



PRESS RELEASE

Paris, October 30th 2025

marcel&fils acquires Bio&Co and strengthens its position in Southeastern France

marcel&fils, a French retail brand specializing in the distribution of organic products, announces the acquisition of Bio&Co, a historic player in the organic sector in the Provence-Alpes-Côte d'Azur region. This transaction, completed with the TERACTION Group, enables marcel&fils to consolidate its regional footprint in Southeastern France and continue its growth momentum.

A strategic milestone for marcel&fils

Founded in 2008 by Emmanuel Dufour, marcel&fils has established itself as a leading player in the organic retail sector, offering a comprehensive range of food and non-food products: fresh produce, groceries, butchery, dietary supplements, cosmetics, hygiene, and household goods.

The brand currently operates 60 stores, ranking among the top five specialized organic retail networks in France.

With this acquisition, marcel&fils expands its network to 67 stores and will achieve consolidated revenues of €160 million.

Bio&Co: a committed organic pioneer

Founded in 2005, Bio&Co has developed around a philosophy shared with marcel&fils: offering a wide and accessible range of organic products, promoting local producers, and providing a shopping experience that is both welcoming and high-quality.

The network currently includes seven stores located across the Provence-Alpes-Côte d'Azur region.

Shared values and promising synergies

The merger between marcel&fils and Bio&Co is built upon shared values and a common vision:

- a commitment to the quality and diversity of products;
- a close relationship with customers;
- long-term support for local producers;
- spacious, welcoming stores designed for a smooth and enjoyable shopping experience.

This transaction will generate new commercial and logistical synergies while strengthening marcel&fils' presence in the South-East, its home region.

A transaction supported by its shareholders

The acquisition of Bio&Co is primarily financed through equity contributions from marcel&fils' historical shareholders: Emmanuel Dufour (President of marcel&fils), Weinberg Capital Partners (via the LBO fund WCP#3), and SOFIPACA.

As part of this transaction, SWEN Capital Partners, along with part of the management team, also joins the company's shareholder base.

This marks the third external growth transaction for marcel&fils, following the acquisitions of Onalavie in 2021 and La Vie Saine in 2022.

Since the entry of Weinberg Capital Partners and SOFIPACA into its capital in 2021, marcel&fils has doubled its revenue, reflecting the strength of its business model and the relevance of its growth strategy.

Emmanuel Dufour, President of marcel&fils, commented: *"The acquisition of Bio&Co is fully aligned with our territorial development strategy. Beyond geographic complementarity, we share with Bio&Co the same vision of organic retail: friendly stores, close ties with producers, and passionate teams. Together, we will continue to promote an accessible, local, and high-quality organic offering, serving both our customers' well-being and the vitality of our regions."*

Philippe Klocanas, Partner and Co-Head of LBO at Weinberg Capital Partners, added: *"This acquisition of Bio&Co marks the third external growth transaction carried out under Weinberg Capital Partners' support since our investment in 2021. It illustrates our confidence in marcel&fils' unique model, built on an 'epicurean organic' approach that combines pleasure, quality, and responsibility. We are convinced that Emmanuel Dufour's vision of organic retail—centered on taste, well-being, and local proximity—represents a sustainable lever for differentiation and growth in the organic market."*

Weinberg Capital Partners
The right time – The right team

About marcel&fils

Founded in 2008 by Emmanuel Dufour, marcel&fils is a French retailer specializing in the distribution of organic food and non-food products (fresh produce, groceries, butchery, dietary supplements, cosmetics, household goods). Historically established in Southeastern France, the brand now operates 67 stores. As a committed organic player, marcel&fils offers more than 8,000 product references, emphasizing local and artisanal goods and maintaining a strong focus on product quality—an approach best described as “epicurean organic.”

About Weinberg Capital Partners

Founded in 2005, Weinberg Capital Partners is an independent investment company historically active in buy-out capital, which expanded its field of intervention to real estate assets in 2008. In 2020, Weinberg Capital Partners added its capacity to invest in SMEs/mid-caps with a minority strategy focused on sustainable development issues, which offers extra-financial support known as impact, to better prepare companies for environmental and societal challenges. In 2023, Weinberg Capital Partners created a new fund, Eiréné, dedicated to the development of SMEs/mid-caps in the security and defense sector. In 2024, the company continued its growth in private equity with the launch of a co-investment fund, WCP Co-Invest.

With €1,9 billion of assets under management, Weinberg Capital Partners is a significant player in the mid-market equity segment in France.

Weinberg Capital Partners is a signatory of the PRI, a member of the International Climate Initiative and an active responsible investor.

★★★★★ with a score of 92/100 in the PRI Direct – Private Equity category.

★★★★☆ with a score of 87/100 in the PRI Direct – Real Estate category.

Weinberg Capital Partners supports Télémaque, an association for equal opportunities in education.

For more information: weinbergcapital.com.

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About SOFIPACA

Since 1984, SOFIPACA, a subsidiary of the Regional Banks Crédit Agricole Provence Côte d’Azur and Crédit Agricole Alpes Provence, has supported mid-sized companies (ETIs) and SMEs based in the Provence-Alpes-Côte d’Azur region with their growth capital, transmission capital, and shareholder restructuring projects.

SOFIPACA has a strong track record of investing in regional businesses, with the mission of contributing to their long-term development.

As a long-term financial investor and minority shareholder, SOFIPACA adapts to the specific needs of each company, providing management teams with support in implementing their growth strategy—without interfering in day-to-day operations.

Its independent and human-scale team fosters straightforward, direct communication with management and ensures strong responsiveness in decision-making.

Contact: paul.tabourin@sofipaca.fr

More information: www.sofipaca.fr

LinkedIn: <https://fr.linkedin.com/company/sofipaca>

About SWEN Capital Partners

A leading player in responsible investment across Private Equity, Infrastructure, and Mezzanine Debt, SWEN Capital Partners manages, advises, or oversees nearly €10 billion in assets, supported by a team of more than 120 professionals.

The management company is part of the Ofi Invest Group, whose main shareholders are entities of the Aéma Group (Macif, Abeille Assurances Holding, Aésio Mutuelle), as well as SWEN Managers, a holding company owned by around 50 employees.

Since its creation, SWEN Capital Partners has placed sustainable finance at the heart of its approach, offering clients innovative and responsible investment solutions.

Recognized as a "Société à Mission" (Purpose-Driven Company) since February 2024, the firm's ambition is clear: to put investment at the service of Nature, through genuine commitments, concrete actions, and the engagement of its teams and ecosystem.

Aggregate commitments as of September 1, 2025.

For more information: swen-cp.com

Contacts

- **marcel&fils**

Emmanuel Dufour

President

edufour@marceletfils.com

- **Weinberg Capital Partners**

Press

Bérangère Beaujean

Head of Communications

berengere.beaujean@weinbergcapital.com

+ 33 7 85 58 29 73

Investors Relations

Alain Biquard

Development and Investor Relations Manager

alain.biquard@weinbergcapital.com

+ 33 7 86 36 90 79

- **SWEN Capital Partners**

Press

Lola Fornari

Communications Manager

lfornari@swen-cp.fr

+ 33 6 49 87 28 35

Agence Shan

Lola Gozlan

lola.gozlan@shan.fr

+33 6 24 76 83 40