



## Unigrains and Bpifrance acquire a stake in OTICO, the wheel solutions specialist for agricultural machinery, to accelerate its development

**Paris (75) and Chalmaison (77), France, September 4<sup>th</sup>, 2023** – OTICO, a leader in the design, manufacturing and marketing of self-cleaning and agronomic rolling solutions to equip agricultural machinery, has opened its capital, for the first time, to Unigrains and Bpifrance as minority shareholders, as well as to 12 company managers. The operation aims to accelerate the development of the French family-owned company, particularly internationally.

Created in 1971 and led by Olivier Phély, son of the historic founder, OTICO is specialized in the production by extrusion and injection of tires as well as in the design of wheels and rollers to equip all agricultural tillage machines (cultivators, seeders, planters, fertilizers, hoeing, strip-till, etc.). From its industrial facility, located in Seine-et-Marne, France, the company, recognized for the quality of its products and capacity for innovation, manufactures nearly 1.2 million rubber tires each year. OTICO employs 130 people and has sales of €M 40, 85% of which is via exports to 40 countries.

By making agronomy its core business, OTICO has become a driving force in the agricultural sector. The company stands apart for creating its own rubber blends and manufacturing its own molds, thus producing products that can adapt to all types of soils, all agricultural techniques, all climates and all geographies. Committed to the agroecological transition, OTICO's rolling solutions can contribute to a reduction of inputs, an upwelling of water by capillary action or even an accelerated emergence of weed seeds.

With the investment from Unigrains and Bpifrance, OTICO will begin a new phase in its history, marked by international development (notably in America) and driven by increasingly sophisticated agricultural machinery as well as by the challenges related to soil preservation. The company will also continue its recognized innovation policy in order to constantly align its rolling solutions with the latest developments in agricultural practices.

**Olivier Phély, President and CEO of OTICO**, declared: *"After several years of strong growth, driven by a dynamic global agricultural equipment market, we are delighted with the arrival of Unigrains and Bpifrance in our capital and are counting on them to help us in our new growth phase, focused international development and innovation. The complementarity of these two renowned partners – Unigrains, with its sector expertise and close proximity to the agricultural world, and Bpifrance, with its numerous networks and relays – will bring undeniable insight and support to our projects!"*

**Nicolas Mulle, Investment Directeur with Unigrains**, added: *"With an experienced management team, a broad product range that adds value and a great capacity for innovation, OTICO holds a privileged position in the agricultural equipment sector. Unigrains, founded by French grain farmers and dedicated to investing in food and agriculture, will bring its sectoral expertise, its networks and its know-how to help Olivier Phély and his teams in carrying out their growth project."*

**Luc Doyennel, Investment Director with Bpifrance**, added: *"OTICO is an industrial pearl operating in a niche of the agricultural equipment market – but it is a niche with global influence. Sustainably and solidly establishing its leadership in the largest agricultural areas across the planet is one of the objectives set by Bpifrance. Our roadmap also aims to support the company in its climate transition and the decarbonation of its production tools; without forgetting support in strengthening the skills of its management teams, to make future leaders."*

## Actors involved in the transaction

### Company:

- **OTICO:** Olivier Phély, Managers

### Advisors to the Company:

- **M&A:** Adviso Partners (Guillaume Dary, Mathilde Aubry, Nathan Hellio)
- **Financing:** Adviso Partners (Olivier Amicel)
- **Legal:** Antélis-Veysade (Emma Bensoussan-Crémieux, Denis Polack, Matthieu Obstler)
- **Financial VDD:** KPMG (Arnaud Colas, Mathieu Audureau)

### Financial Investors:

- **Unigrains:** Nicolas Mulle, Arthur Pauloin, Cécilia Martijena, Anne Perrot
- **Bpifrance:** Luc Doyennel, Augustin Chappelon, Raphaëlle Denoix de Saint Marc, Julie Poincheval

### Advisors to Investors:

- **Financial DD:** Next ! Financial Advisors (Hervé Krissi, Laura Guérin, Thomas Chorvalli)
- **Legal & Fiscal DD:** Agilys Avocats (Baptiste Bellone, Carolle Thain-Navarro, Madalina Suru, Sophie Auvergne, Chloé Journal)

### Bank Financing:

- **BPRI** (Aude Gemayel, Farah Zekagh, Gaëlle Oudin, Régis Ndimingui)
- **Société Générale** (Claude Hengen, Stéphanie Hutrel, Baptiste Treguer)
- **BNP Paribas** (Alexandre Brugier, Laurent Giannetti, Sandrine Derbois)

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

### About Bpifrance

Bpifrance is the French national investment bank: it finances businesses – at every stage of their development – through loans, guarantees, equity investments and export insurances. Bpifrance also provides extra financial services (training, consultancy) to help entrepreneurs grow their businesses and overcome the challenges they face (innovation, export...). Website: <http://www.bpifrance.fr> and [presse.bpifrance.fr](http://presse.bpifrance.fr) Twitter: @Bpifrance - @BpifrancePresse"

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