

Beillevaire Group opens its capital to Unigrains and accelerates its external growth strategy

The family-owned group, a French leader in high-end dairy products, strengthens its positioning and its product range through the acquisition of three cheese producers

Machecoul & Paris, September 16th, 2024 – Beillevaire, the French family-owned group specialized in the production and commercialization of cheese and dairy products, has opened its capital to Unigrains, the agri-food specialized investor, to accelerate its external growth strategy, further building on acquisitions completed over the past years. This operation notably enables Beillevaire Group to strengthen its positioning and its product range through the acquisition of three additional cheese producers: **Le Curé Nantais** and **La Fromagerie de la Houssaye** as well as **La Fromagerie de Vinay**, in partnership with Agrial, via an evolutive joint venture.

Founded in 1980 and based in Machecoul (Loire-Atlantique), Beillevaire Group produces a range of cheeses (including 5 under Protected Designation of Origin such as Brie de Meaux, Brie de Melun, Picodon, Camembert de Normandie made from raw milk and Chabichou du Poitou, as well as other cheeses under Protected Geographical Identification), butters, desserts and dairy products recognized for their quality, authenticity and strong identity. Thanks to its production facilities composed of 8 manufacturing sites (including 1 dedicated to plant-based desserts), 5 ripening cellars and 3 logistics platforms, Beillevaire Group transforms 30 million liters of milk per year and offers approximately 600 dairy-product references via its proprietary network of stores, open-air markets and specialized halls, as well as retailers, BtoB and export markets.

Controlled by the Beillevaire family and co-managed by Fabrice and Mathieu Beillevaire, accompanied by their father, Pascal Beillevaire, founder of the company, the group has sales of roughly €100 million and over 500 employees.

With the support of Unigrains as a minority shareholder, Beillevaire Group will continue to grow its activity in France through external growth, the expansion of its network of stores and the optimization of its product portfolio. The group also aims to strengthen its international presence, notably in Asia and the Americas.

Acquisition of three cheese producers

At the same time as opening its capital, Beillevaire Groupe announced the acquisition of three cheese producers, allowing it to strengthen its positioning and its product range:

- **Le Curé Nantais**, located in Pornic, manufacturer of the eponymous soft cheese
- **La Fromagerie de la Houssaye**, located in Saint-Pierre-en-Auge, producer of Pont L'Evêque and Livarot
- **La Fromagerie de Vinay**, located in Isère, specialized in the production of St Marcelin and St Félicien, alongside French cooperative Agrial in the context of an evolutive joint venture

Through these acquisitions, Beillevaire Group further diversifies its product portfolio, notably adding 2 new Protected Designation of Origins, supported by a history of successfully integrating external growth operations and the experience acquired by the Management team in the domain.

Pascal Beillevaire, Chairman of Beillevaire Group, declared: *“With the support of Unigrains, a specialized agri-food investor with a deep understanding of the dairy sector dynamics, our company is embarking on a new phase of strong growth and beginning its generational transmission. In parallel, the acquisition of these three cheese producers perfectly illustrates our ambition based on high quality products and the integration of our value chain.”*

Florence Alin and Julien Becquet, Investors with Unigrains, declared: *“Driven by a strong entrepreneurial spirit and exemplary family cohesion, Beillevaire Group stands out for its excellent reputation and its strong brand image. With its large product portfolio, including several Protected Designation of Origins, the group is perfectly positioned to strengthen its distribution network, including internationally, given the growing demand for high-end products of French gastronomy and savoir-faire.”*

Actors involved in the transaction

Beillevaire

- Pascal Beillevaire, Fabrice Beillevaire, Mathieu Beillevaire

Unigrains

- Florence Alin, Julien Becquet, Arthur Pauloin, Jean-Pierre Cottet, Cécilia Martijena

Advisors to Beillevaire

- M&A: Baker Tilly (Ludovic Griveau, Antoine Duval, Quentin Fournier, Martin Talavera)
- Legal: Oratio Avocats (Benoît Brossard, Franck Meledo)
- Evaluation: RSM (Benoît Coustaux)

Advisors to Unigrains

- Financial DD: Grant Thornton (Thierry Dartus, Zakariya El Qotni, Thomas Eked, Tom Peres)
- Legal: Agilys (Baptiste Bellone, Chloé Journal)
- Legal, Fiscal, Social DD: Agilys (Carolle Thain-Navarro, Madalina Suru)

About Unigrains

Unigrains, an investment company specializing in the agri-food and agro-industry sectors, has been supporting companies for 60 years, providing their managers with tailor-made equity and quasi-equity financial solutions, as well as recognized sector expertise. Today, Unigrains manages 964 million euros, and is a partner to 80 companies, intervening at various stages of their development, notably during capital reorganization, strategic investments and external growth operations. For further information: www.unigrains.fr

Press Contact:

- Unigrains: Ari Levine / alevine@unigrains.fr / +33 (0)6 69 20 79 19