

Paris, April 6, 2022

CIC Conseil advised the shareholders of Berni for its sale to the Alliance Group

CIC Conseil advised Berni's shareholders regarding the transmission of its entire capital to the Alliance Group, making thus official the departure of family shareholders and Crédit Mutuel Equity, which had been accompanying the company since the late 1980s.

Following this transaction, Berni's capital will be 100% held by the Alliance Group.

Founded in 1954 and based in Verdun (Grand Est), Berni specialises in the production of dry-cured deli meats (chorizo, bacon, salami, coppa), mainly for private labels, marketing them as whole pieces or as sliced assortments. The company distributes its products through various channels (large retailers, hard discount chains, wholesalers, foodservice) and maintains historical relationships with a portfolio of top-tier clients.

The company never stopped expanding its industrial tool over the last 15 years, reaching today an annual production capacity of around 5,000 tonnes, for a turnover of almost €30 million in 2021.

With this transaction, the Alliance Group – subsidiary of the Cobévial cooperative based in Amiens and grouping around 30 French SMEs from the agri-food industry (cumulated T/O of around €700 M in 2021) – will be able to develop its deli meats department and to strengthen its positioning regarding private labels products.

CIC Conseil acted as exclusive financial advisor to the vendors.

Participants in the transaction

Vendor:

Ets Berni: Philippe Trévisan and Crédit Mutuel Equity (Romain Peiffer)
Financial advisory: CIC Conseil (Florent Obry, François-Xavier Moisan, Louise Bouëdo)
Corporate legal advisory: BM Partners (Karine Budin)
Social advisory: Fromont-Briens (Laurence Urbani-Schwartz)
Financial Due Diligence: Advance Capital (Thomas Récipon, Marine Vernay, Baptiste Olgne)
Management advisory: BCY Conseil (Bernard Charront)

Buyer:

Groupe Alliance: Hubert Parry, Pascal Barbier, Loïc Bourgeois, Charlotte Declémy, Gérald Decayeux, Pierre-Yves Gosselin
Financial advisory: MTI Groupe (Pascal Dequeant)
Corporate legal advisory: Fidal (Félix Huon, Antoine Gelle)
Legal Due Diligence: KPMG Avocats (Aurélien Salmon, Clément Lefort, Romain Tiablikoff)

About CIC Conseil

CIC Conseil is Crédit Mutuel Alliance Fédérale's dedicated M&A subsidiary. Its team of expert professionals, located across France, advises corporations, their managers and their shareholders on French and cross-border transactions. Its capabilities cover the entire spectrum of potential corporate finance needs (disposals to industrial investors, leveraged buy-outs, acquisitions, spin-offs, mergers and fundraising).

CIC Conseil has 7 regional offices: Bordeaux and Toulouse (CIC Sud-Ouest), Nantes (CIC Ouest), Lille (CIC Nord-Ouest), Strasbourg (CIC Est), Lyon (CIC Lyonnaise de Banque), and Paris (CIC).

For more information, see www.cic-conseil.eu

About Crédit Mutuel Alliance Fédérale

One of France's leading bankinsurers, operating with 75,000 employees serving over 29 million customers through its 4,500 branches, Crédit Mutuel Alliance Fédérale offers a diversified range of services to a wide range of customers, from private individuals and local professionals to businesses of all sizes.

One of Europe's strongest banking groups, its shareholders' equity amounted to €53,2 billion and its CET1 ratio was 18.8% as of 30 December 2021.

Crédit Mutuel Alliance Fédérale is made up of the following Crédit Mutuel federations: Centre Est Europe (Strasbourg), Sud-Est (Lyon), Ile-de-France (Paris), Savoie-Mont Blanc (Annecy), Midi-Atlantique (Toulouse), Loire-Atlantique et Centre-Ouest (Nantes), Centre (Orléans), Normandie (Caen), Dauphiné-Vivaraïs (Valence), Méditerranéen (Marseille), Anjou (Angers), Massif Central (Clermont-Ferrand) and Antilles-Guyane (Fort-de-France).

Crédit Mutuel Alliance Fédérale also encompasses Caisse Fédérale de Crédit Mutuel, Banque Fédérative du Crédit Mutuel (BFCM) and all its subsidiaries, including CIC, Euro-Information, Assurances du Crédit Mutuel (ACM), Targobank, Cofidis Group, Banque Européenne du Crédit Mutuel (BECM), Banque de Luxembourg, Banque Transatlantique and Homiris.

For more information, see www.creditmutuelalliancefederale.fr

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