



## Squiban Group completes capital transmission to Unigrains, Épopée Gestion, UNEXO, Bpifrance and its Management team

*A major player in horticultural, produce farming, industrial and tertiary installations, Squiban Group accelerates its development centered on the ecological transition*

**Plougastel Daoulas & Paris, July 25<sup>th</sup>, 2024** – Squiban Group, a major player in horticultural, produce farming, industrial and tertiary installations for over 50 years, completed its capital transmission to Unigrains, lead investor, accompanied by Épopée Gestion, UNEXO, and Bpifrance as well as its Management team. The transaction aims to accelerate the growth of Squiban Group and strengthen its position centered on the ecological transition.

Founded in 1972 in Plougastel Daoulas (Brittany, France), and initially specialized in equipment for greenhouses, Squiban Group has diversified over the past 15 years, via numerous acquisitions, into energy management, optimization of water resources as well as climate and electrical engineering activities, including artificial intelligence. Thanks to its experience in the management of organic productions, Squiban Group is recognized for the quality of its after-sales service, enabling it to develop multiple skills to best meet the needs of clients and partners. Through its specialized subsidiaries, Squiban Group also offers solutions related to renewable energies (photovoltaic, wine, energy storage and methanization).

Currently, Squiban Group has sales of more than 70 million euros, with 320 employees across 23 agencies.

### **Becoming a key player in energy management and resource optimization**

Through this transaction, Squiban Group intends to strengthen its position as a key player in the ecological transition for agricultural, industrial and tertiary clients and partners on a national level. This development may notably involve external growth operations, such as those already completed in recent years, and which successfully integrated new technological solutions and added value for users.

**Patrice Borali, President of Squiban Group**, declared: *“This transaction is fully aligned with the business project initiated by Mickaël Squiban and accelerated when I joined 8 years ago. The expertise, experience and complementarity of Unigrains, Épopée Gestion, UNEXO and Bpifrance will allow us to better structure ourselves, to pilot future developments and to guarantee the maintainability of our quality service whilst being able to offer our clients new and efficient solutions.”*

**Nicolas Mulle, Investment Director with Unigrains, lead investor in the transaction**, declared: *“Squiban Group boasts a strategic position as a multi-specialist offering turnkey solutions with high added value to a predominantly agricultural clientele. Beyond the growth trajectory, this transaction demonstrates our alignment with the management team on a shared vision of the opportunities and the transitions that we aim to support across the agri-food industry. We are thus at the heart of Unigrains’ mission as a sector specialized, active and responsible investor.”*

**Aymeric Le Renard, Partner and Investment Director with Épopée Gestion**, declared: *“Squiban is at the center of the challenges and opportunities of our region: local agriculture, energy savings, renewable energies... In addition, the ambitious family transmission project led by Patrice corresponds exactly with those we want to support with Épopée Gestion: creating national champions based in our regions, and more particularly in this case, here in the Brest area of our origins.”*



**Antoine Martiarena, Investment Manager with UNEXO**, declared: *“Squiban is well known to the Caisse Régionale de Crédit Agricole du Finistère which has accompanied Mickaël Squiban and Patrice Borali for many years. We were quickly convinced by this transaction both enabling a gradual transfer of the group to its management and ensuring a continued commitment to its region. We are also convinced by the relevance of Squiban’s offer for its clients as well as its contributions to food sovereignty and the energy transition.”*

**Jean-Marie Fougeray, Senior Investment Director with Bpifrance**, declared: *“We are delighted to support a strategic player such as Squiban in its new development phase, alongside our partners and the management. We believe strongly in Squiban’s role amongst major player in resource optimization and energy management.”*

### Actors involved in the transaction

#### Company

- Squiban Group (Mickaël Squiban, Olivier Porhel, Patrice Borali)

#### Advisors to the Company

- Legal: Aoden (Pascal Bertevas, Julie Lepoivre)
- M&A: Adviso Partners (Guillaume Dary, Samuel Fayolle, Nathan Hellio)
- Financing: Adviso Partners (Olivier Amicel)
- Financial VDD: Deloitte (Louis Fourdinier, Jérôme Euler)

#### Investors

- Unigrains (Nicolas Mulle, Julien Becquet, Emma Le Clair, Cécilia Martijena)
- Épopée Gestion (Aymeric Le Renard)
- UNEXO (Antoine Martiarena, Maryan Deroo, Lise Le Glaunec, Romain David)
- Bpifrance (Jean-Marie Fougeray, Emma Picard, François Solingéas, Clotilde Wetzer)

#### Advisors to Unigrains

- Financial BDD: Grant Thornton (Thierry Dartus, Loïc Haberkorn, Maelys Allaf, Hugo Lafuente)
- Legal, Tax, Social BDD: Agilys Avocats (Baptiste Bellone, Chloé Journal, Carolle Thain-Navarro)
- Financing: Agilys Avocats (David Kalfon)

#### Advisors to Épopée Gestion

- Legal: TGS France Avocats (Gauthier Verdon)

#### Advisors to Bpifrance

- Strategy BDD: EY Parthénon (Vincent Czeszynski, Anaïs Rostand)
- Legal: Degroux Brugère (Jérémy Swiecznik)

#### Banks

- Arkea Banques Entreprises et Institutionnels (Christophe Coz, Brendan Gianoncelli, Mélanie Robert)
- Crédit Agricole Finistère (Benjamin Sammartino, Nicolas Quere, Frédéric Gestin, Laurence Bozec, Astrid Landes)



#### 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)

#### About Épopée Gestion

Épopée Gestion is an investment company co-founded in 2020 by Ronan Le Moal and Charles Cabillic whose mission is to develop the regional economy by providing long-term support to regional companies based mainly in the West of France. Épopée Gestion, which became a mission-driven company in January 2024, aims to “reinvest in the regions” and create regional champions through an inclusive investment ecosystem built around four complementary verticals: innovation and digital (Xplore I, Xplore II), SME/ETI transitions (Épopée Transitions I), sustainable real estate (Épopée Immo Rendement I, Épopée Hôtels I) and infrastructure and climate (Épopée Infra Climat I). Épopée Gestion’s geographical area of operation is expected to gradually expand in the coming years. [www.epopeegestion.fr](http://www.epopeegestion.fr)

#### About UNEXO

UNEXO, a management company within the Crédit Agricole Group, supports managers and entrepreneurs in the Grand Ouest region. UNEXO’s financing offer is aimed at SMEs, mid-cap companies and startups: development, transmission, mezzanine, debt funds and innovation. Its mission is to contribute to regional economic dynamism by maintaining decision-making centres and jobs. UNEXO is present in the capital of more than a hundred companies as a minority shareholder. Key figures: €670 million in investment capacity, 4 offices, more than 300 companies supported since 1993. For more information: [www.unexo.fr](http://www.unexo.fr)

#### About Bpifrance

Bpifrance finances companies – at every stage of their development – in credit, guarantees and equity. Bpifrance supports them in their innovation and international projects. Bpifrance also ensures their export activity through a wide range of products. Advisory, training, networking and acceleration programs for startups, SMEs and mid-caps are also part of the offer proposed to entrepreneurs. Thanks to Bpifrance and its 50 regional locations, entrepreneurs benefit from a close, unique and efficient contact to help them face their challenges. For more information: [www.bpifrance.fr](http://www.bpifrance.fr)

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