



Portail d'affaires

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**

Éléments chiffrés

Année de référence	2017
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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€
Participation proposée au capital	Minoritaire ou majoritaire

Profil de l'investisseur recherché

Profil recherché

Fonds d'investissement