



EDMOND DE ROTHSCHILD CORPORATE FINANCE ADVISES SEVEN2 AND THE MANAGEMENT ON THE CAPITAL REORGANISATION OF THE ROUTIN GROUP

Edmond de Rothschild Corporate Finance is advising the shareholders of the Routin Group (Seven2, UI Investissement, Crédit Mutuel Equity and the management) on the acquisition of a stake by Argos Wityu through its environmental buy-out fund, Argos Climate Action.

Through the LBO, the Seven2 fund (formerly Apax Partners) is divesting in the Routin Group after supporting it for five years, having contributed to its transition to an on-trade ingredients manufacturer and the completion of three external growth transactions. The long-standing minority shareholders UI Investissement and Crédit Mutuel Equity, accompanied by Loïc Couilloud, the entire Management and the group's employees, are reinvesting alongside Argos Wityu.

The Routin Group was founded in 1883 in Chambéry and now operates in 84 countries, harnessing 140 years of know-how in the design, production and distribution of high-end ingredients for creative beverages through its ranges of cordials, sauces, fruit purées, mixers and powdered coffees via emblematic brands including 1883, Cappucine and Artonic.

With long-standing presence in the mass retail segment in own brands and private labels, the Routin Group has gradually transformed through a combination of organic and external growth, having completed three acquisitions since 2019 in France and the United States. It has thus expanded internationally, where it now generates nearly 50% of revenue, and refocused on an on-trade business model (today accounting for two-thirds of total business) targeting a B2B client base of restaurants, bars, coffee shops and hotels.

The Routin Group reported revenue of €115 million in 2023 and employs nearly 240 people based at two production sites in France and a sales office in the United States. In 2022 at its Chambéry site, the group launched the first-ever Drink Design Center, an R&D laboratory, barista training centre and true innovation hub dedicated to mixology.

With the support of Argos Wityu, the Management team intend to step up the group's international development and its environmental transition by reducing greenhouse gas emissions and water consumption and using natural ingredients in its recipes, the aim being to reduce carbon intensity by at least 7.5% a year.

By supporting the Routin Group, Edmond de Rothschild Corporate Finance is strengthening its expertise in agrifood. In 2023, the team notably advised FrenchFoodCapital and Lalos Paris on

the acquisition of a stake by LT Capital and Rives Croissance, Brasserie du Mont Blanc on its sale to Duvel Moortgat, and Wagram Food Service (Columbus Cafe, Krispy Kreme, Copper Branch) on a fundraising. It also advised the carve-out of Distillerie des Alpes, the Routin Group's spirits business, concurrently with the acquisition of a stake by Argos Wityu.

The transaction confirms Edmond de Rothschild Corporate Finance's expertise in supporting its clients as part of capital restructuring transactions with investment funds. In 2024, the team notably advised: Exsto on its capital reorganisation with Idi, Aprium Pharmacie on its capital reorganisation with Ardian, and Biobank as part of its capital reorganisation with IK Partners.

EDMOND DE ROTHSCHILD CORPORATE FINANCE TEAM

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ABOUT THE EDMOND DE ROTHSCHILD GROUP

A conviction-driven investment firm founded on the conviction that wealth should be used to build a better world for the future, Edmond de Rothschild specialises in private banking and asset management. Serving an international clientele of families, entrepreneurs and institutional investors, Edmond de Rothschild is also active in corporate finance, infrastructure finance, private equity, real estate and fund services.

Thanks to its resolutely family-based structure, Edmond de Rothschild has the independence it needs to be able to offer bold strategies and long-term investments rooted in the real economy.

At 31 December 2023, the Group, founded in 1953, had over CHF 163 billion in assets under management, 2,600 employees and 28 locations worldwide.

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