



## Demarne reorganizes its capital and accelerates its family transmission

*Romain Demarne, 4<sup>th</sup> generation of the family, becomes the company's largest shareholder, alongside Unigrains*

**Boulogne-sur-Mer, Rungis & Paris, June 26<sup>th</sup>, 2024** – Founded in 1929, Demarne is a leading French player in the seafood trade industry. Strategically located at the Rungis *Marché d'Intérêt National* and the port of Boulogne-sur-Mer, the family-owned company distributes a wide range of products to clients including traditional fishmongers, restaurateurs, retail distributors and wholesalers.

Organized around 160 employees, the company is currently led by Romain Demarne, 4<sup>th</sup> generation of the family, with sales above 160 million euros, with steady growth driven by the quality of its product range and associated services.

This capital reorganization sees Romain Demarne becoming the company's largest shareholder and the Demarne family strengthening their stake in the capital. Unigrains, the agri-food specialized investor and long-standing partner of the group since 2011, has reinvested while Naxicap and Nord Capital have exited the capital.

Demarne's ambition over the coming years will be to consolidate its position as a leading player in the distribution of seafood products and will be able to rely on Unigrains' expertise and networks in this endeavor.

**Romain Demarne, President of Demarne**, declared: *"This transaction is in continuity of our 2018 capital reorganization. Today we are taking another important step in the generation transmission of our company. We would like to thank Naxicap and Nord Capital for their support and are delighted to continue our growth trajectory with the help of Unigrains."*

**Nicolas Mulle, Investment Director with Unigrains**, declared: *"We are pleased to continue our support to this dynamic family-owned company operating at the heart of the seafood industry. We will continue to provide Demarne with access to Unigrains agri-food networks – notably in distribution and restaurants – in order to help it strengthen its market positions."*

<b>Actors involved in the transaction</b>	
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<b>Demarne</b>	Romain Demarne, Jean-Paul Demarne
<b>Unigrains</b>	Nicolas Mulle, Arthur Pauloin, Cécilia Martijena
<b>Legal Advisor to Demarne</b>	Valther Avocats (Bruno Fiacre, Matthieu Labat-Labourdette, Manon Dupin)
<b>Financial BDD</b>	CP&A Corporate Finance (Jean-Philippe Perret)
<b>Legal, Fiscal, Social BDD</b>	Legal / Fiscal - IXIS Avocats (Xavier Sennès) for CP&A Corporate Finance Social – Cornet Vincent Segurel (Anne Pitault, Antoine Losse) for CP&A Corporate Finance
<b>Bank Financing</b>	Banque Populaire Rives de Paris (Céline Autran, Emilie Blandin) BECM (Olivier Jeandot) Société Générale (Gaëlle Sez nec)

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

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