



Sénevé Capital



## Loyez Woessen evolves its shareholding and begins a new growth phase

*Sénevé Capital, majority shareholder, and Unigrains reinvest alongside Management;  
BNP Paribas Développement enters the capital*

*The French group, specialized in the transformation and packaging of butter, plans to diversify into the grated and sliced cheese market*

Phalempin & Paris, January 9<sup>th</sup>, 2024 – Loyez Woessen, the French group specialized in the transformation and packaging of butter for large food retailers, has evolved its shareholding to welcome **BNP Paribas Développement** to its capital alongside **Sénevé Capital**, majority shareholder since 2017, **Unigrains**, invested since 2021 and its Management which have reinvested significantly. On the occasion of this OBO, a new entity has been created to support all the companies of the newly named **Abondia Group**. This operation also associates a dozen executives to the company's capital, including **Pascal Jallet**, who recently joined as CEO. Finally, it comes at a time when Abondia plans to diversify into the grated and slides cheese market.

Founded in 1922 and based in Phalempin, France, Loyez Woessen combines high quality dairy products with efficient services terms of supply and pricing. Since the 2017 entrepreneurial buyout by its President, Xavier Burette, and Sénevé Capital, the group has successively grown through regular investments in its production capacities, accelerated commercial deployment and the strengthening of its management team. With its two production sites in Hauts de France and Loire Atlantique, Abondia offers a full range of butter in consumer-sized portions (gourmet, soft, organic, extra-fine, reduced fat) under private label and its own brands. With 120 employees the group has sales of over €210 million. It constitutes a strategic partner for French leading French food retailers by ensuring secured supply and quality service.

Through this operation, Abondia begins a new growth phase building on its leading position in the transformation and packaging of butter, consolidated in 2021 by the acquisition of **Etablissements Charrier**. In the coming months, the offer will expand to include grated and slices cheeses. The aim is to replicate its unique know-how into the cheese segment which follows the same logic of availability, quality and service rates. The group also aims to accelerate its international development in the United States with a new commercial presence as well as in Asia and the Middle East. To succeed in these ambitious projects, Abondia will be able to count on the implication of Pascal Jallet and its management team, alongside its President, Xavier Burette.

**Xavier Burette, President of Abondia/Loyez Woessen**, declared: *“The reorganization of our capital will bring added value to our growth projects. We are delighted to continue this adventure with Sénevé Capital and Unigrains and to welcome BNP Paribas Développement as a shareholder. This operation reflects our ambition for the development of our company in the coming years.”*

**Jean de Sampigny, Founding Partner of Sénevé Capital**, declared: *“Since the successful 2017 entrepreneurial buyout, Loyez Woessen has engaged an external and organic growth trajectory. We are continuing our active support as majority shareholder in this new round because, beyond its leading position in the butter segment, we are convinced of its potential to enter new markets.”*

**Nicolas Mulle, Investment Director with Unigrains**, declared: *“In a French market that remains structurally in demand for butter, Loyez Woessen stands out for its industrial and commercial performance as well as its unique purchasing skills, allowing for secured sourcing and quality. We are delighted to continue our financial and strategic support in this new growth phase.”*

**Willy Bruggeman, Investment Director with BNP Paribas Développement**, declared: *“We are delighted to enter the capital of Abondia/Loyez Woessen, a promising SME renowned for its professionalism in its sector and having succeed in its development. The expertise of its management team, united around Xavier Burette and Pascal Jallet will be a major asset in continuing its growth trajectory into new markets such as cheese.”*

# ABONDIA



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## Actors involved in the transaction

### Loyez Woessen

Xavier Burette, Pascal Jallet, Adrien Sauvage

### Sénevé Capital

Jean de Sampigny, Louis de Lestanville

### Unigrains

Nicolas Mulle, Mehdi Billaud, Cécilia Martijena, Eric Porcheron, Anne Perrot-Borderon

### BNP Paribas Développement

Willy Bruggeman, Antoine Vaz da Silva, Sophie Hemond

### M&A Advisor

Sevenstones (Elodie Le Gendre, Antoine Emery, Aymeric Marhadour, Romane Lo Cascio)

### Debt Advisor

A&X Conseil (Xavier Weisrock)

### Advisor to Executives and Managers

Arsene-Taxand (Franck Chaminade)

RV Consulting (Hervé Jeanpierre)

### Accounting & Financial DD

Grant Thornton (Thierry Dartus, Loïc Haberkorn, Zakariya El Qotni)

### Legal Advisor to investors and Legal, Tax, Social and IP DD

De Pardieu Brocas Maffei (Eric Muller, Anne-Laure Drouet, Thomas Grenard)

### Legal Advisor to Company

Lamartine Avocats (Bintou Niang, Raphael Saulneron, Mélissa Munoz, Juliette Guislain, Maryline Pic-Dehongher)

### Mezzanine Financing

Cerea Partners (Hubert Lange, Eva Lombard)

Amundi Asset Management (Salim Hasnat, Antoine Renault)

### Legal Advisor to Mezzanine

Goodwin Procter (Arnaud Fromion)

### Senior Banks

BNP Paribas – Coordinator (Guillaume Chesnel, Risleine El Adli, Vincent Prud Homme, Cédric Brocaïl)

Caisse d'Épargne HDF (Maxime Rime, Mathieu Le Sech, Cyril Labadie)

LCL (Amélie Guillon, Anna Chouraqui, Christine Languille)

Société Générale (Tiphaine Anne, Baptiste Monteux, Anne Martin)

Arkéa (Anne-Laure Toinon, Christophe Coz, Laure Lamarque)

### Legal Advisor to Senior Banks

De Pardieu, Brocas et Maffei (Christophe Gaillard)

### About Sénevé Capital

Sénevé Capital partners with entrepreneurs and buyers with ambitious development projects for their companies. Its investment strategy is focused on companies in a phase of accelerating growth, entrepreneurial transfer or strategic change in shareholding. Its founding partners, Louis de Lestanville and Jean de Sampigny, have a combined experience of 40 years in private equity having invested €M 500, mainly in the context of entrepreneurial transformations (MBI, carve-outs, spin-offs). [www.sevenecapital.com](http://www.sevenecapital.com)

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

### About BNP Paribas Développement

BNP Paribas Développement, an independent subsidiary of the international banking group BNP Paribas, is a public limited company which has, for over 30 years, invested in equity capital directly as a minority shareholder to support the development of promising SMEs and ensure their sustainability by facilitation their transmission. Beyond the financial resources made available to ensure stability, the vocation of BNP Paribas Développement is to support management teams in carrying out their mid-long term strategic projects. Our minority positioning ensures our partners appropriate governance, without interference in day-to-day management, while benefiting from the strength of a recognized group and the experience of a partner with a portfolio of more than 500 diversified holdings. [www.bnpparibasdeveloppement.com](http://www.bnpparibasdeveloppement.com)

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