



## RESTORIA, a French player in collective catering, enters a new phase of sustainable growth with the support of Unigrains

*As the first “Société à Mission” in its sector, RESTORIA aims to boost growth in its historical activity and accelerate the development of its Poivre & Sel subsidiary. Its ambition is to further fulfill its commitment and contribute in its own way to a more desirable world.*

**Angers & Paris, May 16<sup>th</sup>, 2022** – Unigrains, the agri-food specialized investor, has acquired a minority stake in the capital of **RESTORIA**, a French regional player in collective catering. The retirement of Philippe COMTE, one of the two co-heads, after 52 years of management by the founding Comte and Saulou families, is at the origin of this operation. It aims to secure the Group’s growth, ensuring its independence and the perennity of its CSR commitments as a “Société à Mission”.

Founded in 1970 in Angers, **RESTORIA** ranks among the top ten collective catering players in France with sales of roughly €M 55, 930 employees and 15 million meals served per year. Anchored in the West of France with a presence in 16 departments, notably Maine-et-Loire, Vendée, Ile et Vilaine, Morbihan and Loire Atlantique, the Group serves 3 markets: education (elementary, middle and high schools), health (EHPAD, medico-social establishments and at home elder care) and businesses. Its Poivre & Sel subsidiary, specialized in preparing meals for home delivery, is also a reference actor with regards to the inclusive economy.

Since 2006, **RESTORIA** has become aware of the societal and environmental challenges it faces. For 16 years, it has continued to transform itself to better take on this responsibility as a food industry actor. Healthy food, commitment and kindness, responsible purchasing, local impact, reduction of carbon emissions, fight against food waste, diversity... all impacts from **RESTORIA**’s activity are measured and objectified. This desire is reflected in its entire organization, down to its offer and services. In 2013, **RESTORIA** became the first catering company certified LUCIE26000. By including its mission and its commitment to the common good in its legal statutes, **RESTORIA** completed a new step in 2021 becoming the first “Société à Mission” in its sector. The company has defined its purpose as “*cooking every day for the health and pleasure of all, choosing, together, a diet that preserves Mother Earth.*”

In a context of post-pandemic recovery and with the support of Unigrains, **RESTORIA** aims to further emphasize its contributive commitments and to limit its impact. The Group plans to:

- continue the development of its historical activity by strengthening the offer of its core business through new concepts and geographical expansion
- accelerate the development of its Poivre & Sel subsidiary through the opening of new kitchens, the development of a BtoBtoC activity as well as new services and product ranges.

This transaction also allows Emmanuel Saulou, President and majority shareholder of Maison **RESTORIA**, to strengthen his position in the capital. The company has also taken another step by opening its capital to 100% of its employees. From a family business, **RESTORIA** becomes a company majority owned by its employees with the support of Unigrains, a financial and strategic partner, specialized in the agri-food sector, founded in 1963 by French grain growers, and attentive to the respect of Best Practices in ESG investing.

**Emmanuel Saulou, President of RESTORIA**, declared: “*Such happiness and such pride for Maison RESTORIA to take this new step in its life! I thank Philippe for these nearly 30 years at the helm of the company and I am particularly pleased to continue the journey with the commitment of our employees and a financial partner in phase with our Mission. The arrival of Unigrains is a mutual choice. No doubt were we to meet one day. Unigrains chose us and we chose Unigrains. We share the same challenges and want to act together. The independence of RESTORIA is thus ensured while gaining the support and expertise of a key player in the agri-food value chain actively contributing to its transformation. We are happy to begin this collaboration with Unigrains and to enter a new phase of development for our Group.*”

**Nicolas Mulle, Investment Director with Unigrains**, added: *"In a sector heavily impacted by the pandemic, and where uncertainties remain, **RESTORIA** has shown resilience thanks to its unique posture and we believe in its growth potential. Under the impetus of Emmanuel Saulou and with the support of his teams, **RESTORIA** has the capacity to meet the growing demand for healthier and local food in line with its Mission."*

## Actors involved in the transaction

### Company

- Restoria (Emmanuel Saulou, Philippe Comte, Jean-Brice Héry)

### Investor

- Unigrains (Nicolas Mulle, Laura Molina, Cécilia Martijena)

### Legal advisor

- Fidal (Gildas Maisonneuve, Camille Durrmann, Mériadec Langanay, Simon Desplanques)

### Financial structure – M&A advisor

- Adeo Conseil & Finance (Natacha Bregeon, Maël Glevarec)

### Financial VDD

- Ernst & Young TS (Stanislas de Gastines, Arnaud Guillou)

### Financial DD

- Rossignol et Associés (Christophe Trottier, Johan Goizet, Lucie Jannin)

### Legal, fiscal and social DD

- D'Ornano & Co (Thomas Priolet, Alexia Suptil, Sarah Gardes)

### Banking partners

- Crédit Agricole Anjou-Maine (Gérard Sarazin, Jérôme Brielles)
- Banque Populaire Grand Ouest (Jean-Marie Pitel, Nicolas Maradan)
- CIC Ouest (Marie Metaireau, Caroline Graziani)
- BECM (Josselin Neveu-Monclair, Jean-François Landais)
- Société Générale (Annabelle Durand, François Gourhand)

### 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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