

The CAPZA Transition fund accelerates Groupe Saint Aubin's rapid expansion

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CAPZA is buying Groupe Saint Aubin, in partnership with its chairman/CEO Thierry Lafeuille, in order to speed up its growth trajectory. Together with Thierry Lafeuille, CAPZA Transition is investing in the group's capital and mezzanine debt. The other shareholders are selling all their shares.

Groupe Saint Aubin has been run by Thierry Lafeuille (formerly a Director at Coup de Pâtes) since 2015, when it was taken over by MBI. The group manufactures a wide range of desserts, savoury snacks and ready-made products which it sells to big supermarket chains, distributors for the out-of-home catering industry and bakery chains.

It has around 116 employees and is expected to generate €25 million of revenue in 2019.

Thanks to its 4 production facilities in the Saône-et-Loire region and R&D laboratory, it is able to offer a wide range of customised and distinctive products alongside a standard ready-to-order range. It is especially renowned for its innovative capabilities, which will be further developed following this transaction.

With its newly streamlined capital ownership structure, Groupe Saint Aubin will be able to launch a large-scale investment programme in production facilities, R&D and additional bolt-on acquisitions.

Thierry Lafeuille's in-depth experience will be combined with CAPZA's extensive knowledge of the food industry, having already made around ten investments in the sector; one such investment is Cérélia, which CAPZA has supported since 2010 and guided through a series of organic growth measures and acquisitions in France, Europe and overseas.

Emmanuel Bonnaud, Managing Partner of CAPZA Transition, declared that *"Groupe Saint Aubin will become a key player in its market by upgrading its production facilities, aligning and reinforcing its governance, and seizing external growth opportunities that will create a high degree of added value for its customers"*.

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Thierry Lafeuille, Chairman of Groupe Saint Aubin, added *“We have worked hard since 2015 to improve our product range, customer relations and internal organisation; CAPZA is now coming on board and giving us the resources we need to consolidate our position through customer-centric innovation. We will achieve this by further optimising the know-how, passion and expertise of our staff to offer the catering industry a range of suitable and customised gastronomical solutions”*.

About CAPZA Transition

The CAPZA Transition fund is there to support healthy businesses that find themselves in an unstable position or facing a strategic challenge (reorganisation of the capital ownership, shareholders with diverging opinions, a need to rebalance the balance sheet or recover from a phase of underperformance). We assist these businesses by offering liquidity and refinancing solutions. Our diagnosis aims to create a consensus on the turnaround strategy so that everyone’s objectives are aligned. The CAPZA Transition fund is a transparent and reliable partner that will share its vision so that constructive dialogue can be created and a deal pushed through rapidly.

Financing can be provided either in the form of equity, bullet loans, convertible debt or a combination of these instruments, depending on the situation.

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About CAPZA

Created in 2004, CAPZA¹ is an established European private investment platform focused on small and mid-cap companies. The company is majority owned by its teams and supported by the AXA Group.

With €2.7bn of assets², CAPZA places its experience and passion for developing businesses at the service of investors in Europe and worldwide with its platform of 4 complementary areas of expertise: Flex Equity, Private Debt, Transition³ and Artemid⁴.

CAPZA offers financing solutions to small and mid-cap companies at every stage of their development. Its unique platform allows CAPZA to support companies over the long term by providing them with custom made financing solutions (majority capital, minority capital, subordinated debt, senior debt,

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etc.). CAPZA is a generalist but has built up strong expertise in supporting companies in the health, technology, agri-food and services sectors.

CAPZA has about 50 employees based in Paris, Munich, Madrid and Milan.

¹CAPZA (formerly Capzanine) is the commercial name of Atalante SAS, portfolio management company approved on 11/29/2014 by the « Autorité des Marchés Financiers » under GP-04000065.

²€2.7 billion as at 30 June 2019, of which assets advised by Artemid SAS and managed by a third party.

³ The funds of the CAPZA Transition range are managed by the asset management company CAPZA, and advised by CAPZA Transition SAS which has financial investment advisor status (CIF in France), is registered under the Orias under the number 18001601 since the 23/03/2018.

⁴ The funds of the Artemid range are managed by the asset management company CAPZA and advised by Artemid SAS, which is a subsidiary of CAPZA and Amiral Gestion and has financial investment advisor status (CIF in France). Artemid SAS is registered by the Orias under the number 14003497 since the 05/28/2014.

More information : <http://capza.co> **Twitter :** @capza