



Portail d'affaires

## Production de biostimulants et de biopesticides

Annonce V47256 mise à jour le 12/02/2019

### Description générale

#### Désignation de l'actif

|              |        |
|--------------|--------|
| Type d'actif | SPA    |
| Localisation | Italie |

#### Description du spa à vendre

Leading Italian company active in the production of bio-stimulants and bio-pesticides, whose shareholders are contemplating a 100% sale.

We believe the target company could be a good asset for any PE House/Trade Buyer thanks to :

- Strong, proprietary portfolio of formulations for bio-stimulants and fertilizers,
- Opportunity to diversify further in the fine chemical business,
- IP gap with Italian Competitors,
- A 30% saturation of the plant, requiring low capex going forward.

Opportunity to increase market share in Italy and take advantage of cross-selling opportunities across a big player in European agribusiness's network.

Young and experienced management willing to remain with the business in order to ensure a proper transition.

### Éléments chiffrés

|                    |           |
|--------------------|-----------|
| Année de référence | 2017      |
| Fonds propres      | 6 100 k€  |
| Trésorerie nette   | -5 800 k€ |

| En k€/année | 2015 | 2016  | 2017   | 2018   |
|-------------|------|-------|--------|--------|
| CA          |      | 14400 | 14 500 | 15 100 |

| En k€/année | 2015 | 2016  | 2017  | 2018  |
|-------------|------|-------|-------|-------|
| Marge brute |      |       |       |       |
| EBE         |      | 1 200 | 1 400 | 1 500 |
| Rés. Exp.   |      | 400   | 550   |       |
| Rés. Net    |      | 150   | 250   |       |
| Salariés    |      | 21    | 21    | 21    |

## Positionnement concurrence

### Positionnement par rapport au marché

Strong leadership in the production of bio-pesticides and biostimulants.

A strong portfolio of proprietary IP combined with dual-use will enable the company to grow further its business and create a further gap with competitors on the national market.

### Points forts

Low production plant saturation, increasing sales by biostimulants will grow marginality, a well spread distribution network in Italy and expanding internationally especially in emerging markets.

Strong market recognition for its organic fertilizer segments.

R&D cost very low despite the strong introduction of new formulas every year.

### Points faibles

Production of pesticides keeps the marginality low, however, the company is growing YoY biostimulants sales and related EBITDA margin.

Limited international distribution network, but expanding.

## Infos sur la cession

### A propos de la cession de cette actif

|                              |                                                          |
|------------------------------|----------------------------------------------------------|
| Raison principale de cession | Renforcement des fonds propres                           |
| Prix de cession              | Le vendeur n'a pas souhaité préciser le prix de cession. |

### Profil d'acheteur recherché

|                                                                    |                        |
|--------------------------------------------------------------------|------------------------|
| Profil recherché                                                   | Fonds d'investissement |
| Apport en fonds propres minimum pour se positionner sur ce dossier | 1 000 k€               |