

垂直整合农业综合企业平



MERGERSCORP

此次发行是收购巴西一家纵向一体化农业综合企业或与之合作的绝佳机会，该企业专门从事高价值玉米衍生生物的工业加工，产品既供应人类消费市场，也供应复杂的动物营养品市场。

该平台位于巴西最富饶的谷物走廊内，地理位置优越，能够无障碍地获取原材料，具有极强的采购经济竞争力，并拥有成熟的多式联运物流网络。

通过将食品级制造、专业饲料配方、大量谷物储存和端到端下游分销无缝结合，公司运营着一个高度可扩展的现金生成模式。

该资产是战略投资者、国际食品企业集团、商品加工商和机构资产管理人利用巴西农业价值链结构弹性的理想切入点或扩张工具。

该资产位于巴西产量最高的玉米产区。
这种地理护城河确保了长期的供应安全，减轻了原材料的波动性，并保证了最佳的采购经济性。

该平台在整个农业综合企业价值链中获取利润，成功执行端到端的运营周期：谷物摄入
\$\\rightarrow\$工业加工\$\\rightarrow\$食品配料\$\\rightarrow\$动物饲料配方
\$\\rightarrow\$高利润副产品货币化。

该公司拥有现代化、成熟的工业布局，在所有核心业务领域都有大量的装机容量，包括专门的 60,000 公吨（MT）粮食仓储基础设施。

通过在人类食品配料、包装消费品、工业应用和高增长牲畜营养领域的均衡市场渗透，该公司的收入模式从结构上降低了风险。

该平台拥有经过认证的合规加工设施和标准化的产品组合，完全有能力将其商业足迹扩展到利润丰厚的全球出口市场。

TARGET PRICE

\$ 26,800,000

GROSS REVENUE

\$ 37,800,000

EBITDA

\$ 3,600,000

BUSINESS TYPE

农业企业

COUNTRY

巴西

BUSINESS ID

L#20261071

4.

- 工业规模的玉米加工和高效脱胶。
- 生产食品级配料，包括优质玉米糝、面粉、玉米粉和特种衍生物，以及面向消费者的玉米产品。
- 先进的配方，为牛、奶牛、家禽、猪和水产养殖量身定制全面的饲料解决方案。
- 最先进的谷物接收、质量检测和 60,000 公吨容量的仓储管理。
- 全自动研磨、精炼和包装生产线。
- 机构级内部质量控制和研发实验室。
- 高吞吐量多模式物流调度基础设施。
- 能够快速调整生产以满足不断变化的市场需求的敏捷制造系统。

5.

- 通过扩大吞吐量，最大限度地提高现有利用率不足的工厂产能的利用率，可立即提高运营效益。
- 利用当前的认证，在高利润的国际食品和饲料目的地抢占市场份额。
- 将产量转向利润率更高的专有增值成分和特殊营养配方。
- 扩大现有的分销网络，在巴西和更广泛的拉美及加勒比地区占据更广泛的国内市场份额。
- 利用基础设施加工邻近谷物品种、功能性配料以及白标/私人标签合同生产。

6.

该平台具有独特的定位，可为以下方面带来直接的协同价值：

- 寻求一个交钥匙运营平台，以建立或扩大其在巴西的业务。
- 希望通过后向整合来确保供应链的连续性和利润控制。
- 旨在从纯粹的贸易转向下游、高利润的垂直整合。
- 的目标是有弹性、有资产支持、有明确整合和扩张途径的农业食品平台。

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