

## Production de biostimulants et de biopesticides

Annonce V47256 mise à jour le 12/02/2019

### Description générale

#### Fiche d'identité de la société

Forme juridique	SPA
Ancienneté de la société	Plus de 10 ans
Localisation du siège	Italie

#### Résumé général de l'activité

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.

#### En plus

La société possède un ou plusieurs **brevets**

La société possède une ou plusieurs **marques** déposées à l'INPI

La société travaille à l'**export**

### Eléments chiffrés

Année de référence

2017

Fonds propres

6 100 k€

Trésorerie nette	-5 800 k€
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En k€/année	2015	2016	2017	2018
CA		14400	14 500	15 100
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 levée de fonds

### A propos de l'augmentation de capital

Montant recherché	1 000 k€
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Participation proposée au capital	Minoritaire ou majoritaire
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### Profil de l'investisseur recherché

Profil recherché

Fonds d'investissement