490 people.

### **Acquisition of Domaine des Coteaux**

Founded in 1989, Domaine des Coteaux is a major player in the production of peaches and nectarines as well as apricots, cherries and kiwis from Gard (France), selling nearly 13 000 tons of fruit per year. This transaction enables Innatis to diversify into stone summer fruits and to expand its range with numerous opportunities for industrial and commercial collaboration.

Nathalie Bonnet, CEO of Domaine des Coteaux, will continue in her role and lead the company. She will also join Innatis' Strategic Board.

### **Unigrains: a financial and strategic partner to support Innatis in its growth projects**

By opening its capital to Unigrains, Innatis will benefit from the support of a financial and strategic partner to carry out its new growth projects. Among the projects under consideration is the construction of a new fruit station near Ecoflant, more modern and more efficient, which would allow the Group to increase productivity. Unigrains could also support Innatis in completing other external growth opportunities.

**Nathalie Bonnet, CEO of Domaine des Coteaux, declared:** *"I am delighted to team up with Innatis. We share the same values and make it a priority to produce healthy, quality fruits while being attentive to the environment. Renewal is at the heart of our common approach and this collaboration will enable us to join forces in modernizing and perpetuating our crops."*

**Marc Rauffet, President of Innatis, declared:** *"With Unigrains, Innatis has found an ideal partner to carry out its growth projects. This ambition is perfectly illustrated by the acquisition of Domaine des Coteaux, where our pioneering spirit, our expert know-how and the particular attention we pay to Nature bring us together and make this collaboration particularly meaningful."*

**Bruno Julla, Investment Director with Unigrains, declared:** *"We are delighted to support Innatis, a French leader in apples. The Group stands apart thanks to its solid, resilient and innovative model which brings together agile and reactive SMEs. Beyond financial support, Unigrains will mobilize its expertise as a specialized agri-food investor to accompany Innatis in its analysis of the sector and of growth opportunities."*

The acquisition of Domaine des Coteaux was intermediated by Sodica.



## **Actors involved in the transaction**

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| <b>Company</b>                         | Innatis (Marc Rauffet, Gilles Savoye de Puineuf)   |
| <b>Target</b>                          | Domaine des Coteaux (Nathalie Bonnet)  |
| <b>M&amp;A Advisor</b>                 | Sodica (Adrien Pedron, Serge Jamgotchian, Thomas Martin)   |
| <b>Investor</b>                        | Unigrains (Bruno Julla, Jean-Philippe Luce, Cécilia Martijena, Benjamin Dosdat, Augustin Dabout) |
| <b>Unigrains Legal Advisor</b>         | Fidal (Mathieu Luciani)  |
| <b>Unigrains Financial DD</b>          | Sagecom (Bruno Eltgen, Franck Douche, Vincent Ganivet)   |
| <b>Unigrains Legal &amp; Fiscal DD</b> | Fidal (Véronique Hamelin, Clémentine de la Rue du Can, Sébastien Proust, Damien Detalminil)      |
| <b>Unigrains ESG DD</b>                | Unigrains (Anne Perrot)  |

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

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