

**DATE**

June 15, 2023

**SECTORS**

Consumer, Leisure & Retail

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



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# DC Advisory advises on the sale of Dawn Meats' stake in Elivia to Terrena



## Background

- Dawn Meats is a supplier of choice to a range of leading supermarkets, food service and restaurant businesses, exporting to over 50 countries
- Established in Waterford, Ireland in 1980, Dawn Meats has grown into a business with over €2bn in annual revenue, employing 7,200 staff in eight countries
- Dawn Meats works with some of the world's leading food companies that are committed to sustainability and quality
- Elivia is a French beef and veal processor, and France's second largest supplier of beef
- Terrena is a cooperative of farmers based in the Northwest of France and is a leader in the agricultural and agrifood industry

## Process

- DC Advisory was engaged by Dawn Meats to act as exclusive financial advisor on the potential sale of its equity holding in Elivia
- DC Advisory leveraged its knowledge of the consumer sector to work with Dawn Meats and engage with its fellow equity partner Terrena

## Outcome

- Dawn Meats decided to sell its shareholding in Elivia to Terrena, its partner shareholder
- Significant investments have been made at Elivia and the collaboration of the two companies has resulted in improved performances

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- Following ongoing discussions and a review of long-term business strategy, Dawn Meats and Terrena decided on alternative arrangements for the ownership of the company
  - This transaction further showcases DC Advisory's deep expertise in the consumer sector