



Sylvatek, the European leader in wood packaging, reorganizes its capital to accelerate its development

Unigrains and Galia Gestion will support the family-owned business in its generational transmission and its growth projects in France and abroad

Paris and La Chapelle-Faucher, France, January 23rd, 2023 – Sylvatek Groupe, the European leader in the design, manufacture and distribution of wood pallets, trestles and crates, has reorganized its capital in the context of a process intermediated by Translink Capital France. On this occasion, Unigrains, the agri-food specialized investor, has acquired a minority stake in the company, alongside Galia Gestion, which reinvested significantly and the company's Management, which strengthened its majority position. Naxicap, shareholder since 2017, divested its stake.

Founded in 1949 in the Dordogne region of France, SYLVATEK, was formed by successive build-up operations. Considered the European leader in large-format wood packaging, the Group is composed of 5 entities offering a range of solutions for the design, manufacture and distribution of pallets, trestles and crates for agricultural, construction and industrial use.

In recent years, the Group entered a new growth phase under the leadership of Didier and Odile CHEMIN as their son Yann CHEMIN. Sylvatek has sales of nearly 40 million euros in 2022, of which more than 30% of the pallet activity is via export.

While the family shareholders have significantly reinvested, retaining the majority of the capital and the operational management, this reorganization also initiates the generational transmission to their son Yann, who has been active with the company for several years.

With the support of Unigrains and Galia Gestion, Sylvatek will begin a new stage in its history, marked by continued internationalization, the development of production capacities and new upstream and downstream growth opportunities to secure its supply of raw material as well as the growth of its product portfolio and client base.

Didier CHEMIN, President of Sylvatek, declared: *"We are continuing our adventure and are delighted that Galia Gestion continues to support us, showing confidence and a common vision. We are also very pleased that Unigrains is joining us. We share their values and sector of activity. Finally, for us, it's a first step in the transmission of our family business to our son, Yann, who has accompanied us for three years and has joined the capital by our side and who, as Managing Director, will be in charge of operations and operational development of the Group."*

Jean-Philippe LUCE, Investment Manager with Unigrains, added: *"We are very happy to support Sylvatek and its experienced management team. In a promising market, still in a period of consolidation, Sylvatek offers solutions that stand out for their quality and durability. Unigrains intends to leverage its sector expertise and its networks in France and abroad in service of the development of the Group."*

Vincent Schifano, President of Galia Gestion, added: *"We first supported Didier, Odile and then Yann Chemin in 2017 in the takeover and development of Sylvatek, which has seen encouraging organic growth and well-executed acquisitions. Given the quality of its management, its positioning and market prospects, we are convinced of its development perspectives, in France and abroad. We are delighted to continue this great adventure."*

Parties involved in the transaction

Advisors to Sylvatek Group:

- **M&A Advisor:** Translink CF France (Jacques-Henri RIEME, David DHOUAHRIA, Arnaud FERRUS)
- **Legal Advisor:** BlackBird Avocats (Didier LOISEAU)
- **Financial DD:** Talenz-Sofidem (Philippe NOURY, Nathalie PELY)

Investors:

- **Unigrains** (Jean-Philippe LUCE, Aline PICAUT, Coline KERJEAN, Mehdi BILLAUD)
- **Galia Gestion** (Vincent SCHIFANO, Nicolas D'AMICO)

Advisors to Investors:

- **M&A Advisor:** Messis Finance (Anne SORLUT)
- **Legal Advisor:** Agilys Avocats (Baptiste BELLONE, Sophie AUVERGNE)
- **Financial Advisor:** Oderis (Hugo PRIMAS, Julien LOUIS, Yoan CASSAM CHENAI)

Debt Financing:

- **Arranger:** Arkéa Banque Entreprises et Institutionnels (Christophe COZ, Véronique BOISSIERE)
- **Participants:**
 - o **Banques Tarneaud** (Gilles PERCY du SERT)
 - o **Crédit Agricole Charente Périgord** (Matthieu BARAULT, Olivier COURTOIS)
 - o **Caisse d'Épargne** (Antoine GOGET)
- **Legal advisor to lenders:** CVS (André WATBOT, Stéphanie GÉRARD, Aymeric LANGANAY)

About Unigrains

For over 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 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

About Galia Gestion

Management company located in Bordeaux and Toulouse, operating mainly in Southern and Western France, Galia Gestion supports regional companies to finance their growth or transmission projects, providing investments between 1 and 9 million euros per transaction within the frames work of minority or majority transactions, alongside managers or potential outside buyers. Its portfolio is composed of roughly 50 companies present in very diverse sectors of activity such as software, med-tech, electronics, distribution, agri-food or services.

www.galia-gestion.com

About Translink Corporate Finance

Translink Corporate Finance is a global leader in providing specialist financial advisory services for mid-market companies. Founded in 1972, the company has more than 350 experts in over 35 countries on 6 continents. In France, the team has more than 20 professionals dedicated to M&A operations of transactions between 20 and 200 million euros.

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