



Agrial enters into exclusives negotiations to acquire a majority stake in Salaisons du Mâconnais

Following straight on from the acquisitions of the companies Brient in 2017, Tallec in 20218 and Sibert and La Bresse in 2019, the project to acquire a majority stake in Salaisons du Mâconnais marks a new stage in the development of Agrial's Meat division. This company is fully in line with the Horizon 2025 strategy carried out by the Co-operative: to build a Meat division from SMEs recognised for its expertise and offering quality products.

Based in Pierreclos in Saône-et-Loire, nearby Macôn in the Burgundy region in France, Salaisons du Mâconnais manufactures French salamis according to a family expertise perpetuated since 1919 (four generations). Offering high-end French salamis, majority of which are produced under quality labels (*Label Rouge, Bleu Blanc Coeur, Agriculture Biologique, etc.*), the company mainly markets its products in self-service to mass retailers and, to a lesser extent, for export. In 2020, the society achieved a turnover of 33 million euros for 3,700 tons of French salamis sold. With a production area of 16,000 square meters, its processing sites employs about 120 people and has benefited for recent investments (dryers and storage).

The effective acquisition of the company will occur within the second quarter. Concerning the executive direction, it would still be ensured by Jérôme et Sébastien Fouilloux, current owners and directors of the company.

For Stéphane Poyac, EVP of Agrial's Meat division, this acquisition project is particularly meaningful for the Co-operative and its farmer members: *"While Agrial is currently exclusively present on the cooked meat products market, Salaisons du Mâconnais would allow us to gain a foothold in the dry charcuterie sector and to accelerate our export development. With this company anchored in the Co-operative's territory, we are pursuing the strategy of our Meat division by focusing on the enhancement and development of quality sectors, at the service of Agrial's farmer members".*

Jérôme Fouilloux, director of Salaisons du Mâconnais, insists on the relevance of the project for his company. *"We are very happy with this project of rapprochement with Agrial, which would enable our family company to continue its development. Its co-operative dimension and its will to offer quality products, while preserving our traditional expertise on French salami, corresponds completely to the DNA of our company and offers good prospects for our future employees and clients."*

À propos d'Agrial

Agrial is a French farming and agri-food co-operative which supports its farmer members every day to promote and sell their products. With strong brands, the Group has 150 production sites in 11 countries and develops its food activities in the dairy, fresh produce, beverage and meat sectors. As a committed and community-based company, Agrial develops high-performing and responsible farming, offering consumers healthy, safe and tasty food. Together, Agrial's 12,500 farmer members and 22,000 employees incarnate the company's values: long-termism, proximity, solidarity and boldness. In 2019, the Group generated 6.1 billion euros in turnover. More information: www.agrial.com

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