



## SYCOMORE CORPORATE FINANCE AND INSPIRIT PARTNERS ADVISE INELDEA'S SHAREHOLDERS ON THE CONTEMPLATED DISPOSAL OF THE COMPANY TO URIACH

## Paris, November 14<sup>th</sup>, 2023

We are pleased to confirm the commitment from Uriach to acquire the French company Laboratoires Ineldea, a leading specialist in natural self-care products. As a result of the contemplated transaction, Ineldea would join the European platform that Uriach has built around the Natural Consumer Healthcare business, as an absolutely complementary piece, both geographically (adding France and Belgium) and on a portfolio level, which would allow for many important commercial synergies, thereby accelerating organic growth in the coming years. Subject to the satisfaction of legally required preliminary consultations and approval procedures, the contemplated transaction is expected to be completed during the first months of 2024.

Ineldea, after 20 years of presence on the market, has an annual turnover of nearly 100 million euros, thanks to its latest external growth in April 2022 with the acquisition of the Anfatis distribution platform in Italy, 230 employees and a large portfolio of effective natural products for health and well-being, some of which are category leaders in France: a paediatric line under the PEDIAKID brand, different ranges of products based on essential oils (OLIOSEPTIL brand), vitamin complexes (VITAMIN22), nutritional supplements for athletes (STC NUTRITION) or food supplements marketed on medical recommendation (COPMED), among others.

Oriol Segarra, CEO of Uriach, explains that "this acquisition would represent a decisive step for the completion of our strategic transformation. Thanks to the addition of Ineldea and its team, we would cover the most important markets in Europe and our ambition, particularly in the current context with ICG as a new shareholder, is to accelerate growth to be the leading platform in the Natural Consumer Healthcare sector in Europe."

Nicolas Cappelaere, founder, owner and CEO of Laboratoires INELDEA commented: "We are excited by the prospect of this corporate operation with Uriach, which would support our existing strategy, while also providing us with the opportunity to accelerate our growth in our various markets. It would allow Ineldea, after 20 years of successful development under my leadership, to join a strong and highly reputable family group and what I consider the best European Natural Consumer Healthcare project, which fits perfectly with our model and future vision."

The contemplated acquisition would give Uriach sales of around 450 million euros in 2024, which was the target for 2025 under the current strategic plan. This significant milestone would allow Uriach to grow faster than forecast. The intention of its partnership with ICG is to accelerate growth, both organically and through acquisitions, either incorporating new geographical markets, such as Scandinavia and Eastern Europe and/or strengthening its position in countries where it already operates through consolidation of its most important local businesses.

In the context of the transaction, Sycomore Corporate Finance and Inspirit Partners acted as exclusive financial advisors to Ineldea's shareholders. The Sycomore team was composed of François Vigne, Aurélien Singer, Marion Camboulive, Malo Grosso and Thaddée Le Bret. The Inspirit team was composed of Nicolas Jullian and Fabien Bayard.