



## Unigrains supports the development of ARFITEC, a specialist in liquid diffusion technologies (nebulization and misting) for supermarkets and the agri-food industry

*Convertible Bond financing to support generational transmission and new growth projects*

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**Grasse & Paris, January 6<sup>th</sup>, 2022** – ARFITEC, a specialist in liquid diffusion technologies (nebulization and misting) for supermarkets and the agri-food industry, has issued convertible bonds subscribed by Unigrains, the agri-food specialized investor. These resources will contribute to the generational transmission of the company and the development of new growth projects in France and abroad.

Founded in Grasse (France) and led by Michel GSCHWIND, President, and Benoît REY, CEO, ARFITEC designs, produces, markets and services nebulization and misting equipment, notably used in the fresh foods aisles of supermarkets and by the agri-food industry. Its innovative solutions increase the shelf life and freshness of fruits and vegetables, fish, meats and cheeses, thus reducing food waste without resorting to packaging. The group relies on the technical know-how of its highly recognized teams, supported by significant R&D investments and partnerships with academics.

ARFITEC has developed continually since its creation, by organic growth, accompanying food retailers and agri-food industrials, as well as by external growth, via the acquisition of B.R.O. in 2017, now headed by Romain BALTAYAN. The group has its headquarters and main site in Grasse (France), with 3 additional sites in Châteauneuf-sur-Isère (France, B.R.O. production & administration), Couzeix (France, historic B.R.O. headquarters and fabrication) as well as Sofia (Bulgaria, fabrication), and three commercial subsidiaries in Australia, the US and in Germany. ARFITEC employs nearly 150 people with sales of roughly €M 17.

For supermarkets, the group orients its development on high added-value services, geared towards consumers and meeting their expectations in terms of health, well-being and quality. It is also resolutely international: following successful commercial developments in Australia and the US and the creation of a subsidiary in Germany in 2021, several projects are under review in Europe and across the Atlantic. More than 25% of sales are generated outside of France. The deployment of the offer for the agri-food industry (humidity management in cheese and wine cellars, dust suppression, bio-decontamination...) is another area of development.

In a market favorable to the consumption of unpackaged, fresh products, Unigrains will contribute to ARFITEC's growth in France and abroad as well as the deployment of its solutions to new segments of the agri-food value chain.

**Michel GSCHWIND, President, and Benoît REY, CEO of ARFITEC**, declared: *"Beyond financial resources, Unigrains' sector expertise and its networks in France and internationally will be assets for our growth projects. We are delighted to begin this collaboration as ARFITEC takes a new step in its development."*

**Julien BECQUET, Investment Officer with Unigrains**, declared: *"We are impressed by the progress made by Michel GSCHWIND, Benoît REY and ARFITEC's teams over the past 20 years: starting from technological know-how, this family business has become a partner with high added-value for supermarkets and the agri-food industry. We are also very sensitive to the positive, concrete and scientifically proven impact of their solutions in the fight against food waste."*

## Actors involved in the transaction

<b>Company:</b>	ARFITEC (Michel GSCHWIND, Benoît REY)
<b>Investor:</b>	UNIGRAINS (Sébastien HASELINT, Julien BECQUET, Aline PICAUT, Coline KERJEAN)
<b>Legal Advisor to Company:</b>	ELEOM Avocats (Hubert EVRARD), QUADRATUR (Gilles FRESEL)
<b>Legal, Fiscal, IP DD:</b>	D'ORNANO + CO (Raphaëlle D'ORNANO, Thomas PRIOLET, Cécile AUVIEUX)
<b>Financial DD:</b>	NEXT FA ! (Hervé KRISSI, Laura GUERIN, Bastien CASASNOVAS, Ghita EL FAREH)



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### 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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