



Portail d'affaires

## Conditionneur, importateur, exportateur et producteur de fruits frais en Europe du Sud

Annonce V51073 mise à jour le 27/09/2023

### Description générale

#### Désignation de l'actif

Type d'actif	SA
Localisation	Lisbonne

#### Description du sa à vendre

The company, based in Portugal, engages in the origination, storing, packing, transport and distribution on both home and export markets, of fresh produce,.

For 35 years, the company markets across continents the produce of a selection of Central and South American and African growers to a network of in Europe and Latin America..

Production capacity investment have been commissioned in 2019.

The relatively short product range includes apple. pears, banana, citrus, grapes, pineapple, stone fruits, melons and some vegetable.

### Éléments chiffrés

Année de référence	2022
Fonds propres	6 550 k€
Dettes financières	8 390 k€

En k€/année	2020	2021	2022	2023
CA		41400	43 200	
Marge brute		7 370	8 900	
EBE		997	943	
Rés. Exp.				
Rés. Net		179	172	
Salariés			96	

## Indications concernant les éléments chiffrés

Company invested several times since its creation; last capacity extension has been done in 2018 through bank loan.  
Net result after taxes on revenues.  
Seasonal work force, not accounted here.  
Monthly sales volume relatively stable.

## Positionnement concurrence

### Positionnement par rapport au marché

The company, 35 years old, engage in sourcing, packing, transporting fresh fruits; they are one of the leader on the national market.

### Concurrence

Industry of fresh produce has the support form the administration  
Market grows, but still atomised, should go through rationalisation in the future.

### Points forts

- Sourcing from three continents : Europe, South America and Africa
- Short range of fruits
- Well balanced of customers segments: indépendant wholesale, national retail, food service
- Diversified portfolio of clients more than 1000 clients in Europe
- Reliability with supplier and customer
- 35 year's experience at international scale
- International transport licence
- Free capacity for packing (apple) and maturing (banana) as result of recent investment
- BRC certification.

### Points faibles

- Team to reinforce
- Lack of ERP and business indicators
- No successor in house
- Debt.

## Infos sur la cession

### A propos de la cession de cette actif

Raison principale de cession	Départ à la retraite
Complément	Generational change ; the founders to agree on a transition period with the acquirer A substantial share (95 %) of the ownership is with the sellers.
Prix de cession	Le vendeur n'a pas souhaité préciser le prix de cession.

### Profil d'acheteur recherché

Profil recherché	Personne physique ou morale ou fonds d'investissement
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Complément

A fresh produce operator or an investment fund to assess the plan and the organisation, to leverage on current import/export position, geographical footprint, potential business complementarities, new management method.